

# BULK TERMINALS 2018

## IMPROVING SAFETY, STREAMLINING OPERATIONS AND ENSURING ENVIRONMENTAL PROTECTION

The Annual Association of Bulk Terminal Operators (ABTO) Conference

23-24 October 2018, Radisson Blu Hotel, Hamburg

More details at

[www.bulkterminals.org/events.html](http://www.bulkterminals.org/events.html)

Organised by



### Sponsors



The only event aimed  
at the whole terminal  
operations industry

### KEY SPEAKERS INCLUDE

**Professor Mike Bradley**  
The Wolfson Centre

**Captain Richard Brough**  
Brough Marine and  
ICHCA International

**Michael Gubbins**  
CODELCO

**Daniel Hosseus**  
ZDS - Association of  
German Seaport Operators

**Garry O'Malley**  
Redcar Bulk Terminal Limited

**Dr Sebastian Saxe**  
Free and Hanseatic  
City of Hamburg

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## ARE YOU STREAMLINING YOUR OPERATIONS AT THE SAME TIME AS IMPROVING SAFETY AND ENVIRONMENTAL COMPLIANCE?

In these uncertain times and challenging operational conditions, Bulk Terminals 2018 begins with a strategic look at the markets which drive all activity and investment decisions.

Terminal managers are under increasing pressure to increase operational efficiencies. At same time improve safety. All the while environment and sustainability moves up the agenda, driven by regulation and emissions concern. These are important drivers for investment.

Ballast water regulation is seen by many as a problem for shipping, but maybe an opportunity for terminals? Similarly other green port initiatives, such as cold ironing and dust control.

Which systems are suitable for which application? Clearly crucial, but the increasing need to be flexible and adaptable to changing markets adds a further variable to the purchasing decision.

Position, connectivity, equipment and operational efficiency are all vital to a bulk terminal's attraction to customers. But can terminals improve performance with better marketing?

Ports are not only at risk from breaches in their own security, but also their customers'. If terminals do suffer a cyber attack – or for that matter natural disaster, significant power loss, or terrorist incident – do they have a robust business continuity plan in place?

With operator CASE STUDIES and a programme of expert speakers providing insight, advice, solutions and networking, Bulk Terminals 2018 is the only event all those involved in the transportation, storage and handling of bulk commodities need to attend.

*“Made some very good contacts – the perfect niche event. Relaxed, intimate atmosphere and the programme gave me a good insight into our terminal customers' needs – we will be back in 2018.”*

*Mark Smith, Projects and Installations Manager, igus –  
BULK TERMINALS 2017 SPONSOR*

### KEY TOPICS INCLUDE

- » Prospects and investment drivers for dry bulk
- » Latest security challenges and responses
- » Greening bulk operations – operator CASE STUDY
- » Adapting to survive – operator CASE STUDY
- » Safety and the hazards of handling bulk cargo
- » How to choose the best operating system
- » Digitalisation of terminal operations

### WHY ATTEND?

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

### WHO SHOULD ATTEND

BULK TERMINALS 2018 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 and EPC
- » Ports and construction consultants
- » Finance
- » Insurance and P&I
- » Lawyers



## SPONSORSHIP AND EXHIBITION OPPORTUNITIES

### BE INVOLVED AS A PARTNER

Attending this event as a partner – exhibiting or sponsoring – will give you the opportunity to showcase your technologies, services, solutions and products to some of the most respected leaders in the bulk terminals industry. The ideal way to enhance your company profile and communicate effectively with your target audience.

### BENEFITS OF SPONSORING

- » Increase awareness of your product or service
- » Showcase your product or service to potential buyers
- » Benefit from greater market exposure to key purchasing influencers

For more information please call +33 (0)321 47 72 19 or email [events@bulkterminals.org](mailto:events@bulkterminals.org)

