

**Short report Conference Rotterdam  
Interreg IVB project SAIL  
6 November 2013**

The participants in the conference room with an excellent view on a rainy day.



Project leader Anne de Vries opens the SAIL conference in the Intell hotel, Rotterdam at 13H30. According to Anne the project is half way the marathon. SAIL has produced a few documents already: there is a catalogue, a score matrix for the different technical solutions, Fairtransport developed a pitchbook and did a towing test and Jade Hochschule made a Wiki for partners. For 2014 we have already started preparing the partner meeting at the tall ship race in Harlingen, The Netherlands, 2 to 4 July.'

**Leo van der Burg, [NHL/TCNN](#)**

Leo van der Burg is project leader of the Interreg IVB project [MariTIM](#). He starts with a movie about LNG. There are two kinds of LNG passenger vessels.

1. Inland vessels: small ships low on power. MariTIM makes a new design.
2. Sea vessels. Maritiem is working on MS Ostfriesland; an existing vessel. This ship will sail on LNG from June next year and they will monitor its fuel consumption. MS Ostfriesland will have 2 different engines. Because you can't bunker LNG it needs a smaller ship to deliver the LNG. Fixed bunkering stations in the harbour makes the Wadden islands a good area for these kinds of ships. All the figures are including the methane slip. The engines costs about 30% more than an 'normal' engine. LNG comes origin from Algeria to The Netherlands. Take this in consideration.

The project also does acoustic measurements in the ships to investigate how to improve the acoustic in new ships. There is no business case yet, because for LNG passenger vessel there is no price, no market and no volume available yet.

**[Dykstra Naval Architects/Daan Sparreboom](#)**

DNA design sailing yachts and designed the Ecoliner or Hybrid cargo ship. We want to compete with motor ships. Problems in shipping are high costs and pollution. Wind power will decrease the costs by 40%. Hurray! However wind power is not the only option and how about conditions, certainty and calculation. There are different options possible for design. Delft University of Technology is improving the body (less resistance). A lot of data is compared considering fuel consumption on a certain route. The conclusion of DNA is that sailing vessels are cheaper than motor ships. With facts we want to convince our customers and we hope to do more research to support this conclusion. DNA thinks that it takes 6 years to return the investment.

The ship doesn't need any special requirements for entering for example the port of Rotterdam. What is the development of taking the cargo of the ship? The sails might be a problem unloading the vessel, so containers might not be the right cargo; bulk cargo is better.

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**Fairtransport/Jorne Langelaan**



Jorne Langelaan gives the participants a lecture about Business as usual is history. First he shows a movie about the container shipping industry and logistics. The indirect effects of efficient logistics of nowadays are that transportation costs have become low. This made it possible for every company to produce their goods somewhere else where the goods can be produced cheap. This efficiency has been caused more trade, more money and more pollution. In the last decade we already had the 10 warmest summers ever and more and more people are on the planet every year. There are things happening like electric cars, LED lights and windmills but that is not enough. We need to be more radical and something needs to be done! 90% of what we use is imported from somewhere else. That is why we need people to consume less. We should try to produce those 90% locally or homemade. The left 10% should be transported by sailing vessels like the Ecoliner. That is why Fairtransport wants to start an evolution. It will take some time to get the funding for the first Ecoliner. In the meantime Fairtransport will look for a bigger ship than the Treshombres.



**Sail Transport Network/Jan Lundberg/visionair**

In the US there is less action going on than in Europe. STN started in 1999 (by the way: Thys Nikkels/DNA wins a pennant by guessing the year). STN connects people locally and across the ocean.

Unfortunately Jan doesn't much sailing anymore. Nowadays he mostly writes articles about sailing to ask attention for the rising environmental problems and supports the development of wind assisted propulsion cargo vessels.

**Port of Rotterdam/Pim de Wit**

Pim de Wit informs the participants about the Port vision 2030: people, planet, profit, port. The port works on sustainability in 3 different areas: authority, port area and supply chain. The changes in the 'supply' chain are most effective. The port needs to be ready if regulations will change. We have to continue to make the key elements ready for this change, ISO200. Do you want to be a sustainable butcher? If it pays the bills, yes sure ...

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**E&E consultants/Katell Jaouannet)**

E&E consultants is de leader of workpackage 4. The aim of this workpackage is to build a roadmap to 2050. Therefore we need stakeholders involvement and radical visions. It is good to hear that the port of Rotterdam is dealing with both: Sulphur and carbon reduction.

Please take a look at the summary document [Factors of hybrid sailing re-emergence in the transition to a low carbon economy.](#)

**EVO/Lodewijk Wisse**

EVO represents the shippers and therefor represents 1.3 million jobs. EVO transports Cargo of big companies as Heineken, Blokker over sea, rail, road and air. The priorities are split into Market issues (carriers, port, terminal) and Sustainability issues. Sustainability to EVO means no lasting damaging effects of our human activity on the environment.

Realise that ship owners will not move on their own if there is no demand. Never forget the shipper and the cargo owner; they need to ask before EVO will change it's activities. What is the best action? Regulation by the government or by demand. It is necessary to have a business case.

**Dutch Shipbrokers/Dink Ripmeester**

91% of all consumption products is transported by ships. Shipbrokers facilitates maritime transport between ship - and & cargo owners and provides information.

**How to charter a ship**

Voyage charter	Timecharter	Bareboat ('naked' ship)
Time(1)	Hire=time(2)	Hire (purchase option)
Fuel	Fuel	Fuel
Disbursements	Disbursement	Disbursement
Insurance	Insurance	Insurance
n.a.	Bonus master	Bonus master
n.a.	n.a.	Maintenance
n.a.	n.a.	Crewing incl. office manning

- 1) weather risk owners risk
- 2) weather risk t/c owners risk

Fairtransport requires long-term effort to build the Ecoliner. But keep the faith: usually it takes many years for things are finally done. One or two years pass easily but in ten years time you can really make a difference. However, Ripmeester is convinced the Ecoliner will be there. In the end bankers are making the decisions. Unfortunately disasters like Fokushima help to speed up the process in developing sustainable issues.

Perhaps we should use the slogan of 'supportive fairtrade produce' Like the mayor of Bristol!

Jan Lundberg adds that subsidies are a scary thing: subsidies can't be trusted in this, so make use of it while you can.

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Forum/Robbert van Hasselt

**LONG TERM TRANSITION**

- From SAIL to Engine took 150 years
- From Engine to 10 % SAIL takes.....??
- There is always a feasible business plan

What we have

- Optimized hulls and riggings
- Velocity prediction data
- Performance data
- End consumers valuing sustainable transport
- Tribe managers making it happen
- Rising Oil prices
- Finance of innovation (being an inevitable loss); European programs.

What we need

- First movers in freight
- First movers amongst ship owners
- Builders of the first ship
- The first Ecoliner for measuring performances.

Stepping stones for making a difference are necessary.

Make the steps visible. Big companies like Marcs and Spencer wants to be sustainable but they don't ever think they think about transportation. With a list of (easy) stepping stones you could persuade them to at least think about it.

To get a breakthrough it is better to focus on some niches. Fairtrade companies (who are the niche market you are waiting for) are still to scared to step into sustainable shipping. Fairtrade is already an expensive market, so they don't want (and need) to invest in sustainable transport too. Sailing is a huge possibility if you make transport a part of the image of the product.

