

IMPCA

More than just the Reference Specifications



25 years 1987 - 2012

Edited by Trond R. Tenold

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September 2012

Introduction

By René Butzelaar, President



IMPCA will celebrate its 25th anniversary this autumn, and the Board has taken this opportunity to put the association's history on record.

The chemical commodities industries are used to facing imbalanced markets and changing margins from time to time. So also the methanol industry. Those of you who have had the pleasure of being around during 1986 and 1987 will remember that it was bad. Really bad. Personally I had been asked to talk about the European methanol market at *Jim Crocco's World Methanol Conference* in December 1986. My speech was short and to the point. I opened up stating: "The European Methanol Market. What a Mess." And then I left the podium. I had said all that had to be said. And a mess it was.

It is against this background that we have to understand how the idea about an association to look after the interests of the methanol industry at large came about. An association where producers and consumers of methanol together with anyone linked to the industry can review matters of common interest. Not a cartel of producers! There was not, and never had been, any intention by the persons involved to form a "producers' cartel". From day one it was made quite clear that in all of its activities the association would ensure compliance with anti-trust and anti-competition laws. It goes without saying that we have of course fulfilled these requirements in the 25 years we have been in operation and we will continue to do so.

If one should mention one name among the many who participated in the process leading up to the first Ordinary General Meeting of IMPCA in San Francisco in December 1987, it has to be John Stoney of ICI. John also became the first president of IMPCA, and he was joined in the first Executive Committee by vice president Anthony J. Waters of BP Chemicals and by the treasurer Luc Duvillier of Petrofina.

It is my hope that this booklet will be of interest to you

Brussels, September 2012

René Butzelaar

President

Foreword by the Editor



Having followed IMPCA almost from day one, my first involvement was as a delegate in the first Ordinary General Meeting in San Francisco in December 1987, I take great pleasure in being given the responsibility of editing this document, which covers the first 25 years of the association's activities. At the time of the first OGM, 37 companies had joined or were ready to join. Of the 10 companies who had accepted to join the first official preparatory meeting in London in March 1987, 5 are still involved in the methanol industry and still members of IMPCA. The activities of the other 5 have been taken over by other companies who all are IMPCA members.

Over the years IMPCA has lost a few members, in many instances because of restructuring activities among methanol producers, consumers and service companies. But we have gained many new ones. At time of writing we have 69 full members from all over the world. ICI and the 3 central Ms from Europe, MCN, Metallgesellschaft and Methanor, who were all on board from the beginning, have stopped trading or do not deal in methanol any longer. Their methanol related activities, though, are now carried on by others who find it useful to continue their membership in IMPCA, namely BioMCN, Dynea, Methanex and Solvadis.

It may therefore be right to say that "Continuity is the name of the Game" for IMPCA, but in combination with a continuous update, including the maintenance work which takes place in improving the IMPCA Methanol Reference Specifications.

Brussels, September 2012

Trond R. Tenold

Director & Secretary

Presentation of IMPCA

According to the associations Articles of Association, the objective of IMPCA is the study of problems of common interest to the worldwide methanol industry and to represent and promote that industry.

How we have done that during the first 25 years is described more in detail in this document. Quite early it became evident that increased international movement of methanol would require better product specifications, and the IMPCA Methanol Reference Specifications were developed and introduced.

Members

Membership is open to all companies whose activities involve production, marketing, distribution of methanol (including service companies), or its use as feedstock in further chemical processing or as fuel. The Association knows Full and Associate Memberships.

At present IMPCA has 69 full members, out of which 18 can be classified as producers and 17 as marketers, 16 are methanol consumers and for 18 members service activities are the link to the industry.

Geographically one might say that IMPCA is European biased, as 43 members have their main base in Europe. 16 of our members are based in Asia and in the Middle East, whilst 10 are based in the Americas. But of course, many of our members are operating globally, so IMPCA is a true global organisation.

The members meet formally at least once a year, in the Ordinary General Meeting in June prior to the European Mini-Conference. The main items on the agenda of the OGM are approval of last year's accounts and next year's budget and election of members to the Board and the Executive Committee.

It should be noted that the Association represents all members and not any specific interest group. It can therefore fairly claim to represent all aspects of the Methanol industry covered by its members. Its activities are dedicated to promoting their joint interests.

In the tables section at the end of this document we have listed the founding members and you will also find a link to present members.

Board and Executive Committee

The following members represented on the Board were elected at the OGM held in Wiesbaden, Germany in June 2012, and will serve until the OGM in 2013.

