



## **INVITATION TO JOIN THE ASSOCIATION OF BULK TERMINAL OPERATORS** [www.bulkterminals.org](http://www.bulkterminals.org)

### **About The Association of Bulk Terminal Operators (ABTO)**

ABTO was formed in mid-2016 to address under representation of the bulk terminals sector at the international regulatory as well as national governmental levels, which we believed needed to change. With over a dozen ship-owner associations at IMO, the terminal community was vastly under represented.

ABTO has a team which delivers effective representation for the industry. The association provides a voice for bulk terminal operators at both the national and international levels, as well as providing a forum for its members to discuss issues impacting the global transportation of bulk commodities.

ABTO encourages the free and frank exchange of opinion to enable the sector to present a united front in all discussions with governments, shippers, shipowners and operators in order to promote and protect member interests.

*ABTO provides a service to bulk terminal operating companies by:*

1. Helping to establish a favourable operating environment by way of a forum for discussion on non-competitive issues
2. Providing up-to-date information and market intelligence in order to help strengthen and support business development strategies
3. Lobby governments and administrations to ensure they are aware of the issues affecting the transportation of bulk cargoes, and consequently global trade
4. Provide a forum to meet suppliers to explore ways to increase efficiencies and regulatory compliance

### **Our Mission**

ABTO co-operates with other industry organisations to ensure that our members' voices are heard at an inter-governmental level.

*ABTO is committed to:*

1. Representing the interests of the bulk terminal industry at the highest level
2. Providing a forum for discussion on the issues affecting bulk terminal operators and their suppliers
3. Offering relevant events at which bulk terminal operators can meet to exchange their views and liaise with suppliers
4. Publishing regular updates, articles and White Papers covering the issues impacting terminal operations and performance
5. Developing training schemes and educational seminars to facilitate advancement and best practice
6. Market members' news and developments.

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## **Association of Bulk Terminal Operators – Membership *continued*:**

### **Benefits**

*Membership of ABTO includes the following benefits:*

1. The opportunity to influence the issues impacting the bulk terminal sector
2. Ian Adams – the ABTO Technical Advisor – attends IMO meetings relevant to the bulk terminal sector, ensuring your voice is heard at the highest level
3. Access to the Members part of the ABTO website. This includes Regulatory Updates and past conference presentations.
4. Reduced rates to attend the annual ABTO Bulk Terminals conference and other courses and seminars [www.bulkterminals.org/events](http://www.bulkterminals.org/events)
5. Our newsletter [\*ABTONews\*](#) and Members magazine [\*Bulk Terminals International\*](#)
6. Access to White Papers, reports and regulatory information.

### **Join ABTO**

Please follow this link [www.bulkterminals.org/membership](http://www.bulkterminals.org/membership) for details of how to join the Association of Bulk Terminal Operators.

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