# PROGRAMME DAY ONE



TUESDAY 23 OCTOBER 2018: CONFERENCE DAY ONE	
08:00	Registration and refreshments
OPENING SESSION	
09:00	Conference Chairman's opening remarks <b>Ian Adams</b> CDir, FIOD, IEng, FIMarEST, Chief Executive, Association of Bulk Terminal Operators (ABTO)
09:05	Official Welcome to Hamburg <b>Axel Mattern</b> , CEO, Port of Hamburg Marketing Association
MARKET PROSPECTS AND PLANNING FOR THE FUTURE	
SESSION CHAIRMAN – Ian Adams	
09:15	<b>Prospects for the dry bulk market</b> » Drybulk – since mid 2017 on the road to recovery » Opportunities – low orderbook – steady growth in demand » Challenges – MARPOL 2020 fuel regulations – has China's iron ore imports peaked? Future of steam coal? <b>Jens Christian Nielsen</b> , Managing Director, Frachtcontor
09:40	<b>Investment drivers for dry bulk terminals</b> » Investment opportunities in dry bulk terminals » The changing market and lessons learned » What are the main investment drivers in dry bulk terminals? <b>Anthony van der Hoest</b> , Director Commerce, MTBS
10:05	DISCUSSION: What will the likely outcome be of market predictions on investment plans?
SECURITY AND BUSINESS CONTINUITY	
SESSION CHAIRMAN – <b>Andrew Huxley</b> ACII, Regional Development Director, TT Club	
10:15	<b>Security update – latest challenges and responses</b> » The latest threats to bulk terminals and the maritime sector » The need for greater collaboration » An introduction to the MCERT <b>Chris Gibson</b> , Director MCERT, Templar Executives
10:40	<b>Regional security initiative – EU SAURON project</b> » Project overall presentation » Project tools overview » Hybrid Situation Awareness concept explanation » Project scenarios description <b>Dr Federico Carvajal</b> , Telecommunications Engineer, Universitat Politècnica de València
11:05	Refreshments
11:35	<b>Business continuity – the frequently overlooked factor</b> » Types of disruptions » Minimising impact of disruptions » Minimising time to recover – the Business Continuity Plan <b>Andrew Huxley</b>
12:00	DISCUSSION – Protecting operations from threats and responding to interruptions
ENVIRONMENT AND SUSTAINABILITY	
SESSION CHAIRMAN – <b>Captain Richard Brough</b> BA, OBE, Director, Brough Marine Ltd and Technical Advisor, ICHCA International	
12:10	<b>Introduction and current issues</b> » Incidents » Port Waste Reception Facilities » ICHCA's Working Groups <b>Captain Richard Brough</b>
12:35	<b>Ballast water port solutions</b> » New ballast water regulation put harbour operations at risk of disruption » Mobile harbour ballast water reception facilities as a solution » Progress towards a worldwide network of reception facilities » Road ahead for harbours and water management – the situation today, possibilities for the future, pains and gains <b>Philip Rabe</b> , Sales Manager, Damen Green Solutions

13:00	Lunch
14:00	<b>CASE STUDY: Greening bulk operations – Chile's greenest port</b> <b>Michael Gubbins</b> , Logistic Optimization Vice President, CODELCO – Corporación Nacional del Cobre de Chile
14:25	<b>Electrification of port equipment</b> » Achieving less emissions » Reduced energy use » CASE STUDY: Cold ironing <b>Malte Moeller</b> , Project Manager and <b>Martin Tiling</b> , Industry Manager Shore Power, igus GmbH
14:50	<b>Reduction of respirable dust particles – meeting environmental demands while maximizing throughput</b> » Discussion of dust generation points in terminals » Regulations around respirable dust – how to adhere and meet the regulations » Discussion of different technologies used to meet environmental operations in the port environment <b>Richard Posner</b> , President, Dust Solutions, Inc.
15:15	DISCUSSION: Regulation, economics or customers. What will be the main drivers for sustainability?
15:25	Refreshments
CHALLENGES AND OPPORTUNITIES: PART ONE	
SESSION CHAIRMAN – Ian Adams	
15:55	<b>Recruitment and retention – how does the industry make itself more attractive and what initiatives are in place to bring young talent in?</b> » Ports continue to face challenges attracting and retaining the best talent » Underlying issues behind the problem with retention and recruitment » Initiatives to retain experienced staff and increase the appeal to younger talent <b>Justin Atkin</b> , Director, Ragged Edge Recruitment and Consulting
16:20	<b>CASE STUDY: Redcar Bulk Terminal – life after coal and steel making</b> » Carbon Tax introduced in April 2015 – subsequent fall in steam coal imports into UK ports as energy providers looked to alternative fuels such as biomass » Closure of the Redcar steelworks in October 2015 resulted in the loss of 95% of terminal throughput » Restructuring, training, consolidation and diversification » Adapting to survive and investing for the future <b>Garry O'Malley</b> , General Manager, Redcar Bulk Terminal Limited
16:45	<b>Better marketing – improved performance</b> » What and why is marketing important to all – including bulk terminals » What exactly is marketing in the bulk ports context » What makes good or excellent marketing – how do you know you are good? » How to improve your marketing, learning from others » My research into 'Marketing of Maritime Ports' <b>Ian Mills</b> , Director, Lawrence Mills Consulting and Researcher, Solent University
17:10	Close of day one
17:30	Depart for tour of Hamburg Harbour by boat and Conference Reception