Member Company

BASF SE
CELANESE Chemicals Europe GmbH
DEWITT & CO. INC.
DYNEA AS
HELM AG
JIM JORDAN & ASSOCIATES
MIDER-HELM METHANOL VERTRIEBS GmbH
MITSUBISHI CORPORATION
SABIC
SOLVADIS METHANOL GmbH

Representative

Mr. Wolfgang SCHLINDWEIN
Mr. Andreas OBERKIRCH
Mr. Dave MC CASKILL
Mr. Tarje BRAATEN
Mr. Norbert BAUM
Mr. Jim JORDAN
Mr. Peter HEYN
Mr. Nobuhiko YAMADA
Mr. Klaus NEUHOF
Mr. René BUTZELAAR

Thorsten Heinicke will take over as official representative of Mider-Helm from October 2012

The Executive Committee is composed as follows:



Nobuhiko YAMADA
Vice President



René BUTZELAAR
President



Peter HEYN
Treasurer

Director & Secretary

At present Trond R. Tenold is serving as part time Director & Secretary. Trond and his predecessors in this position are presented in the tables section at the end of this document.

Secretariat

Already during the formation process, IMPCA benefitted from the valuable help and assistance of Eric Yates, Director of EPCA, the Brussels based European Petrochemical Association. From the beginning IMPCA entered into a contract with EPCA for secretarial and accounting services. The first person in the EPCA office who helped IMPCA with the secretarial services was Mandy Millard. Since 2003 Eleanor Conway has been the contact person for IMPCA members. For a small and lean organisation like IMPCA, it has been very convenient to be able to share resources with EPCA. In particular when it comes to organising events, like the Mini-Conference fi, the present arrangement has been serving us well.



**Eleanor Conway is looking after the interests of
IMPCA in the EPCA office in Avenue de Tervueren 270**

IMPCA – More than just the Reference Specifications

Background

Many of you will know, but for some of you it may not be so obvious that IMPCA could already be more involved in your day-to-day operations than you are aware of. The **IMPCA Methanol Reference Specifications** are used by surveyors all over the world when methanol is being loaded and unloaded on the way from the producers to the end-users, often several times for the same cargo.

For many years after Dr. Alwin Mittasch of BASF in 1913 produced the first synthetic methanol from carbon monoxide and hydrogen in his laboratory in Ludwigshafen, methanol was a regional product made from various feed stocks to a large extent by local producers.

Later, when methanol started travelling longer distances and certainly when shipping of methanol between the continents became the rule rather than the exception, then the need for more detailed specifications arose. The IMPCA Reference Specifications therefore cover a wide range of items, specifying limits and test methods.

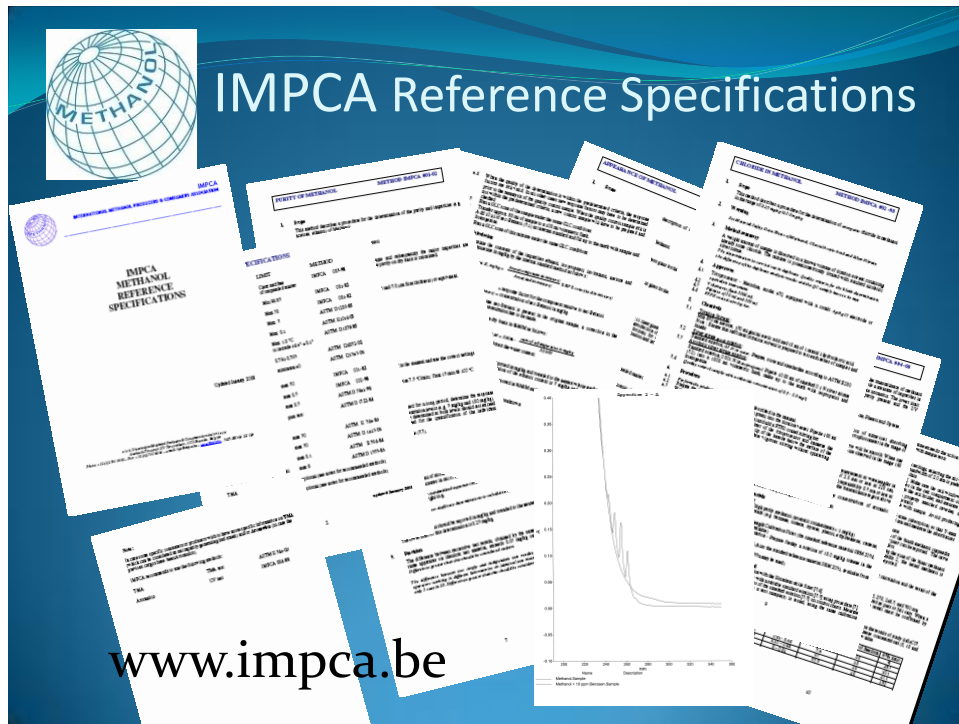
Contamination of chloride, f.i., became an issue when methanol cargos started to cross the big oceans.



