

CONFERENCE SPECIAL

Issue 56 | October 2025

We are delighted to be heading to the Port of Marseille Fos for this year's ABTO Bulk Terminals conference, which takes place on 29 and 30 October at the Radisson Blu Hotel Marseille Vieux Port.

Our Bulk Terminals Marseille 2025 conference will feature a packed programme of presentations, panels and case studies for delegates and experts from across the industry to share ideas and information.

The theme this year is 'Responding to the New Age of Chaos'. As we have seen, geopolitical tensions plus the fluid situation surrounding the imposition of the tariffs imposed by President Trump will have a serious impact on bulk trade flows at whatever level they settle at – both in terms of total volumes and trade routes. In addition to the obvious economic repercussions, bulk terminals will be presented with operational challenges and the need to make strategic adaptations.

Our regular coverage of bulk markets improving – or at least maintaining – profitability, streamlining operations, improving safety, online security, plus ensuring environmental compliance and protection will be examined against the backdrop the volatile environment bulk terminal managers now have to operate in. Marseille will examine the impact these latest challenges place on bulk terminal operations – both in the short and long term.

An additional challenge port and terminals will have to face in the not-so-distant future is the impact on their infrastructure of rising sea levels caused by climate change. This is a subject we have wanted to address for some time and will also be covered.

The Annual ABTO Bulk Terminals Conferences are designed for all those involved in the transportation, storage and handling of bulk commodities. As well as terminals and ports we welcome equipment and service suppliers, professional advisors and academics to the conference. Indeed, ABTO feels strongly it is only through the interaction with these others that bulk terminals will achieve increased the operational efficiencies, better security, safety and environmental compliance they need to achieve.

There will be plenty of opportunities for that interaction. Ample time is provided to network during the course of the conference during breaks and discussions. Additionally, there is the relaxed and convivial atmosphere of Ice Breaker Drinks in the bar of the Radisson Blu for arrivals on the evening before the event starts and then the Conference Reception at the end of day one.

Both of these provide the perfect opportunity renew old friendships and make new ones. A further valuable [Continued..](#)

DISCOVER MORE ABOUT OUR LOCATION

We are very grateful for the support of the Port of Marseille-Fos our host port for this year's conference.

As the leading port in France, generating 43,500 jobs in the Bouches-du-Rhône department Marseille Fos is a global port with an infrastructure able to handle all types of traffic: hydrocarbons, liquid bulk, general cargo, passengers – and of course dry bulk.

Thanks to its location which make it ideal for North-South and East-West trade – plus its excellent road, rail, river and pipeline connectivity – it is the gateway to Europe at the southern end of the French logistics corridor of Lille – Paris – Lyon – Marseille.

The Port of Marseille Fos is made up of two harbours, each with very distinct features. The eastern harbour located in Marseille is a local port for goods and passengers. The western harbour is located in the industrial port area of Fos-sur-Mer, accessible to the largest ships and dedicated to major intercontinental flows. The western harbour is where bulk terminal activity is located.

The solid bulk sector in Marseille Fos handles both the import and export of agri-food products such as cereals, as well as industrial bulk such as fertilisers, construction materials, clinker, iron or bauxite ores, alumina, peat, etc.

Delegates will be able to take a closer look at the port's operations with SEA-invest Caronte, which is hosting a tour of its terminal at Marseille Fos.

[Register now](#) for Bulk Terminals 2025

networking opportunity is afforded by our traditional terminal visit on the afternoon of the second day. Our thanks to [SEA-invest Caronte](#) for hosting delegates on a tour of its terminal, Marseille Fos. ABTO could not stage the annual Bulk Terminals conference without the support of our sponsors: [igus](#), [indurad](#), [RAM Spreaders](#), [the TT Club](#) – each of which will present an operational, environmental or safety perspective – and [BRUKS Siwertell](#).

A big thank you to them, our host port of Marseille Fos and conference partner [DSG Consultants](#).

Together with our conference Chairman Professor Mike Bradley and ABTO Technical Director Ian Adams, I look forward to welcoming you all to Bulk Terminals Marseille in October.

Simon Gutteridge, Chief Executive, ABTO

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WHO SHOULD ATTEND?

