Merchant Sailing: Opportunities and (wind)potentials.

We are on track

The Interreg IVB project Hybrid (Freight) Sailing SAIL is running for one year. Good progress has been made in the different workpackages. In this enclosure you will find the state of Affairs of the workpackages 3 to 6.

**Workpackage 3 – Pilots (Jade Hochschule)**

For this workpackage an evaluation and bench marking of all WASP (Wind Assisted Ship Propulsion) concepts are in progress. One of the concepts is the Ecoliner. A three mast square rigged ship of 140 meters developed by Fairtransport BV Trading and Shipping (NL). Project partner Avel Vor Tecnology (FR) installs a self automated sail on a fishery ship. Jade Hochschule (DE), Northern University of applied science (NL), MARIN (NL) and C-Job (NL) explore different propulsion concepts and are researching improvements. HZG (DE) completes these explorations by developing wind potential scenario's and voyage simulation, which are needed to develop competitive shipping lanes.

**Workpackage 4 – Economy (E+E Consultants)**

Workpackageleader E&E consultants (FR) explores together with North Sea Foundation (NL), Port of Oostende (BE) and Fairtransport BV Trading and Shipping (NL) changing factors relevant for low carbon and wind assisted shipping. Feasibility of merchant sailing depend on lots of contextual factors like market conditions, public awareness, oil prices, policy, wind conditions and logistics . E&E concultants started out with a vision targeting WASP and management of changing factors. Having the transition process in mind towards WASP, we concluded that end-users and freight owners with a sustainable policy are important groups to get on board in this project!

**Workpackage 5 – Policy (North Sea Foundation)**

The University of Plymouth(GB) started a research for the carriage of LNG by hybrid ships, related to legislative consequences. Project partner HZG (DE) started an emission inventory enabling calculation emission reduction for WASP ships. The results are important input for Workpackageleader the North Sea Foundation (NL), because they are reviewing current IMO policy and will prepare input about WASP for participation in IMO platforms.

**Workpackage 6 – Alliances (Port of Oostende)**

Also a topic in SAIL is in the phase of identifying relevant stakeholders amongst freight owners, forwarders, investors and ship owners. The municipality of Harlingen (NL), Fairtransport BV Trading and Shipping (NL) and the Province of Fryslân (NL) concluded SAIL offers good opportunities for stakeholders where sustainability is leading in their business. Therefor conference in Rotterdam will be an important event for this Workpackage.

**Future of SAIL**

In the next phase of the project we will focus on identifying relevant stakeholders amongst freight owners, forwarders, investors and ship owners who are willing to start new sustainable sailing business opportunities. From contact to contract events will be organized. This Rotterdam Europort Sail conference leads the way to a new Green Route for hybrid sailing.

There is a world wide attention for SAIL, because it is the biggest project aiming at exploring and promoting merchant wind assisted sailing in a Triple Helix (science, economy, public) approach. SAIL attracted also attention from Japan, [(Greenheart Project)](http://www.greenheartproject.org/), California [(STN)](http://www.sailtransportnetwork.com/node/893), the UK [(New Dawn Traders](http://newdawntraders.wordpress.com/)), France [(TOWT)](http://newdawntraders.wordpress.com/) and more players in merchant freight sailing. The SAIL project supports the pioneers in this field.

LinkedIn open discussion group:   
SAIL: a partnership aiming at promoting, developing and operating of hybrid sailingships

Twitter: @nsrsail

DIT KOMT ER NIET BIJ. VERWERKEN IN DE AGENDA

We invite you to registrate…. for this “’groundbreaking” baanbrekend event with key speakers from freight owners Unilever, Philips, UTZ, .. sustainable shipping companies..

Opm. Robbert: Voor en na de Pauze duidelijk scheiden? Voor de pauze over de beste shippinglanes in relatie tot wind potentials en de match met huidige vrachtstromen en het commiteren van vrachteigenaren. Na de Pauze engineering en afsluiten met een algemene discussie. De vraagstelling aan de sprekers zou kunnen zijn, denk met ons mee. Vooraf geven we hun de informatie over de beste windpotentials, shippinglanes. Wellicht meteen duidelijke focus vast pakken, chocola, koffie en palmolie. Dan wordt het concreet en komen bedrijven in beeld. Is ook advies van UTZ. Zie verder verslag gesprek Utrecht. Sprekers van cargill en olam zouden ook mooi zijn, wil Laurens wellicht mee helpen.

**Wednesday, 6 November 2013**

Location: panorama zaal

**Chair: Anne de Vries/Robbert van Hasselt**

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| 12.00  13.00 | Optional light lunch from buffet.  Reception and registration |
| 13.30 | Theme meeting: Alliances/Technical possibilities  *UTZ Lourens van Oeien (Robbert)* |
| 14.45 | Marko Wiesehahn/EVO (Robbert) |
| 15.20  15.50 | Teun van Keuken directeur Tony chocolony (wij)  Eelco Smit Senior manager sustainability Philips ), TBC Anne  Anniek Mauser Sustainability Director Unilever Benelux TBC Anne  strategisch business plan winner task force sustainable palmoil award 2013  [www.duurzaambedrijfsleven.nl/42479/duurzaamheid-strategisch-business-plan-unilever-mauser/](http://www.duurzaambedrijfsleven.nl/42479/duurzaamheid-strategisch-business-plan-unilever-mauser/)  E en E businessplan? |
| 16.10 | Coffee/Tea break |
| 16.25 | Rogier will present something in Rotterdam over ship design. Kijken of dit nodig is. Er komen meer concepten. Vision is getting more clear.  Interreg EDR project Maritim: Katja Bouwman of Leo v/d Burg presentation of three sustainable transport;(Anne)  LNG passenger vessel, eco2 inland vessel, wind hybrid coaster  DNA windtunnel test/fair transport business cases (mini) ecoliner  Forum discussion hybrid sailing |
| 19.00 | Dinner in the hotel |