Hence, it was not long after IMPCA was founded in 1987, that the IMPCA Reference Specifications were developed, and they have been continuously updated and improved since then.

It was in fact Niko Vos of SGS, together with Pierre Troude of the French methanol consumer Rhone Poulenc and Robert Vriens of the Dutch producer Methanor and a few others who initially

got things on paper for IMPCA. The present version is a document of 15 pages which you can find on our web-site, www.impca.be.



The background for creating IMPCA was not primarily specifications, but it soon became a matter which fitted very well in with the association's tasks and targets.

Handling Matters of Common Interest

The idea to create a platform for handling matters of common interest for those involved in the methanol industry at large came about in the aftermath of the dismal year 1986.

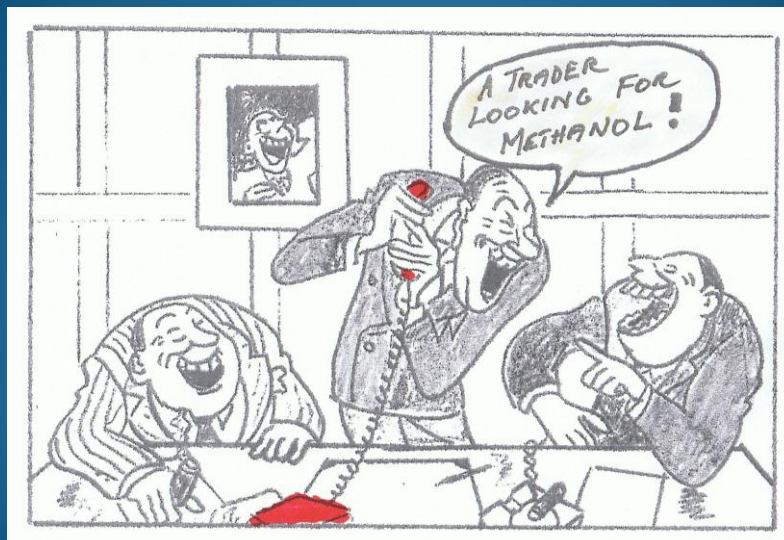
The animation below describes well the market situation at that time. Storage companies could have sold their capacities numerous times had it been feasible. Similar situations have occurred several times since then, as many of you will have experienced. The first time the editor used this illustration by the way, was in a presentation given at the World Methanol Conference in Houston in 1989, i.e. 23 years ago. The title of that presentation was "Methanol – How long is it going to be Bargain of the Month?"- No price for guessing that I was representing a methanol producer at that time!

Office of storage company when product is LONG:



But as we all know, things will change to the better for commodities, and when the product is short, it is time for the producers to celebrate.

Producers office in good times:



As mentioned above, when shipping of methanol between the continents became the rule rather than the exception, then there was a need for more detailed specifications. But a need for a vehicle to look after other interests of the industry also had become evident.

The following is a cutting from "European Chemical News" of 05.10.87 and the text is based on a press release sent out after the IMPCA inauguration meeting held in Vienna on 30.09.87:

New methanol group

THE INTERNATIONAL methanol producers and consumers association held its inaugural meeting at the EPCA conference in Vienna. The formation of the society has been prompted by the global expansion of methanol markets in recent years, explained ICI's methanol manager, John Stoney.

Between 1977-1987 the percentage of methanol production capacity in the consumer areas has dipped from 82 per cent to 36 per cent, while the percentage of production located in energy exporting countries has risen from 1 to 34 per cent. Capacity produced by the Eastern bloc has risen from 17 per cent to 30 per cent.

A steering committee has been set up comprising delegates from Celanese, Metallgesellschaft, Mitsubishi Gas Chemicals, ICI (whose methanol business is known to be still under review), Methanor, Petralgaz, Helm, Gantrade, URBK, AHB Berlin and BP Chemicals. Of these, only the last falls on the consumer side of the methanol business but participation by buyers is considered crucial for the success of the new association.