Bulk Terminals 2025 is the essential event for operational and technical directors, managers, business development and analysts from:

- Bulk terminal operators
- Port authorities
- Mining companies, commodity producers and traders
- Shippers
- Ship owners, operators, charterers, managers and barge companies
- Logistics, brokers and forwarders
- Materials handling engineers
- Equipment and service providers
- Government and regulators
- Terminal developers
- Ports and construction consultants
- Finance, Insurance and P&I
- Lawyers

WHY ATTEND?

- Understand the challenges the bulk terminal industry faces
- Learn from the experts
- Appreciate the needs of your customers
- Join the discussion with industry peers, consultants and investors
- Meet technology suppliers and find out how they can improve your compliance and efficiency

Take a look at our full conference guide for everything you need to know about Bulk Terminals Marseille 2025.

[Click here](#)

TWO DAYS OF EXPERT COMMENTARY AND INSIGHT

Bulk Terminals 2025 has an insightful range of topics planned over the two days of the conference, presented by experts in the industry.

Bulk markets

Geopolitical tensions impacting the global bulk trade

Louis Borer, Senior Analyst, Risk Intelligence A/S

Impact on bulk markets of the US tariff regime

Sean Fairley, Principal Consultant, Drewry

The trade of iron ore in hectic times when countries are protecting their steel industries

Pablo Rodas-Martini, Director of Market Intelligence, Emerging & Frontier LLC

Changing patterns of the coal trade

Will Tooth, Senior Dry Bulk Analyst, SSY

Circular biocarbon – the easiest pathway to substitute fossil carbon in all coal applications

Lisa Schmidt, Secretary General, International Biomass Torrefaction and Carbonisation Council (ITBC)

Overview of cementitious trade

Sylvie Doutres Ghizzo, Associate & Joint Managing Director, DsG Consultants

Grain markets

Cara Hatton, Dry Bulk Analyst, SSY

Operations

Challenges making the transition to new bulk traffics

Sylvie Doutres Ghizzo

Efficiency versus flexibility – how to choose in a time of turbulence in trade patterns?

Professor Mike Bradley

Case study: Operating a multi-bulk terminal

Sylvie Collange, Chief Executive Officer, SEA-invest Caronte Terminal, Marseille Fos

Business development playbook for dry bulk terminals

Firas Ezzeddine, Chief Commercial Officer, HES Med Terminals

Smart berth planning – benefits of minimising idle time

Jan Cantow, Co-Founder, Heyport

Leveraging smart diagnostics and predictive analytics to streamline maintenance and ensure operational continuity

Richard Habering, Head of Business Unit, igus Smart Plastics

Real-time volume and quality tracking from warehouse to terminal

Dr Christian Augustin LLM, Managing Director and Julien Pierre, Regional Sales Manager, indurad GmbH

Environment

Implications for bulk terminals when a deep-sea port powered by 20th century fossil fuel makes the transition to 21st century carbon free energy

Mark Lazzaretto, Solid Bulk Sector Manager and Industry & Decarbonisation Manager, Port of Marseille Fos

Particulate emission control

Frank van Laarhoven, Senior Sales Manager Europe, RAM Spreaders

Port and terminal resilience to climate adaptation

Anthony van der Hoest, Global Solutions Director – Resilient Ports and Maritime Transportation, Arcadis

Cyber security, safety and risk

Update on the latest cyber threats

Richard Hodder, Managing Director & Principal Cybersecurity Consultant, Engage Cyber

Marseille Port's response to cyber threat

Paul Franquart, Chief Information Security Officer, Port Authority of Marseille Fos

Minimising risk, increasing safety

Géraldine Savin, Senior Claims Executive, TT Club

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FIND OUT MORE ABOUT OUR EXPERT SPEAKERS

Dr Christian Augustin LLM, Managing Director, [indurad GmbH](#)

After completing his Masters in Philosophy and History in 2006, Christian worked for an innovative start-up for the creation of new metallic structures and provided consultancy services to other OEM companies for product development and market placement. In 2009, he co-founded indurad, with responsibility for solution development, sales, partner and subsidiary handling in the Americas and Asia, as well as QHSEC.

Louis Borer, Senior Analyst, [Risk Intelligence A/S](#)

Louis Borer worked for more than six years for the French Ministry of the Armed Forces in the field of GEOINT and maritime arms trafficking, then as a senior analyst in maritime counterterrorism. He has also worked on maritime security issues for various think tanks such as the Asia Centre and is also a reserve captain in the French Navy.



