

BULK TERMINALS

international

THE OFFICIAL MAGAZINE OF ABTO

abto
ASSOCIATION OF BULK
TERMINAL OPERATORS

MEDIA INFORMATION SPRING 2023

PRINT | ONLINE | SOCIAL

WWW.BULKTERMINALS.ORG



ABTO provides a voice for bulk terminal operators, at a national and international level, providing a forum for its members to discuss the issues impacting seaborne trade and the global transportation of bulk commodities.

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

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

BULK TERMINALS *international*

is the official magazine and is published by



WHAT WE DO

- Represent the interests of Bulk Terminal Operators at the highest level
- Provide a forum for discussion on the issues affecting Bulk Terminal Operators
- Provide relevant events and conferences at which Bulk Terminal Operators can meet to exchange their views
- Publish regular updates, articles and White Papers covering the issues impacting terminal operations and performance
- Develop training schemes and educational seminars to facilitate advancement and best practice
- Market members' news and developments
- Provide a service to bulk terminal operating companies by helping to establish a favourable operating environment.
- Act as a forum for discussion on non-competitive issues
- Provide up-to-date information and market intelligence for bulk terminal operators in order to help strengthen and support their business development strategies.
- Lobby governments and administrations and to ensure they are aware of all the issues affecting the transportation of bulk cargoes and consequently, global trade.

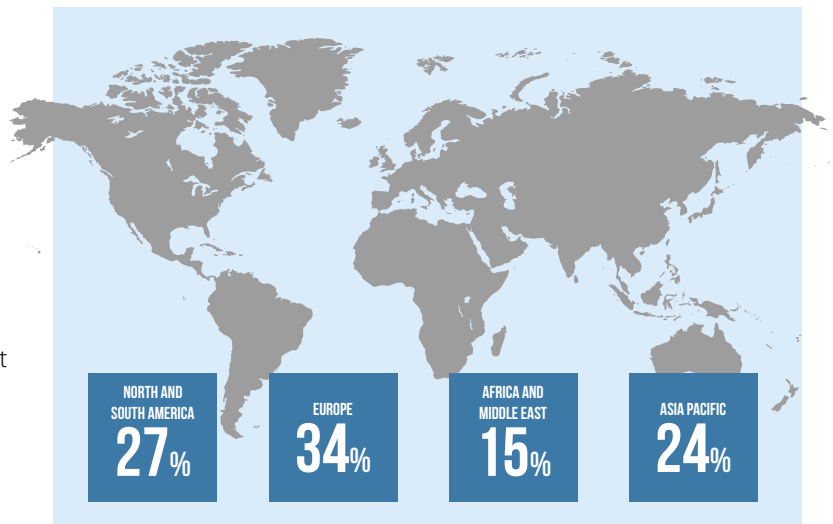
CIRCULATION

Bulk Terminals International has an international circulation to Bulk Terminal Operators throughout the world as well as Ship Owners, Ship Managers, Ship Charterers, and other transport/logistic suppliers, Primary Producers and Consumers and Materials Handlers. These include both ABTO members and trusted non-members.

There is also a bonus circulation at relevant events throughout the world including Breakbulk Europe, TOC Asia, SMTC Singapore, Coaltrans, Global Grain and Dry Cargo Europe.

Bulk Terminals International will also be available to view on

WWW.BULKTERMINALS.ORG



Bulk cargo terminal operators face a challenging environment. Tough market conditions, together with ongoing environmental, security and political issues, have an enormous effect on bulk terminal operations and the smooth transportation of commodities.

Bulk Terminals International keeps operators ahead of these technical, commercial, environmental and economic challenges. With insightful articles written by industry experts, we guide operators through today's turbulent times with clarity and knowledge. We also provide in-depth analysis of the political drivers faced by bulk terminal operators and enable them to show a united front when making their mark in the political arena.



Within each issue, we tackle the range of subjects affecting bulk terminal operators. We consider how markets for bulk cargoes such as iron ore or steel have been affected by economic conditions. We keep operators ahead of new environmental legislation aimed at reducing shipping's emissions footprint and we tackle safety issues such as cargo liquefaction, which has caused the loss of vessels and their crews.