Stoney said the association will collect and supply statistical information and track legislative, technical, storage, environmental and other matters. Anyone with an involvement in the methanol industry is eligible to join and fees are \$1 000 for entrance, plus \$1 000 every year. A first meeting, at which a committee will be elected, will be at 2pm on December 1, 1987 in San Francisco, prior to the Crocco and Associates methanol forum there. A detailed antitrust checklist has been drawn up.

The first Ordinary General Meeting of IMPCA took place as announced in the cutting above and the association was then ready to start operations.

Some years later these ideas were laid down in a Mission Statement:



Mission Statement IMPCA

- Provide communications on matters of general and appropriate interest to its Members
- Promote activities of potential benefit to its Members
- Promote a greater awareness of the benefits to be derived from the gas based industries by increasing links with the universities

A Mission Statement can often look a little general and somewhat high-flying, so let us try in the following to be more precise in explaining how IMPCA has been fulfilling its mission.

During the last two decades of the last century, the bulk of the world's methanol production moved to areas where natural gas was abundant and hardly had other outlets than methanol. This development continued into this century, and still goes on. This is of course no surprise, since methanol represents the simplest way of transporting natural gas. When gas-fields are above a certain size, though, LNG is often the chosen alternative, but that's another story.

Looking back twenty years or so, consumption of methanol to a large extent, still took place in the developed parts of the world, hence an increased need for shipping and storage capacities for methanol arose. At the same time an emerging globalisation of the production of methanol derivatives took place, and it is against this background we can observe the foundation and expansion of IMPCA.

The following slide shows in short the current activities of IMPCA:



Current IMPCA activities

- Create opportunities for industry players to discuss issues and network
 - (Co-) Sponsor conferences
 - Arrange and participate in debates on specific issues
- Address technical and operational issues
 - IMPCA Reference Specifications
 - Identify issues not addressed by others
- Increase awareness of the industry with Universities
 - Scholarships
 - Studies

In the following we are describing some of the activities during the past 25 years, including looking at areas where we did not achieve what we intended (Statistical Services) and areas which temporarily have been put on hold (Scholarships and Bursaries).

IMPCA European Mini-Conference

The 24th Mini-Conference was held in Wiesbaden, Germany in June 2012 with close to 180 participants, a number which this conference has attracted in later years. In comparison, in the first conference in Amsterdam/Rotterdam in 1989, 35 persons were present and listened to two presentations given on board a boat cruising in the harbour of Rotterdam.

This year the conference included a celebration of the first 25 years of IMPCA, with a special event for members and their partners only:

More than 40 people participated in the Friday afternoon/evening program in Rüdesheim. The program included a cable car ride to visit the imposing Niederwalddenkmal Monument where the participants could enjoy the wonderful panoramic view of the area. After having tasted some of the regions nice wines at *Breuer's Kellerwelt* everyone went to *Breuer's Rüdeshheimer Schloss* where the Anniversary Dinner took place.

An integral part of the Mini-Conference is the Thursday evening dinner cruise. 2012 was of course no exception in that respect. In the photo below Deo van Wijk, former IMPCA Board Member then representing Metallgesellschaft, is being welcomed at the gangway of MS Rhenus in Rüdesheim by IMPCA president René Butzelaar of Solvadis.



Both of these gentlemen are among the veterans in the industry who gave their valuable input in the foundation process of IMPCA.

There is no doubt that the IMPCA European Mini-Conference has established itself as an important industry event with a format and content which the participants appreciate.

Over the years, many cities have been the chosen venue for the conference. One absolute criterion for the housing of the conference is the availability of a ship suitable for the dinner cruise, either on a river or in a harbour. As the audience is growing, fewer and fewer cities can offer big enough ships, which will represent a challenge for the association in the future.

For the 25th Mini-Conference to be arranged in June 2013, Istanbul is being evaluated as the preferred location.

IMPCA November Dinner Brussels

On 3 occasions, in 2008, 2009 and 2011 IMPCA has hosted a net-working dinner in Brussels at the same day as the CEFIC Methanol Sector Group is holding their autumn meeting. The initiative to this new event was taken by members of IMPCA looking for a vehicle for net-working in the years that the World Methanol Conference is taking place in North America. It is our intention to organise the next November dinner in 2013.

