

# Best practices in LPG distribution ground transportation: material contribution to our safety indexes improvement

Commercial Division



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Repsol. Commercial Division. 2015/04/23.

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# Peruvian Traffic accident reality

## 37 dead in Peru after 3 buses, freezer truck crash

By [Mariano Castillo](#) and [Elwyn Lopez](#), CNN

🕒 Updated 2017 GMT (0417 HKT) March 24, 2015



The rubble of crashed vehicles litter a coastal highway in Peru on March 23.

# Peruvian Traffic accident reality



## MAIN FACTORS

**Natural conditions; orography & meteorology**

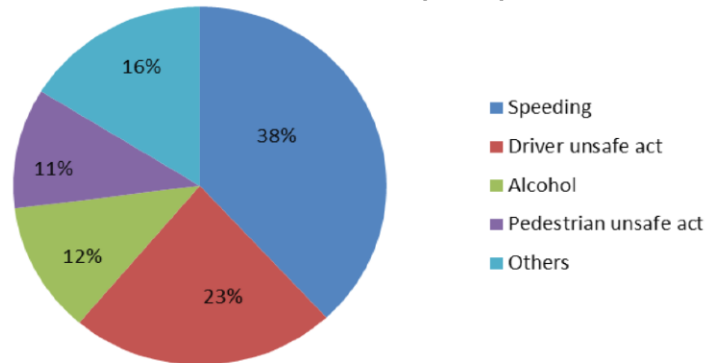
**Road condition:**  
+60% paved road (85% estimated by 2016, ongoing investment)

**Ageing vehicle fleet**

**Traffic safety culture**

- Speeding, alcohol, imprudence.
- Recent Increase of regulation

Causes of fatal accidents (2012)



# LPG Peru Business Unit overview



Repsol is present in the Peruvian LPG market since 1996, through Regapesa, a 99,85% subsidiary from Repsol Butano (100% Repsol, SA)

Sales over 600 thousand tonnes of bottled and bulk LPG



9 plants of bottled and bulk LPG all over the country

Average Operative income of 20-25 million USD

LPG transport expenditure of 30-35 million USD per year

# LPG Peru Business Unit: transport activity

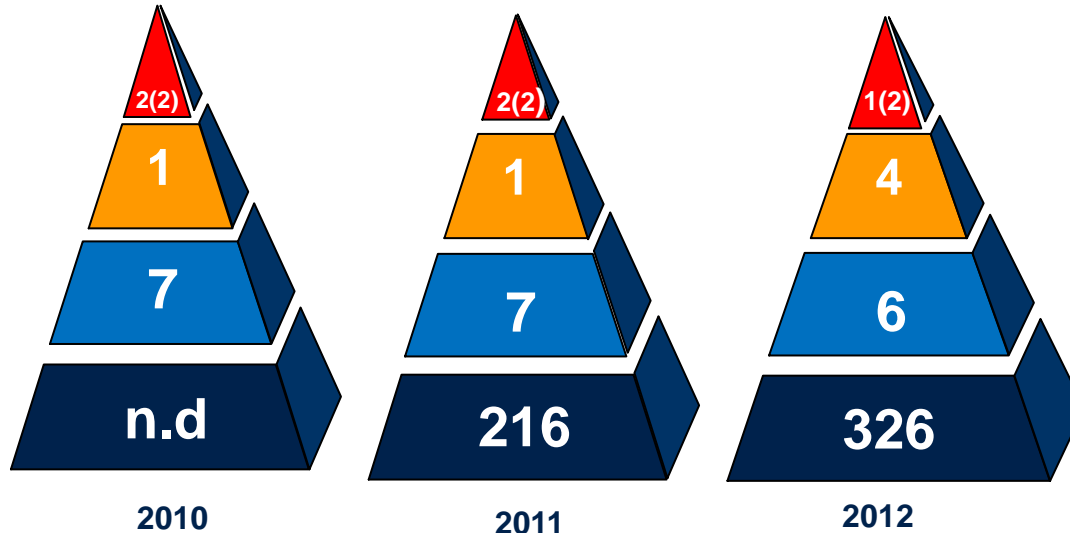


13 million kilometres travelled per year to distribute all our products

16 transport operators working for the company

Over 300 transport units (majority operator owned)

9 fatal accidents from 2008 to 2012 (12 deceased workers, drivers and load personnel)



# First Ground Transportation Safety Plans (2010-2012)



The first steps of the safety plan in transport begins with improvement actions as result of accident investigations

First Safety Transport Plan in 2010:

- Safety transport Program that includes
- Daily inspections pre-travel
- Driver management (driving hours, breaks)
- Transport unit maintenance management
- External audits

In 2012 the safety passport was implemented. It requires 8 compulsory training courses for drivers

Pasaporte de Capacitación para el Transporte de GLP

CODIGO N° 002001

1. Manejo Defensivo Teoría y Práctica  
2. Primeros Auxilios Teoría y Práctica  
3. Libro de manejo de Extintores Teoría

FOTO

on Seguridad"

1. Manejo Defensivo Teoría y Práctica (8 horas)  
Nota: Fecha: \_\_\_\_\_  
Firma de Jefe de Seguridad: \_\_\_\_\_

2. Primeros Auxilios Teoría y Práctica (4 horas)  
Nota: Fecha: \_\_\_\_\_  
Firma de Jefe de Seguridad: \_\_\_\_\_

3. Uso y Manejo de Extintores Teoría y Práctica (4 horas)  
Nota: Fecha: \_\_\_\_\_  
Firma de Jefe de Seguridad: \_\_\_\_\_