UNIVERSITY of
GREENWICH

The Wolfson Centre
for Bulk Solids Handling Technology

THE WOLFSON CENTRE FOR BULK SOLIDS HANDLING TECHNOLOGY AT THE UNIVERSITY OF GREENWICH, MEDWAY.

EXPERTS OFFERING CONSULTANCY ADVICE AND SHORT COURSES FOR
ENGINEERS HANDLING POWDER AND BULK MATERIALS

»»» ONLINE COURSES NOW AVAILABLE

CONSULTANCY SERVICES

Some of our Consultancy services include advising on:

- » Storage and Discharge of bulk materials
- » Pneumatic Conveying of bulk solids
- » Spoiling of materials in storage and in transit
- » Plant and Equipment design/redesign
- » Ship Unloading/ quayside operations
- » Control of plant wear
- » Dust control
- » Bulk Materials characterisation
- » ATEX/DSEAR compliance
- » Expert Witness services

SHORT COURSES FOR INDUSTRY

We also provide a range of short courses to help delegates identify potential bulk materials handling problems and advise on how to avoid and/or overcome these issues. They fall under 4 main categories

Pneumatic Conveying:

- » Pneumatic Conveying of Bulk Materials
- » Pneumatic Conveying System Design
- » Rotary Valves; Design, Selection and Operational Issues
- » Commissioning and Troubleshooting 'Hand's On' Pneumatic Conveying Systems

Storage of Bulk Materials:

- » Storage and Discharge of Powders and Bulk Solids
- » Design of Equipment for Storing and Handling Bulk Materials
- » Biomass Handling, Feeding and Storage (can be adapted to other materials such as waste, recycled goods, pellets)

General bulk materials handling:

- » Overview of Particulate Handling Technology
- » Port and Terminal Operations for Bulk Cargoes
- » Measurement of the Properties and Bulk Behaviour of Particulate Materials
- » Dust Control in Processes

Specialist areas of concern:

- » Caking and Lump Formation in Powders and Bulk Solids
- » Undesired De-blending and Separation in Processes and Equipment
- » Electrostatics in Powder Handling
- » Numerical Modelling of Solids Handling and Processing
- » Powder Handling and Flow for Additive Manufacturing



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Professor Mike Bradley BSc Hons, PhD, Professor of Bulk and Particulate Technologies, The University of Greenwich; Director, [The Wolfson Centre for Bulk Solids Handling Technology](#); Chairman, Solids Handling & Processing Association and ABTO Members' Advisory Panel

After doing an apprenticeship with BAE Systems, Mike took a first degree at Thames Polytechnic and after a while working in Flight Automation Research Laboratory at BAE, he returned to Thames Polytechnic to do a PhD in Design Methods for Pneumatic Conveying systems. After his PhD he failed to reach escape velocity from The Wolfson Centre, becoming first a consultant, then Manager and finally Director in 2000. He was elevated to the status of Professor in 2006.

Jan Cantow, Co-Founder, [Heyport](#)

Jan brings over a decade of hands-on experience in port logistics and maritime operations. Jan began his career managing container trucking and intermodal transport before spending seven years as a vessel coordinator at the Port of Hamburg, where he mastered berth planning, cargo flows and stakeholder engagement.

Sylvie Collange, Chief Executive Officer, [SEA-invest Caronte Terminal](#), Marseille Fos

Sylvie has held various executive positions with the Sea Invest Group since 2005. Currently, she is CEO of Sea Invest Caronte multi-bulk terminal in Martigues (Marseille Fos). The terminal focuses on high value-added industrial bulk products with dedicated and customised facilities, including silos and warehousing. Before her current role, she was CEO of Carfos terminal (a previous part of the Sea Invest Group).

Sylvie Doutres Ghizzo, Associate & Joint Managing Director, [DSG Consultants](#)

Sylvie has more than 35 years of experience as senior consultant in the port sector. Specialising in port intelligence, trade flow analysis and industrial dry bulk supply chains, she advises public and private stakeholders across Europe and the Mediterranean. DSG Consultants is particularly recognised for its expertise in cement and supplementary cementitious materials trade flows and Euro-Med port markets.