IMPCA Asian Conference

The first Asian conference was arranged in Singapore in 1989. This conference started as a bi-annual event, alternating with the Latin American conference. In 1991 Kuala Lumpur was the chosen location. Some years ago it was decided to make the Asian conference annually, and in November 2012 the 15th conference will take place in Singapore which has been the chosen location in later years. The Asian as well as the Latin American conference have always been organised by one of the consultancy companies being IMPCA member. In the first years the association cooperated with Jim Crocco regarding the Asian conference. In the later years Methanol Market Services Asia (MMSA) and Jim Jordan & Associates have been the organisers of the IMPCA Asian Methanol Conference:

**The 15th IMPCA
Asian Methanol Conference**

November 6-8, 2012

Singapore

Registration is now open!

*Co-organized by MMSA and
Jim Jordan & Associates*

More information —

[email: Services@MethanolMSA.com](mailto:Services@MethanolMSA.com)
www.jordan-associates.com



China and the Chinese methanol and derivatives markets are naturally in focus at the Asian conferences. IMPCA has also been evaluating China as location for conferences, and even co-organised a methanol conference in China. We have however concluded that at least for the time being the association does not have the resources needed for further penetration of the Chinese conference scene.

IMPCA Latin American Conference

Not long after IMPCA had been founded, the idea of organising a Latin American Conference came about. The first one was held in Trinidad and Tobago in 1992, organised by John Ockerbloom of PCI. The conference returned to Port of Spain at a later date, and had in the meantime been arranged in Mexico and Puerto Rico. Although the great importance of the regional methanol production in countries like Trinidad and Tobago, Chile and Venezuela – to mention the largest ones – created

some of the background for organising conferences in the area, it turned out to be difficult to attract a local audience other than the global players. Very few consumers from countries like Brazil and Argentina had a size which could justify the time and cost involved in participation, and the IMPCA Latin American Conference is now history. It has been said that the best location for a Latin American conference would be Miami, which has excellent flight connections to South America, and IMPCA is in fact organising a new event in Miami in December of 2012 – the IMPCA Mini Promoting Conference America. The aim is first and foremost to attract potential members from North America, but participants from Central and South America would of course also be most welcome.

IMPCA Mini Promoting Conference America



For the first time in History **IMPCA** is planning an event in North America for Members and their Guests who are potential members of **IMPCA**. In the past **IMPCA** had a number of members in North America, but owing to restructuring of the industry many have cancelled their membership and we would therefore welcome new members.

The preliminary programme will include **2-3 presentations**, and the **Social Event** will consist of a **Golf Tournament**.

Bursaries and Scholarships

The Association's other two main objectives are directed towards the provision of information in areas where other sources may be scarce and towards University education. The first may be achieved through the expert work of sub committees. Universities are sponsored to carry out studies, such as those prepared by Louvain University on Formaldehyde in Wood Products, by Imperial College on Methanol as a Fuel for Fuel Cell Vehicles, and by Delft University on Alternative Methanol Production Chains.



The second objective is directed towards a greater understanding of the gas based industries in general and methanol in particular by Universities and therefore their students. It is achieved by means of student bursaries awarded in all regional areas – In the past bursaries have been awarded to students in Delft, Singapore, and Tokyo.

Statistical Services

It was certainly one of the original ambitions of IMPCA to create a meaningful, neutral statistical service based on input from members and other players in the industry. The aim was to get access to reliable information about regional and global production, shipped and stored volumes, consumption for the various derivatives and so on. A project for collection of information was started and a neutral London based bureau was engaged for the preparation of the data. It soon turned out, though, that the data collected was not representative for the activities we would like to reflect. Despite numerous attempts to improve the situation, the result was not satisfactory and it was decided to abort the project.

Epilogue

Over the years, IMPCA has, basically through active member participation, developed a form and a content of the association's activities which the members have found useful and which serve the purpose for which they are meant. We are of the opinion, though, that we could further develop and progress if more companies joined and participated more directly in the activities of the association.



See you all
next year at the
25th IMPCA
Mini-Conference
13-14 June 2013



Sponsorship opportunities are available for next year's Mini-Conference.

Your company's logo could be here!