4. Inducción de Seguridad - Mecanismos mecánicos de coque y coque en la operación (2 horas)  
Nota: Fecha: \_\_\_\_\_  
Firma de Jefe de Seguridad: \_\_\_\_\_

5. Identificación de Peligro y Evaluación de Riesgos (2 horas)  
Nota: Fecha: \_\_\_\_\_  
Firma de Jefe de Seguridad: \_\_\_\_\_

6. Plan de contingencia (2 horas)  
Nota: Fecha: \_\_\_\_\_  
Firma de Jefe de Seguridad: \_\_\_\_\_

7. Reporte, Comunicación Investigación de Accidentes e incidentes (2 horas)  
Nota: Fecha: \_\_\_\_\_  
Firma de Jefe de Seguridad: \_\_\_\_\_

8. Estándares de Seguridad en Plataformas de GLP (2 horas)  
Nota: Fecha: \_\_\_\_\_  
Firma de Jefe de Seguridad: \_\_\_\_\_

Válido hasta: \_\_\_\_\_

Observaciones:  
\* Los ítems de color rojo son cursos especializados  
\* Los ítems de color azul son capacitaciones.  
\* Válido hasta, tendrá vigencia hasta el siguiente año una vez entregado el pasaporte al trabajador.

"Pensemos en el futuro, trabajemos con Seguridad"



# Evolution of Safety Plans (2013-2014) VII



**The objectives of this evolution was:**

**Getting to know profoundly the reality of our activity and risks involved in it, minimizing those.**

**Supervise our transport operators activities, in order to:**

- **Promote continuous improvement of them,**
- **helping those who want but can't**
- **And evaluating their safety performance as a key of reward or punishment**

**Train and make aware of our vulnerability in the road to our people and our contractors.**

# Evolution of Safety Plans (2013-2014) I/III

## And the innovative actions of 2013-14 plan are:

- Route risk evaluation
- Inspections during journey
- Escorting services
- GPS vehicle tracking



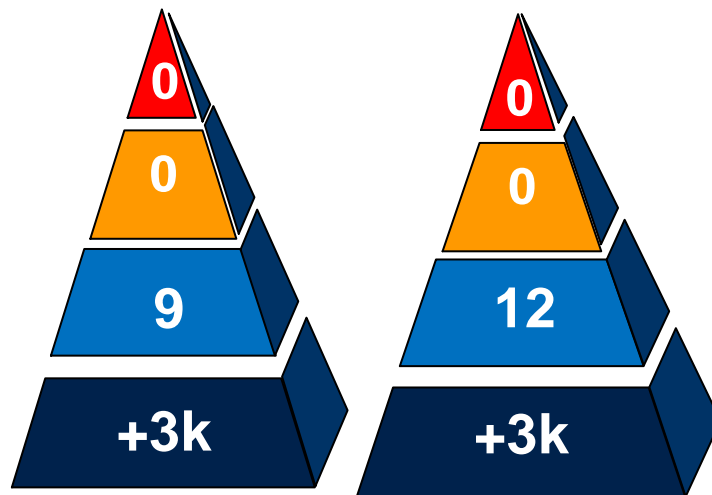
RANGO	NIVEL DE RIESGO	INTERPRETACIÓN
7,51 – 10,00	Riesgo Extremo (E)	Detención de actividades. Acciones Correctivas TIENEN que ser implementadas antes de reanudar las actividades
6,31 – 7,50	Riesgo Alto Mayor (AM)	Se permitirán las actividades con controles adicionales. Las acciones correctivas deben ser estudiadas e implementadas <b>inmediatamente</b> y obligatoriamente para evitar la detención de actividades
5,01 – 6,30	Riesgo Alto Menor (Am)	Se permitirán las actividades con controles adicionales. Las acciones correctivas deben ser estudiadas e implementadas obligatoriamente para evitar la detención de actividades
2,51 – 5,00	Riesgo Medio (M)	Acciones Correctivas deben ser estudiadas.
0 – 2,50	Riesgo Bajo (B)	Acciones Correctivas no son necesarias

# Evolution of Safety Plans (2013-2014) III/III



Safety Transport Plans (Thousand USD)	2013	2014
Route risk evaluation	226	-
Inspections during journey	108	290
Escorting services	325	867
GPS vehicle tracking	72	235
External Audits	71	84
<b>Total</b>	<b>802</b>	<b>1.475</b>

Heinrich's Pyramid LPG  
Peru, 2013-14



AÑO 2013 (\*)

AÑO 2014

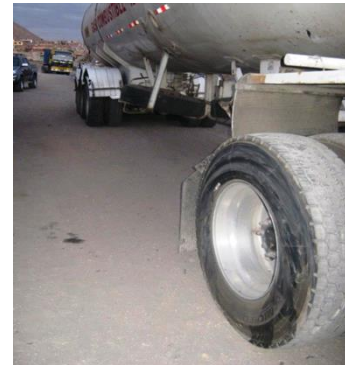
# Next Steps

Give priority to the development of those actions that are showing better results with few but essential KPI's

Focusing on evaluation of performance of the operators to:

- Develop stakeholders aligned with Repsol's standards of safety culture
- Manage without the operators with lower levels of performance

And having always in mind that we are still vulnerable



**THANK YOU**



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