Firas Ezzeddine, Chief Commercial Officer, [HES Med Terminals](#)

Firas is responsible for commercial and business development activities at HES. He led the acquisition of the Darse 1 concession in Fos-sur-Mer and now oversees customer engagement, market development, and project growth initiatives in the dry bulk terminal sector. He built his career in strategy across consulting and corporate roles, including positions at Roland Berger and Philips before joining HES International.

Sean Fairley, Principal Consultant, [Drewry](#)

Sean has more than 25 years of experience in the shipping industry, in finance and consultancy, working in locations such as London, Amsterdam and Singapore. Prior to joining Drewry, other roles included Senior Credit Officer at DVB Bank and Shipping Credit Analyst at MRC Business Information Group.

Paul Franquart, Chief Information Security Officer, [Port Authority of Marseille Fos](#)

Paul is an IT engineer and the qualified authority in information systems security at the Port of Marseille-Fos, responsible for managing ISS projects in collaboration with the Ministry of Transport and the National Agency for Information System Security. He oversees the application of laws and regulations relating to the security of port information systems, drafts security policies and procedures, and manages audits and penetration tests.

Richard Habering, Head of Business Unit igus Smart Plastics, [igus GmbH](#)

Richard's career began in 2000 in sales for chainflex® cables, followed by his role as Product Manager for ReadyChain from 2002 to 2004, driving customised system solutions. Since 2018, he has been heading the Business Unit Igus® smart plastics, shaping the future of condition monitoring (iSense) and predictive maintenance.

Cara Hatton, Dry Bulk Analyst, [SSY](#)

Cara has worked as a Dry Bulk Analyst at SSY since January 2023, covering all sectors of the dry bulk market. In this role, she writes regular reports, presents on shipping markets and forecasts dry bulk trade.

Richard Hodder, Managing Director & Principal Cybersecurity Consultant, [Engage Cyber](#)

Richard specialises in securing critical infrastructure, operational technology (OT) and maritime systems. With more than 20 years of hands-on experience across IT and OT environments, he has delivered projects for some of the world's largest industrial, energy and maritime organisations, including offshore wind farms, shipping lines and global manufacturing plants.

Mark Lazzaretto, Solid Bulk Sector Manager and Industry & Decarbonisation Manager, [Port of Marseille Fos](#)

A food science engineer, Mark has held the position of Industry and Decarbonisation Head at the Port of Marseille Fos, in addition to being the Dry and Liquid Bulk lead, for the past four and a half years. With his team, he is in charge of developing dry and liquid bulk traffics supporting the decarbonisation strategy and commercially developing industrial projects within the port's industrial area.

Hervé Martel, CEO & Chairman of the Executive Board, [Port Authority of Marseille Fos](#)

Hervé has been a General Engineer of Bridges and Roads since 1989. He holds a DEA in Transport Economics and a Master's degree in Public Management. He began his career at the Port of Réunion and has held various management positions, including at the Autonomous Port of Paris, the Departmental Directorate of Equipment of Seine-et-Marne, and the office of the Minister of State, Minister of Ecology, Sustainable Development and Planning.

Julien Pierre, Regional Sales Manager, [indurad GmbH](#)

Julien has been Regional Sales Manager at indurad since 2023, following a one-year tenure as Inside Sales. He is a graduate of RWTH Aachen University, holding an MS in Management, Business and Economics (2017-2021) and an MS in Mineral Resource Engineering, with a focus on mineral processing, recycling, and sustainability.

Pablo Rodas-Martini, Director of Market Intelligence, [Emerging & Frontier LLC](#)

Pablo is a maritime expert and influencer who writes high-quality, technical content for European maritime companies. He is Vice President and Director of Market Intelligence at Emerging & Frontier LLC. Previously, he was Chief Economist at the Central American Bank for Economic Integration (CABEI) and an adviser to the Inter-American Development Bank.

Géraldine Savin, Senior Claims Executive, [TT Club](#)

Géraldine is a French qualified lawyer with two Master's degrees in French Law from France and an LLM in International Trade and Maritime Law from the UK. She began her career in the maritime industry in 2008 at a cargo recovery agency, focusing on casualty claims management. She later joined TT Club as a Claims Executive.