We examine how changing trading patterns and sourcing of cargo affect ships' ability to deliver high-value products to customers in a timely and effective manner, and we take an in-depth look at the technological advances within ports that streamline facilities and ensure fast vessel turnarounds.

Bulk Terminals International keeps operators ahead of the legal issues affecting ports, crew and vessels, as well as security of staff and cargoes. With port conditions varying dramatically throughout the world and massive expansions underway to develop the hinterland around ports, we keep our readers informed on new developments at different hubs, as well as the challenges facing the personnel and ships that operate within them.

EDITORIAL SYNOPSIS SPRING 2023

SPECIAL FEATURES

TRADE AND COMMODITIES

COAL HANDLING AND TERMINAL DEVELOPMENT

Given the move towards cleaner energy what is the way forward for coal?

EQUIPMENT AND ENGINEERING

CEMENT TRADES

We look at the latest developments for this segment

CRANES AND GRABS

What are the latest initiatives to improve efficiency and save money.

STACKERS AND RECLAIMERS

Making ports work move effectively

ENCLOSED STORAGE AND HANDLING

Safety is a key consideration here.

BREAKBULK AND BAGGING

Can product be moved and stored more efficiently?

SAFETY AND SECURITY

What are the latest hot topics

BULKER SHIP MANAGEMENT

Latest news

COUNTRY VIEWPOINTS

SOUTH EAST ASIAN PORTS

Who are the winners

UK AND IRELAND

Latest news from around the port system

SOUTH AMERICA

How are ports performing?

REGULAR FEATURES

FROM THE EDITOR

CHIEF EXECUTIVE'S REPORT

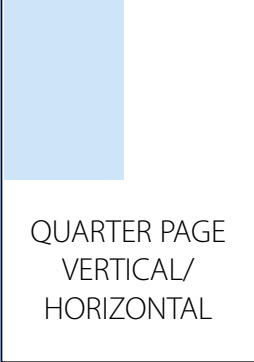

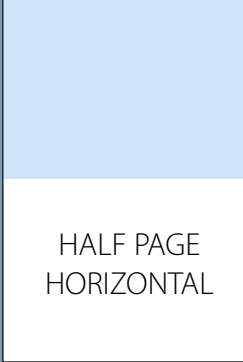
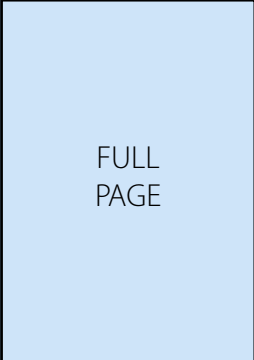
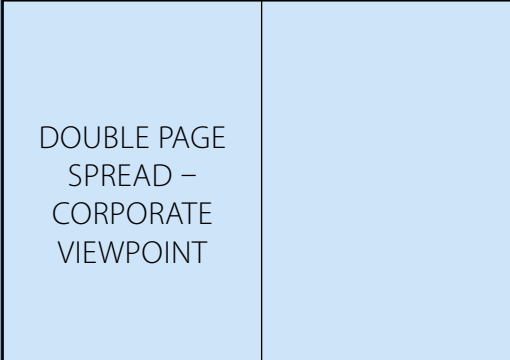
INDUSTRY NEWS

COMPANY NEWS

DIARY AND EVENTS

INTERVIEW

ADVERTISING RATES

 <p>QUARTER PAGE VERTICAL/ HORIZONTAL</p>	 <p>HALF PAGE VERTICAL</p>	 <p>HALF PAGE HORIZONTAL</p>
£1,450	£2,450	£2,450
 <p>FULL PAGE</p>	 <p>DOUBLE PAGE SPREAD – CORPORATE VIEWPOINT</p>	
£3,450	£4,950	

ONLINE BANNER ADVERTISEMENT

2 months £1,000	4 months £1,500	6 months £2,000	1 year £3,000
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Special positions by request
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COPY REQUIREMENTS

Adverts as a digital file (PDF/PHOTOSHOP/ILLUSTRATOR) by
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ANYTHING SUPPLIED OTHER THAN THE ABOVE MAY
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