

Index

1. Introduction	7
Ludwig Daniel Angeli German-Argentinian Chamber of Industry and Commerce	
2. The development of biofuels in the current context of the Argentine economy	9
Dr. Beatriz Nofal National Investment Development Agency – Prosper.Ar	
2.1. Introduction	9
2.2. Why biofuels in Argentina?	10
2.3. A strategic sector for investment and growth	11
2.4. And finally... ..	12
3. Biofuels: a new chapter in the promotion of Argentine exports	13
Dr. Marcelo Elizondo Export.Ar Fundation	
3.1. Introduction	13
3.2. The global scenario: present and future trends	13
3.3. Argentina's international insertion and market access.....	14
3.4. The role of Fundación Export-Ar in the promotion of biofuels.....	15
4. Biodiesel in Argentina – a brief summary	17
Secretariat of Energy	
4.1. Introduction	17
4.2. Domestic market of biofuels	17
4.3. Biofuels	18
4.4. Can biodiesel substitute diesel in the Argentine market?	18
4.5. Opportunity for Argentina	18
4.6. Law Nr. 26.093 to promote the production and use of biofuels	19
4.7. Market Potential	20
5. Conflicting demands resulting from bioenergy, ecological sustainability, energy, and food security	21
Dr. Hans-Jürgen Froese German Embassy	
6 . National program for biofuels	27
Miguel Almada Secretariat of Agriculture, Livestock, Fisheries and Food	
6.1. Introduction	27
6.2. Reasons for the creation of the national program for Argentine biofuels	28
6.3. Conclusions	30
7. Biofuels and the brand "Argentina"	31
Benjamín B. von der Becke Country Brand Strategy	

8. Buenos Aires... a strategic destination for biofuels industry investments	33
Debra Giorgi	
Ministry of Production of the Province of Buenos Aires	
8.1. Introduction	33
8.2. About Buenos Aires	33
8.3. The structure and outlook for the Buenos Aires biofuels industry	34
8.4. Outlook for the biofuels industry	36
8.5. Legal framework	36
8.6. Why Buenos Aires?	36
9. Cordoba is the pioneer in research and development of biofuel	37
Ministry of Production and Work of Cordoba Province	
10. Argentina, an alternative to produce biofuels	39
Eng. Jorge Antonio Hilbert	
National Institute of Agricultural Technology	
10.1. Introduction	39
10.2. Energy sector	40
10.3. Legislation	41
10.4. Present situation	41
10.5. Conclusions	41
11. Biofuels: The future is today	43
Claudio Molina	
Biofuels and Hydrogen Argentine Association	
11.1. Biofuels	43
11.2. Biofuels and the new energy paradigm	43
11.3. Basis for a Biofuels Law	44
11.4. Evolution of the internal market of liquid fuels	46
11.5. The possible impact of biofuels on internal economic activity	47
11.6. Biofuels and the agricultural sector	47
11.7. The industry's status today	48
12. Bioenergy: an opportunity to add value and promote development at the local level	51
Fernando Vilella	
Agrobusiness and Food Program of the Faculty of Agronomy – University of Buenos Aires	
12.1. Introduction	51
12.2. Adding value and promoting local development	52
13. Building the country kernel by kernel	55
Eng. Martín Fraguío	
Maizar – Argentine Corn and Sorghum Association	
13.1. Introduction	55
13.2. The Argentine bioenergy value chain	55
13.3. Setting goals	56
13.4. Actions for each link of the chain	56

13.5. From theory to practice	57
13.6. Structure and strategy of a value chain	57
13.7. New institutional culture: skills and habits	58
13.8. Conclusion	59
14. Overview of the argentinean agroindustrial and soy complex facing the production of biodiesel	61
Rodolfo L. Rossi Argentinean Soy Chain Association	
14.1. Introduction	61
14.2. Strengths of the soy chain in Argentina	62
14.3. Outstanding position in international markets	63
14.4. Diversified destination of the exported product	63
14.5. Regional concentration of the oil industry	63
14.6. Our logistics and transport reduce competitiveness	63
14.7. Soy as an employment generator	63
14.8. The installed capacity of the oil industry, determine the aggregation process, is now investing in biodiesel plants	63
14.9. New uses	64
14.10. Biofuels	64
14.11. Factors that make Argentina a competitive country in the production of biofuels	64
14.12. What do we need in order to consolidate this positive scenario?	64
14.13. Argentinean perspectives	64
14.14. Conclusions	65
15. Energy: the new cold war.....	67
Jorge L. Arrizurieta The Interamerican Ethanol Commision	
16. The legal point of view	69
Garrido Law Firm	
16.1. Introduction	69
16.2. Export Projects	69
16.3. Domestic Projects	72
16.4. Doing Business in Argentina	73
17. Biofuels: A change in paradigms already underway	75
Daniel Serventi / Luiz Claudio Campos / Javier Rovira Ernst & Young	
17.1. The global situation	75
17.2. Prospects of current competitive regions case studies: Brazil and Argentina	76
17.3. The sector's main challenges	77
17.4. Conclusions	78
18. Biofuels – Necessity knows no law	79
Osvaldo Flores / Pablo Belaich Ernst & Young	

19. Handling, Transport and Storage of Biofuels	85
Eduardo Pereyra	
Airsealand Group	
19.1. Introduction	85
19.2. Glossary/definitions	88
19.3. Sample - Biodiesel material safety data sheet	88
20. Allianz commitment to biofuels	91
Eng. Pablo E. Cabrera	
Allianz Argentina	
20.1. Allianz Group Policy	91
20.2. Insurance Solutions and Risks Transfer	91
21. ePlus: a world wide supplier for renewable energy solutions	93
ePlus	
21.1. About Us	93
21.2. Our History	93
21.3. What we do	94
21.4. Integrating process: a win-win strategy	94
21.5. Our products	95
21.6. Technology advantages	96
21.7. Beyond Geographical Limits. Crossing Frontiers	96
22. Contact Data	99