

CONFERENCE SPECIAL

CONFERENCE CALL

Don't miss Bulk Terminals 2026 – our annual not-to-be-missed event for all those in the bulk industry

Geopolitical tensions, trade volatility and their impact on the global bulk sector will take centre stage at the **Association of Bulk Terminals'** annual conference, taking place in A Coruña, Spain, on 21–22 October.

Under the timely theme 'Coping with Continuing Uncertainties', **Bulk Terminals A Coruña 2026** will bring together terminal operators, port authorities, equipment and service providers and other industry professionals to examine the challenges facing the sector – and the practical steps terminals can take to respond.

Taking place at the **Hotel Eurostars Atlántico**, Bulk Terminals A Coruña 2026 is the only event aimed at the entire bulk terminals industry.

Geopolitical tensions and the volatility of the US tariff regime are driving a structural shift in the global trading system, with significant implications for bulk trade. The conference will examine what these changes mean for bulk terminal operations – both in the short term and for the future.

Delegates can expect a packed programme of insight, advice and information from expert speakers on:

- operations and opportunities for bulk terminal operators
- protecting against cyber attack
- minimising risk and improving safety
- ensuring environmental protection and compliance
- how equipment and service providers can deliver solutions to meet terminal operators' needs.

An in-depth, sector-by-sector market analysis will also provide invaluable information and advice, supported by practical case studies.

Alongside the conference programme, there will be plenty of opportunities to network with fellow industry professionals during breaks and discussions, as well as at the ever-popular Ice-Breaker Drinks in the Hotel Eurostars Atlántico bar.

The Conference Reception at the end of day one, kindly sponsored by the **Port Authority of A Coruña**, provides another opportunity to renew old friendships – and make some new ones. On the afternoon of day two, delegates will also have the opportunity to visit the Outer Port of A Coruña, combining a first-hand look at port operations with further networking.

KEY TOPICS

- **KEYNOTE:** Continuing geopolitical tensions and volatility of the US tariff regime impacting the global bulk trade
- Cementitious trade – factors reshaping trade flows
- Minimising material losses – ship to shore and shore to ship
- CapEx and OpEx considerations in equipment purchases
- The SMARTSTORE project – improving port logistics, storage and product transformation in Galicia through Industry 4.0 technologies
- **CASE STUDIES:** Implementing a terminal operations system
Moving an infrastructure project from a concept to commissioning
- How artificial intelligence is reshaping the cyber-risk landscape for bulk terminals
- Understanding climate risks, planning adaptive responses and embedding resilience

WHO SHOULD ATTEND?

Bulk Terminals 2026 A Coruña is an essential event for operational and technical directors, managers, business development professionals and analysts from:

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



WHY ATTEND?

- Understand the challenges facing the bulk terminals industry
- Learn from industry experts
- Better understand the needs of your customers
- Join the discussion with industry peers, consultants and investors
- Meet technology and service providers and discover solutions that can improve compliance, safety and efficiency
- Build valuable industry contacts and strengthen existing relationships

How to register

Online: bulkterminals.org/events/event-registration Email: events@bulkterminals.org

REGISTRATION FEES

ABTO Members: £1,200 + VAT

Non-Members: £1,400 + VAT

DISCOUNTS AVAILABLE FOR GROUP BOOKINGS

For further information, contact Simon Gutteridge on +33 (0)321 47 72 19 or email events@bulkterminals.org.

Check out [the programme](#) for the full list of topics, speakers and timings.

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OUR EXPERT SPEAKERS

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 (SHAPA) 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 joined the Wolfson Centre as a consultant, then Manager and finally Director in 2000. He was elevated to the status of Professor in 2006. He also co-founded WorkSafe Design, a company developing advanced PPE for infectious disease protection.

KENT BUSK, Managing Director, Seaport Group

As Managing Director of Seaport Group, Kent has worked across Europe, the Middle East, Asia, Africa, and the Americas for more than 28 years, delivering projects in infrastructure, logistics, ports, terminals, automation, productivity improvement, and large-scale transformation programmes.

DANIEL CARRERA VILLAR, Chartering & Operations Manager, Erhardt Logistics Galicia

Daniel has built his entire professional career in the maritime transport and logistics industry. He has led operations across multiple business areas, from ship chartering and port agency services to the end-to-end management of complex logistics projects. He currently leads Erhardt Logistics' Chartering and Operations business in Galicia and Portugal.

TOMMY CARNEBO, Training Manager and BEV Risk Specialist, Dafo Vehicle AB

Tommy has more than 20 years of experience as a professional firefighter and has specialised in battery-electric vehicles and alternative fuel safety since 2016. He works internationally with vehicle manufacturers, terminal operators, emergency services, authorities and other industrial stakeholders. His work focuses on fire risk assessment, early detection, fire suppression, emergency preparedness and the development of practical safety procedures for vehicles and machinery operating in high-risk environments.