# PROGRAMME DAY TWO



WEDNESDAY 24 OCTOBER 2018: CONFERENCE DAY TWO	
08:00	Registration and refreshments
09:00	Conference Chairman's opening remarks – <b>Ian Adams</b>
CHALLENGES AND OPPORTUNITIES: PART TWO	
SESSION CHAIRMAN – Ian Adams	
09:05	<b>IMO report and regulation update</b> » Updated and pending legislation » IMO Model Courses <b>Captain Richard Brough</b>
09:30	<b>Macro challenges</b> » Trade and the international trading system » Impact of agricultural and energy policies » Port and transportation infrastructure – public investments, private investments and state aid » Sustainability <b>Daniel Hosseus</b> , Managing Director, ZDS – Association of German Seaport Operators
09:55	DISCUSSION: Meeting the challenges and taking advantage of the opportunities
SAFETY	
SESSION CHAIRMAN – Captain Richard Brough	
10:05	<b>Hazards of handling bulk cargo and continuously improving industry's performance</b> » What are the hazards of handling bulk cargo » Approaches to managing risk » Raising standards <b>Richard Steele</b> MEd, Chartered FCIPD, Executive Director, Ports Skills and Safety (PSS) Ltd
10:30	<b>Fire and explosions – not if, but when?</b> » What materials are at risk » Common causes and measures to prevent fire and explosion » Being prepared <b>Professor Mike Bradley</b> BSc Hons, PhD, Director, The Wolfson Centre for Bulk Solids Handling Technology, University of Greenwich and Chairman, Solids Handling and Processing Association
10:55	Refreshments
11:25	<b>Safety training</b> » Why do we need safety training » How much training should be done » Training programs » Creating a safety culture <b>Andrew Huxley</b>
11:50	<b>World Port Sustainability Programme</b> » Key themes in the WPSP » Plans for action » How ABTO can get involved <b>Captain Richard Brough</b>
12:15	DISCUSSION: How effective will safety initiatives be?
12:25	Lunch

OPERATIONS	
SESSION CHAIRMAN – Professor Mike Bradley	
13:25	<b>Which system?</b> » Grab unloading versus continuous ship unloaders » Conveying technologies – options, pro's and con's » Storage and reclaim systems – options, pro's and con's » How to choose – based on material, performance and quality expectations <b>Professor Mike Bradley</b>
13:50	<b>Achieving the digitalisation of terminal operations – aligning with Industry 4.0</b> <b>Dr Sebastian Saxe</b> , Chief Digital Officer, Ministry of Economy, Transport and Innovation, Free and Hanseatic City of Hamburg
14:15	<b>Port Collaborative Decision Making (PortCDM) – the way to increase efficiency in ports</b> » Improve efficiency and optimisation of port calls through adoption of Sea Traffic Management standards and compliant systems. » Maximize contributions to safe, secure and environmentally optimized operations in ports. » Greater cooperation among all actors and stakeholders in the maritime industry <b>Michael Bergmann</b> MBA, FRIN, AFNI, CEO, BM Bergmann Marine and Secretary, IPCDMC
14:40	DISCUSSION: Which will do most to improve operational efficiency, engineering or software?
14:50	CONFERENCE CONCLUSIONS Conference, session and panel Chairmen
15:00	Chairman's close of conference
15:05	Refreshments

*“The sessions were very pertinent to our business and the subject matter wide ranging... which for a Bulk Terminal operator with multiple cargoes was very informative to me. I would certainly recommend... and plan to ensure Solent Stevedores attend future events”*

*Ian Jacobs, Chief Operating Officer, Solent Stevedores  
BULK TERMINALS 2017 DELEGATE*

## COURSE ANNOUNCEMENT

ABTO are delighted to be partnering with The Wolfson Centre for Bulk Solids Handling Technology, University of Greenwich to offer a new two day course:

### Port and Terminal Operations for Bulk Cargoes

12–13 March 2019, University of Greenwich, Chatham, UK

Please email [events@bulkterminals.org](mailto:events@bulkterminals.org) or [wolfson-enquiries@gre.ac.uk](mailto:wolfson-enquiries@gre.ac.uk) for further details

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## THREE EASY WAYS TO REGISTER

**ONE** Online: [www.bulkterminals.org/events/event-registration.html](http://www.bulkterminals.org/events/event-registration.html)

**TWO** Email: [events@bulkterminals.org](mailto:events@bulkterminals.org)

**THREE** Post completed booking form to: Event Registrations, Association of Bulk Terminal Operators (ABTO), 35 Beacon Drive, Newton Abbot, Devon TQ12 1GG, UK

*Attendance at the event will be confirmed on receipt of the full balance and participants are advised to bring a copy of their confirmation with them*



## DELEGATE DETAILS

Please print clearly or attach business card – your details may appear incorrectly listed if this part of the form is unclear.

Title: (Prof, Dr, Mr, Mrs, Ms)

Surname:

Initials:

Name for badge

Job title

Organisation/company

Address

Postcode

Country

Tel

Fax

Mobile

Email

Company website

ABTO member Yes No Membership no

### Additional requirements

Vegetarian/special dietary meals (please specify)

Access requirements (please specify)

## REGISTRATION FEES

Please complete the appropriate box

### Two Day Delegate Package:

ABTO Members £1000 + VAT

\*Non-Members £1200 + VAT

### Single Day Entry Delegate Package

ABTO Members £800 + VAT

\*Non-Members £1000 + VAT

**Discounts available for GROUP BOOKINGS –** contact **Simon Gutteridge** on **+33 (0) 321 47 72 19** or [events@bulkterminals.org](mailto:events@bulkterminals.org)

\*For details of how join ABTO and the benefits including reduced conference fees please see: [www.bulkterminals.org/membership.html](http://www.bulkterminals.org/membership.html)



On receipt of your registration we will email an invoice with payment options, which is due immediately

**Cancellations.** Cancellations of a registered place must be received in writing no later than 14 days prior to the event. A charge of £100 + VAT will be made for cancellations received before this date, but it is regretted that no refunds will be issued after this date. However substitute delegates are welcome.