Lisa Schmidt, Secretary General, [International Biomass Torrefaction & Carbonisation Council](#)

Lisa brings along a broad experience in communications strategy and brand development from various industries. She holds a master's degree from the University of Vienna in cultural studies and an MBA from WU Executive Academy Vienna. In 2023 she completed an executive programme for 'Circular Economy and Innovation' at the Vienna University of Applied Sciences.

Will Tooth, Global Head of Research, [SSY](#)

Will has been a Senior Analyst on the dry bulk research desk at SSY since May 2024, having spent the previous three years in a trading and research lead role at a dry bulk futures focused fund. Overall his career spans 11 years in the commodities space, including time spent in risk at Engelhart and as an analyst at MSI, a maritime research consultancy.

Anthony van der Hoest, Global Solutions Director - Resilient Ports and Maritime Transportation, [Arcadis](#)

Prior to joining Arcadis, Anthony was Commercial Director for South Europe and Africa at Van Oord – one of the largest dredging firms in the world. Before that, he was a Director at MTBS – a port finance, port strategy and master planning boutique consulting firm. In that role he was responsible for business development, as well as project delivery and management.

Frank van Laarhoven, Senior Sales Manager Europe, [RAM Spreaders](#)

Before joining RAM, Frank studied electrical engineering and gained experience in the overheight crane industry before moving into the port sector in the 1990s. He advanced to a senior management role with a spreader manufacturer and later transitioned into sales. Since joining RAM, he has been instrumental in supporting customers worldwide, not only through sales but also by assisting with commissioning projects and delivering both practical and theoretical on-site training as part of RAM's after-sales service.

BULK TERMINALS MARSEILLE 2025

THE ONLY EVENT AIMED AT THE ENTIRE BULK TERMINALS INDUSTRY

29-30 OCTOBER 2025

Organised by



The Annual Conference of the Association of Bulk Terminal Operators (ABTO)

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Conference partner



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INCLUDING
TERMINAL VISIT

The 2025 conference will set the scene with the traditional analysis of bulk markets, continuing with a full programme focused on the concerns of operators – offering sound practical solutions to terminal operators for improving profitability, streamlining operations, improving safety, online security and ensuring environmental compliance & protection.

The fluid situation surrounding the imposition of the tariffs imposed by President Trump – at whatever level they settle at – added to worldwide geopolitical tensions will have a serious impact on bulk trade flows, both in terms of total volumes and trade routes. In addition to the obvious economic repercussions, bulk terminals will be presented with operational challenges and the need to make strategic adaptations.

Marseille will examine the impact these latest challenges place on bulk terminal operations – both in the short and long term.

Host port

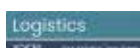


To discuss speaking and sponsorship opportunities please call
Simon Gutteridge +33 (0)321 47 72 19 or email events@bulkterminals.org

Supporting Organisations



Media Partners



For more details and to register, visit: bulkterminals.org/index.php/events

EXPAND YOUR EXPERTISE

The **Wolfson Centre for Bulk Solids Handling Technology**, run by our Conference Chairman Professor Mike Bradley, offers a range of courses on a variety of topics for those in the industry. These upcoming short two- and three-day courses for engineers in the bulk material handling industry focus on creating a properly designed, fully functioning handling system to keep your plant safe and reliable reducing downtime as well as extending the life of equipment. Each course is held at the Wolfson Centre premises in Chatham, Kent, UK.

Overview of Particulate Handling Technology

8 – 10 October 2025;

includes optional practical workshop

An introduction to the storing and handling of bulk materials, equipment selection and design methodologies for safe and reliable plant. Topics covered include hoppers and silos, material characterisation, feeders, discharge aids, dust control, sampling and segregation.

Pneumatic Conveying courses

Pneumatic Conveying of Bulk Materials

29-31 October 2025

Basic course. Identification of components of pneumatic conveying systems, system selection and design techniques. This course includes an optional practical workshop.

Pneumatic Conveying System Design

19-20 November

Advanced course. An in-depth exploration of detailed calculations for design of pneumatic pipelines and specifying plant.

Troubleshooting and Commissioning Pneumatic Conveying Systems

10-11 December 2025

A hands-on practical course in the pilot plant at the Wolfson Centre premises in Chatham, Kent. It provides a look at the practical challenges of starting up systems on site and making sure they work as the designer intended.

Register your place

To book onto these courses, please register online.
Discounts are provided for group bookings of two or more.

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