NEIL DALUS, Risk Assessment Manager, TT Club

Neil is in the TT Club's Loss Prevention Team. He joined TT Club in 2023 and has extensive experience managing port and port related infrastructure and assets, having 20 plus years engineering experience, which includes Local Authority, consultancy and 11 years in the port industry in various technical and engineering leadership roles.

SYLVIE DOUTRES GHIZZO, Associate & Joint Managing Director, DsG Consultants

Co-founder of DsG Consultants in 2011, Sylvie Doutres Ghizzo has more than 35 years of experience as senior consultant in the port sector. Specialized in port intelligence, trade flow analysis, and industrial dry bulk supply chains, she advises public and private stakeholders across Europe and the Mediterranean.

MO DUALEH, EMEA Sales Manager, TBA

Mo has worked as an enterprise technology professional for over twenty years across the EMEA region, primarily with Deloitte & other US Tech Corporations. He has been with TBA (a division of Konecranes Software) for three years and is responsible for Business Development and Sales of the CommTrac TOS (Terminal Operating System) throughout Europe, the Middle East, and Africa.

MARTIN FERNANDEZ PRADO, Dr Architect, MAUD Harvard University, PADE - IESE, Executive Chairman, Port Authority of A Coruña

Martin has been the Executive Chairman of the Port Authority of A Coruña since 2020. His main achievements since arriving there have been granting the financing of the railway infrastructure to the Outer Port with Next-Gen funding and starting the process of transforming the waterfront of the Inner Port.

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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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ROQUE GONZÁLEZ NOGUEIRA, Director Supply Chain and Terminals, [Galigrain SAU](#)

Roque has been Director General Supply Chain and Terminals at Galigrain for nine years. Before that he was JLL (Jones Lang LaSalle Incorporated), a commercial real estate services and investment management company, working on both the Wealth Management and Retail sides of Capital Markets.

HARRY GRIMES, Head of Dry Bulk Research & Data Analytics, [Arrow](#)

Harry leads Dry Bulk Research & Data Analytics at brokerage ARROW, building both qualitative and quantitative insights into dry bulk shipping and commodity markets. Before ARROW, he worked at a commodity trading house and a hedge fund, covering risk and market analysis in freight, coal, iron ore, agriculture, gas and LNG.

ANDRÉS GUERRA, Head of Sustainability and Strategy, [Port Authority of A Coruna](#)

Andrés has more than 35 years of experience in sustainability, environmental management, strategy, risk management, and maritime and port operations. He holds a Degree in Physics from the Complutense University of Madrid, specialising in Earth and Space Physics, and has complemented his scientific background with postgraduate studies in atmospheric research, environmental management, and civil protection and emergency management.

SIMON GUTTERIDGE BA LAW (HONS), FIMarEST, Chief Executive, [ABTO](#)

Simon has 40 years experience as a maritime associations, media and events specialist. His background in association management, event production and as a commissioning editor of legal publications is reinforced by a strong background in advertising, sponsorship and revenue stream optimisation. He has an excellent knowledge of maritime, trade, energy, defence, foreign affairs, political and legal matters.

RICHARD HODDER, Managing Director & Principal Cybersecurity Consultant, [Engage Cyber](#)

Richard is a cybersecurity consultant specialising in securing critical infrastructure, operational technology (OT) and maritime systems. With over 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.

DAVID INGVARSSON, Sales Manager – Europe, [BRUKS Siwertell](#)

David is an experienced sales manager who has worked in both the mechanical and industrial engineering industries. His experience covers both project type sales and through distributors. He is a strong programme and project management professional skilled in HVAC, heat exchangers, boilers, district heating & cooling systems.

DOROTA JILLI, Senior Underwriter, [TT Club](#)

Dorota joined the TT Club in 1998. She has held various underwriting roles and is now a Senior (Portfolio) Underwriter in the Europe region with specific responsibility for Central Europe and the Mediterranean. She works with the TT Club membership across a wide range of regions and risk areas specific to the transport and logistics industry and is an Associate of the Chartered Insurance.

HANI KATERJI, Director, [Hani Katerji Consulting BV](#)

Hani is the founder and director of Hani Katerji Consulting BV, a boutique management consulting firm based in Amsterdam. Over the past decade, he has helped commercial and strategy leaders in the sustainable port infrastructure companies unlock over €500m in investment decisions for projects across Europe and the Middle East.

JON MENTXAKA, Product Manager for Spain at [igus](#)

Jon is a Mechanical Engineer with more than 22 years of experience in industrial engineering, product management and business development. Throughout his career, he has worked across a wide range of industries including aerospace, automotive, renewable energy, cranes, construction machinery and other demanding industrial applications.

