

# UNDERSTANDING THE TOTAL COST OF OWNERSHIP

HOW TO AVOID FUTURE PROBLEMS AND BUY BULK SOLIDS HANDLING EQUIPMENT INTELLIGENTLY

The OBJECTIVE OF THE COURSE is to raise awareness amongst bulk terminal buyers of the need to behave in a better-informed way and equipment suppliers to understand the operational needs of the equipment they are supplying.

KEY TAKAWAYS: The course will give both terminal operators and equipment manufacturers an insight into what should be on the one side be specified, and on the other side supplied.

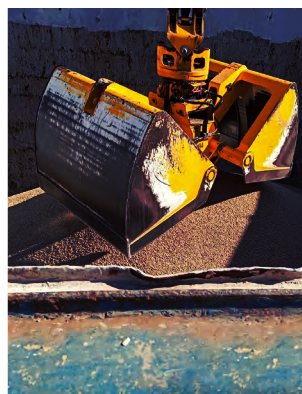
The course will be delivered through EXPERT PRESENTATIONS, CASE STUDIES and GROUP WORKING facilitated by The Wolfson Centre for Bulk Solids Handling Technology and the Solids Handling & Processing Association (SHAPA).



26-27 OCTOBER 2022

## SUBJECTS COVERED INCLUDE:

- » Nature of the problem
- » The Hall of Shame – examples of projects that have gone off the rails to greater or lesser degree
- » Quantifying how high the risk is – a review of the Rand Report findings
- » Understanding why technical risk is so high with bulk solids handling projects
- » Know your enemy – materials for design and for controlling technical risk
- » Practical approach to design to accommodate material characteristics
- » The virtue of the bespoke suit over prêt-à-porter
- » A project management approach is not enough – understanding the true cost of a bulk solids handling system to a business
- » CASE STUDIES: Risk management in solids handling projects – examples of good practice in bulk handling project procurement and some projects that managed significant risks effectively
- » DISCUSSION GROUPS – delegates break into groups under the supervision of the course tutors to discuss how well they currently apply best practice, what they can improve for the future and the difficulties to be overcome



**abto**  
ASSOCIATION OF BULK  
TERMINAL OPERATORS



**UNIVERSITY of  
GREENWICH**

The Wolfson Centre  
for Bulk Solids Handling Technology

For further **COURSE DETAILS** and to **REGISTER** please see [bulkterminals.org/events/courses-and-training/understanding-the-total-cost-of-ownership](http://bulkterminals.org/events/courses-and-training/understanding-the-total-cost-of-ownership) or contact **Simon Gutteridge** [events@bulkterminals.org](mailto:events@bulkterminals.org) +33 (0)321 47 72 19

We are pleased to offer delegates to **CHoPS 2022** the same discounted rate as **ABTO** and **SHAPA** members. Please use the discount code **CHoPS22** on the course registration form.