**Short report Meeting**

**Monday 27 January 2013**

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|  | Start meeting (Port of Oostende) |
|  | *Introduction LP Process evaluation: What happened until now, tracking. Overall findings regarding process now, cooperation structure, do’s and don’ts.*It seems within the WP’s activities are starting, there is not very much contact between the partners yet. Some communication items are accessible and will be used more in future, like skype, wiki’s, linked in, conference calls etcetera. WP leaders will initiate these activities more in future. |
|  | *Workpackage 2: Communication, Frits Grijpstra, Municipality of Harlingen*Yolanda Ydema, municipality of Harlingen has joined the team and will contribute to the communication activities. She prepared a proposal for crowd funding.Frits and Yolanda are eager to hear what is happening in the WP’s, because it will help them to further realize the communication strategy. What is the image of SAIL: Tres Hombres and the Ecoliner are quite different concepts, can we combine them, what will be our common branding and pay off?Frits and Yolanda will make a draft program for an alliance building event in 2014 in combination with the TALLship race in Harlingen.If possible Frits en Yolanda would like to have the address lists other partners are using for their events. |
|  | *Workpackage 3: Applied technical engineering, design, create living labs by work package Leader Bernhard Schwarz–Röhr replaced by Jan Richter, Jade Hoch Schule.*Bernhard is ill and temporary replaced by Jan Richter, from Jade Hoch Schule. Jade Hoch Schule will develop a WIKI for WP3, this will be accessible for all SAIL members and everybody can add knowledge to it.Jade Hoch Schule will start with an inventory of propulsion systems and create indicators to benchmark them. Network partners are welcome to participate.Activities 3.1., 3.2., 3.3. will start first, followed by act 3.4., 3.5., 3.6., 3.7. Connecting persons to activities might work well.An activity plan with breakdown of activities executed by whom will be produced by Jan or Bernhard.  |
|  | *Workpackage 4: Hybrid freight sailing in relation to economy and implementation possibilities and scenario planning for alternative fuels in a roadmap to 2050.**Antoine Bonduelle E&E consultants.*Christophe Rynikiewicz is ill and probably will come back soon. At E&E two internships will start soon.Antoine is working on different scenario’s. And proposes to work iterative. (Sweden wants to become self-supporting, needing less transport than!). For more information please look at his PPT. Energy and money benefits will be researched. Antoine proposes to merge activities 4.3. and 4.4. because of their similarities.Antoine will contact the other partners for getting his information.The Roadmap activity 4.2. coordinated by Robbert van Hasselt will in spring 2014.Wim mentions trade in beer mass; this arrives in Belgium and there is a sustainability qualification of this beer mass. The more sustainable, the more expensive, may be this might create business.  |
|  | *Work package 5. Policy and Legislation promoting clean shipping by workpackage leader Edo Donkers/Merijn Hougee, (NSF): North Sea Foundation.*Edo en Merijn worked out an activity plan and had input from all partners.They will link the Clean Shipping Index with SAIL. Wind propulsed ships will need different calculation models for getting a rating in the CSI.The North Sea Foundation will be active in finding freight owners in the “Ecoliner market niches”.A trainee from NSF analyzed legislative barriers in relation to wind propulsion, her study will be reviewed and communicated.The NSF will also look at [CDM](http://en.wikipedia.org/wiki/Clean_Development_Mechanism) mandatory schemes and how to relate them to SAIL.Jade Hochschule will do an input related to safety.The Eco council is very active.The University of Plymouth was focusing on LNG for freight ships in general and will now direct the research to wind assisted cargo ships.The ETS seems not to be applicable for wind assisted cargo ships, Soren knows why. NSF participates in Marine Environment Protection Committee events, and is willing to interlink them with SAIL activities. NSF also has easy access to the relevant IMO documents. |

**Thursday 28 January 2013**

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|  | *Work package 6: Building Public-Private-partnerships and business models for hybrid sailing by work package leader Wim Stubbe, Business, developer Port of Oostende.*The work has just began. Wim will prepare and communicate a working plan to be discussed in Eslfleth.*From Wim Stubbe:*[www.espo.be](http://www.espo.be) is a website with relevant information for SAIL.<http://www.shortsea.be/index_en.php> and [www.shortsea.nl](http://www.shortsea.nl) are websites containing relevant information about freight streams, shipping lanes and European policy. Most of the European countries are running a site.The interreg project [Food port](http://www.food-port.eu/) is worth to connect with, aiming at identifying profitable shipping lanes and getting access to freight owners. No alliances without benefit! We need three ready to market concepts/ships when we want to enter the market.Sustainability needs to be included in tender procedures.*Some special stakeholders, freight owners:* * PON Volkswagen dealer for the Netherlands. Mister Pon is rich, has a passion for sailing and wine. Is producing wine in Argentina that must be shipped to Europe, over the old sailing shipping lanes. How to get in contact with him?
* Tom Perkins, ex owner of the [Falcon Maltese](http://www.google.nl/imgres?imgurl=http://luxuryyachts.files.wordpress.com/2008/11/maltesefalcon.jpg&imgrefurl=http://luxuryyachts.wordpress.com/2008/11/24/the-massive-maltese-falcon-sailing-yacht/&h=3336&w=5004&sz=836&tbnid=tZn-acjcWJjatM:&tbnh=90&tbnw=135&zoom=1&usg=__HsIxI55up5udwa1NZJBXdfJ1QWQ=&docid=5d6mkjEMr3ncOM&hl=nl&sa=X&ei=9V8KUffrNtOk0AXHj4CAAQ&ved=0CDkQ9QEwAw&dur=606). Would he be interested?
* Summer 2014 we might organise a big event, leadership challenge connected may be to SAIL Harlingen. This event using social media, wisdom of crowds might bring us a step further in finding freight owners willing to transport by wind propulsed ships. Especially students from the different partners can play an important role in it.

Wim Stubbe will produce and present next time an action plan for WP 6.Three groups of interest are identified:1. Shipping lines operators.
2. Cargo owners
3. Marine industry.

PPP cooperation will be reviewed, would they be feasible for a prototype? |
|  | *Evaluation of this meeting and appointments about future communication, updates, reports, etc.* Next meeting in Elsfleth, at Jade Hochschule 10/11 of April.Focus might be on: How to integrate lessons learned in daily practice. Present the state of the art of hybrid sailing.  A theme might be sailing into the future. An idea is to invite the Marine Industry in Bremerhaven.Also the operator and builder of the Rainbow Warrior are mentioned as guest speakers in Elsfleth. The flettnerrotor, skysails?? Ecolabelling?Thesis wind assisting sailing Student Utrech north sea foundation. |