TOMASZ MAŃKA, Director of Commercial Division, [Węgllokoks SA](#) and Chairman Market Committee, [Euracoal](#)

Tomasz is a manager with over 29 years of professional experience in the field of foreign trade on the international coal market, including 14 years of experience in work and management in foreign companies belonging to the [Węgllokoks](#) Group.

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He has extensive experience and knowledge in the field of international trade and logistics, including maritime. He is Chairman of the Euracoal Market Committee in Brussels and an Associate at the Coal Industry Advisory Board established by the IEA.

JULIEN PIERRE, Business Development Manager, **Hexagon**

An experienced professional in the mining technology space, Julien is currently serving as Business Development Manager for Radar Solutions (former indurad) at Hexagon. His role supports mining and bulk material handling operations in applying advanced sensing and monitoring technologies to improve safety, operational awareness and decision making.

PABLO RAMILO MÉNDEZ, Director, Erhardt Logistics Galicia and Director, **Terminales Marítimos de Galicia**

Pablo leads Erhardt Logistics' operations in Galicia and the northwestern Iberian Peninsula. With more than 30 years of experience in the logistics sector, he has built his entire career around operations management, business development and team leadership. He is also a member of the Erhardt Logistics Steering Committee, contributing to the company's strategic direction and continued growth.

JORGE RICO CARAMÉS, Commercial Director, **Pérez Torres Marítima**

Jorge studied Civil Engineering the University of A Coruña and Business Administration at the IESE Business School. He worked at Pérez Torres Marítima (PTM) for twelve and half years. Jorge has been the Commercial Director at PTM since May 2023. Prior to that he was Deputy Manager on the agency and stevedoring side of the business for nine and half years.

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.

JAVIER SÁNCHEZ, Innovation Manager – Bulk Logistics and Port Operations, **Galigrain**

Javier works in the Innovation Department focusing on the development and implementation of practical digital solutions for bulk terminal activities. His work centres on improving efficiency, traceability and operational performance through the application of Industry 4.0 technologies in real port environments. He is actively involved in projects aimed at optimising cargo handling, storage and value-added processes within the agrifood supply chain.

IRENE SOUTO, Head of Port and Business Development, **Port Authority of A Coruna**

Irene is a civil engineer and graduate in law, specialised in maritime administration and port management. She has completed an executive program for women in senior management at ESADE and a program in Organizational Leadership at Harvard Business School. Since 2007, she has been part of the senior management team at the Port Authority of A Coruña, where she currently leads the Commercial, Port & Business Development Department.

ROBERT TENGVAL, Key Account Manager, **Fogmaker**

Robert has gained a clear view of how customers seek better fire protection for their investments. What previously mainly applied to buses or trucks now applies to all vehicles, especially if these vehicles are used for bulk materials handling. Protection is needed to safeguard employees, machines and the products they handle every day. To this end, Robert is working towards the goal of providing fire protection that is always active without human intervention and that simultaneously alerts its surroundings if an accident occurs.

FRANK VAN LAARHOVEN, Senior Sales Manager Europe, **RAM Spreaders**

Before joining RAM, Frank studied electrical engineering and gained experience in the overhead 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, Frank has been instrumental in supporting customers worldwide.

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OUR HOST PORT – A CORUNA

This year we are delighted that A Coruña will be our host port for Bulk Terminals 2026.

Bulk cargo represents around 30% of total traffic through the port, the most important being agri-food products. This has positioned A Coruña as the main port on the Atlantic-Cantabrian coast in the movement of cereal destined for the livestock of Galicia, western Asturias, northern Portugal and part of Castilla-León.

Other bulk goods that move through the port are coke, cement, quartz, sulphur, phosphate rock, stone and other aggregates. The trade in coal has largely disappeared. However, it enjoyed a brief resurgence as a transshipment destination in 2022 and 2023. Regional energy supply shifts triggered by the Ukraine war prompted northern European buyers (for example in Poland and Germany) to source coal via alternative Atlantic routes.

The inner harbour docks where these cargoes are handled comprise the Centenario dock, for the movement of agri-food products stored in warehouses and the export of quartz from a nearby mine. The San Diego dock, meanwhile, is used for unloading cement at a concessionary company's facility.

The unloading operations of different cereals and raw materials for the manufacture of feed and compound food are carried out at the dock and operations area of the Outer Port. These are stored in the warehouses of the main operators – their volume of activity has gradually increased turning Punta Langosteira into the 'agri-food hub' of Spain's North West peninsula.

Port operators have made significant investments to equip Punta Langosteira with modern storage facilities, featuring mechanised systems for unloading and transporting goods from ships to warehouses via a closed-circuit network of conveyor belts and transfer towers. These investments have improved productivity and environmental performance, strengthening A Coruña's competitiveness and its position as the most important logistics hub in North West Spain for agri-food bulk cargo.



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