

HOW NSTOs WORK WITH PORTS PREPARING AN EVENT

11.11.2010 STA France

FIRST VISIT TO THE PORT

Explain Sail Training

Bring a lot of documents / Films / DVDs

Describe the project

Give an idea of the total cost of the project

- Obtain Signature of STI Contract
 - Attend all meetings with STI (technical and commercial)
- Attend quarterly Pilot Committees

PILOT COMMITTEES

- Safety – Security – Traffic
 - Port Authorities
- Chamber of Commerce & Industry
 - Communications & Media
 - Liaison
 - Trainees Program
 - Logistics

VALUE BROUGHT BY NSTO TO AN STI EVENT

- Language problem
 - Past experience
- Conferences on Sail Training
- Link between STI and the PORT
- Assistance in Finding Trainees and participating Ships
 - Communications with Media
 - Finding Ships for participation

Links with PORT

- Relationship with Port key persons
- Follow up on Sail Training program
 - Partnership Chart
 - Friendly Port

DURING THE CALL

Event Management Team

11.11.2010 STA France