Editorial Team:

Trond R. Tenold, IMPCA Director/Secretary

Eleanor Conway, IMPCA Secretariat

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Tables

Founding Members

The following companies had joined IMPCA or confirmed membership before the first OGM:

Alberta Gas Chemicals	Canada	
ATOCHEM	France	
Ausind	Italy	
BP Chemicals	UK	Present London March 1987
Cape Horn Methanol	Chile	
CdF Chimie	France	
Celanese Chemical Co.Inc	USA	Present London March 1987
Chang Chung Petrochemical	Taiwan	
DOR Chemical	Israel	
DOW Corning Europe	Belgium	
DYNO Industrier AS	Norway	
Gantrade	USA	
Helm AG	Germany	Present London March 1987
ICI	UK	Present London March 1987
Kalama International	USA	
Lee Chang Yung	Taiwan	
Marubeni	Japan	
MATEX	The Netherlands	
MCN	The Netherlands	
Metallgesellschaft	Germany	Present London March 1987
Methanor	The Netherlands	Present London March 1987
Mitsui & Co.	Japan	
Mitsubishi Corporation	Japan	
Mitsubishi Gas Chemical	Japan	Present London March 1987
Norsk Hydro	Norway	
OCELOT	Canada	
Petralgas	New Zealand	Present London March 1987
PetroFINA	Belgium	
Reichhold	Canada	
Rhone Poulenc	France	
SABAH GAS	Malaysia	
Sadepan Chimica	Italy	
Sumitomo Corporation	Japan	
Sunkyong Ltd.	Korea	
Tolson	The Netherlands	
Trinity Petrochemical	USA	
URBK	Germany	Present London March 1987

Present Members

All members of IMPCA are listed on our web-site:

http://www.impca.be/en/membership/members_list/

Presidents

John Stoney	ICI	1988
Anthony J. Waters	BP Chemicals	1989
Trond R. Tenold	Methanor vof	1990 - 1993
Jaques Voogt	Arco Chemicals	1994 - 1996
Judith Speed	ICI	1997 - 1998
Peter Schmidt	Methanex	1999
Rampersad Motilal	TTMC	2000
Hans van der Kaaj	Lyondell	2001 - June 2002
Trond R. Tenold	Dynea	June 2002-2006
Robert J. Niedzielski	BP Chemicals	2007 - June 2009
René Butzelaar	Solvadis	June 2009 -

Directors & Secretaries

Peter Schmidt	1988 - 1993
Etienne Dor	1994
Anthony J. Waters	1995 – 2001
Herry Eilerts de Haan	2002 – May 2008
Trond R. Tenold	May 2008 –

The part time position of Director & Secretary has traditionally been filled by people coming from the methanol and linked industries.

The first secretary, **Peter Schmidt** spent many years with Celanese and worked as an independent consultant in the years he served as IMPCA secretary. Peter later joined Methanex as head of their European office and was President of IMPCA in 1999.

Like Peter Schmidt, **Etienne Dor** worked with Celanese prior to joining IMPCA as secretary and later took up a position in the Methanex office in Waterloo. Etienne finished his career as the European arm of Jim Jordan & Associates,

Anthony J. Waters who took over as Director & Secretary in 1995 was of course no new comer to IMPCA. Tony's input was crucial in the formation period and he served first as Vice President in the first Board and was the President in 1989, representing BP Chemicals. He also worked for PCI as their European contact. Tony Waters sadly passed away in 2003.

Herry Eilerts de Haan spent the best part of his career with Arco Chemicals, in particular active with methanol blending into gasoline and with MTBE. He also served as the Chairman of EFOA, the European Fuel Oxygenates Association. When Herry retired from IMPCA in May 2008, he was replaced by the present Director & Secretary, **Trond R. Tenold** who had been the third President of IMPCA representing Methanor vof, where he was the General Manager. Trond was also the President from 2002 to 2006, then representing Dynea where he was Vice President Global Procurement.

Present Technical Committee

The Technical Committee in particular looks after the maintenance of the IMPCA Methanol Reference Specifications. The members of the TC are recruited from the member companies of IMPCA. At present the TC is chaired by Dr. Simon Froom of BP Chemicals. Simon took over after Marcel Audier of SGS.

The Technical Committee is composed as follows:

Dr. Simon Froom	BP Chemicals	Chairman
Dr. Barbara Achenbach-Wink	Air Liquide F&E GmbH	
Mr Lars Axelsen	Dynea	
Mr. Paul Bergers	SGS Nederland	
Mr. Wolfgang Gorek	TOTAL Raffinerie Mitteldeutschland GmbH	
Mr. Jean-Christophe Muuls	Methanex	
Mr Frans Nijsen	Saybolt	
Ms. Mona Rostad	STATOIL ASA	

