

TIMELY DISCUSSIONS AT BULK TERMINALS MARSEILLE

The ABTO team has enjoyed another tremendously successful Bulk Terminals Conference.

At the end of last month, ABTO members and friends met at the Bulk Terminals 2025 Conference, in Marseille. Bulk Terminals Marseille brought together port authorities, terminal operators and bulk industry stakeholders to discuss key topics such as geopolitical tensions, tariff regimes, resilience, cyber safety, operational efficiency and climate adaptation.

The conference theme for Marseille was 'Responding to the New Age of Chaos', with the two opening presentations in the traditional markets session directly addressing this theme.

Louis Borer from Risk Intelligence opened the markets' session with the timely 'Geopolitical tensions impacting the global bulk trade', looking at how the international geopolitical context has deteriorated significantly since the war in Ukraine and in Gaza. The substantial increase in the threat at sea in several maritime areas and strategic choke points through which international maritime trade flows result in not just in rerouting and delays, but possible changes in the choice of unloading and loading terminals.

Drewry's Sean Fairley continued with 'The impact on bulk markets of the US tariff regime', an update on the fallout of the Trump Administration's launch of tariff regimes, which have resulted in a new era of trade

wars. He examined the significant implications of trade wars on the dry bulk market: in the short-term global tariffs will restrain demand; in the longer term, these tariffs will prompt a strategic redirection of trade routes, impacting dry bulk terminals

The presentations that followed in the markets' session were covered by our exciting new speakers: Pablo Rodas-Martini from Market Intelligence, on emerging and frontier covered iron ore, and Will tooth and Cara Hatton from SSY discussing coal and grain respectively.

We also had subjects that had not been covered in previous Bulk Terminals conferences: Lisa Schmidt from the International Biomass Torrefaction and Carbonisation Council highlighted the role of biocarbon as a practical and scalable coal substitute for defossilising energy-intensive industries, while Sylvie Doutres Ghizzo from DSG Consultants, our conference partners, gave us an overview of cementitious trade, explaining the factors have reshaped cementitious trade flows and consequent terminal activity, especially in the Mediterranean area.

The opening presentations on the following operations session similarly addressed the need to tackle the changed conditions brought about by the conference theme and discussions in the markets' session.

Sylvie Doutres Ghizzo spoke about the 'Challenges making the transition to new bulk traffics', while Professor Mike Bradley, Director of the Wolfson Centre and our conference chairman reopened the debate about 'Efficiency versus flexibility – how to choose in a time of turbulence in trade patterns'.

Sylvie Collange, from SEA-invest Caronte Terminal, Marseille Fos gave an excellent case study about operating a multi-bulk terminal. HES MED Terminals' Firas Ezzeddine gave a helpful exposition on how to go about developing terminal potential in his presentation 'Business development playbook for dry bulk terminals'.

KEY TAKEAWAYS FROM THE CONFERENCE

- In addition to the traditional market forces affecting terminal throughput, geopolitical and tariff regimes add another layer of complexity.
- Bulk terminals must adapt and diversify – shifting from coal to new and evolving material flows
- Climate adaptation and resilience to extreme weather present both major challenges and opportunities.
- Safety remains central as operations become increasingly automated and digitalised.

Focused operational benefits offered by specific approaches followed in the second part of the session. Richard Habering from igus – which has sponsored every Bulk Terminals conference – presented ‘Leveraging smart diagnostics and predictive analytics to streamline maintenance and ensure operational continuity’. Jan Cantow from Heyport followed with ‘Smart berth planning – benefits of minimising idle time’. Julien Pierre, from another one of sponsors, indurad, showed how radar-based technology can assist real-time volume and quality tracking from warehouse to terminal.

The TT Club has always supported our events with a safety update. Géraldine Savin joined us this year to make the final presentation of the day, ‘Minimising risk, increasing safety’.

We then all decamped to the Conference Reception at Le Petit Pernod restaurant, which has stunning views of the Old Port and Notre-Dame.

Mark Lazzaretto, from the Port of Marseille Fos opened day two and the environment session with an interesting history of the port and explanation of its route to decarbonisation.

Dust control remains a big headache for bulk terminals. Frank van Laarhoven from our sponsor RAM Spreaders showed how containerised bulk handling offers solutions to these environmental problems and, for some for some commodities, definite operational advantages.

We have for some years wanted to cover the effects of climate change on our industry. Modern ports and terminals face an increasing range of climate

change-related challenges, including rising sea levels, extreme weather events, heat stress and increased flood risks. These events threaten critical infrastructure and disrupt supply chains. Anthony van der Hoest from Arcadis admirably covered the risks and solutions in his presentation ‘Port and terminal resilience to climate adaptation’

Cyber security was the last session of the conference, an important section considering ports and terminals’ increasing risk of cyber attacks. Richard Hodder from Engage Cyber gave us an update on the latest cyber threats, and Paul Franquart followed with a case study of the Marseille Port’s response to cyber threats

After our chairman’s conclusions, we were taken by coach for lunch at the lovely Villa Khariessa in Martigues, set in the middle of a magnificent Mediterranean garden overlooking the Étang de Berre, which was built by the painter Henry Gérard on land he acquired at the beginning of the last century. The visit was kindly organised by Sylvie Collange and was the precursor to a visit to the SEA-invest Caronte Terminal, where Sylvie is the CEO.

During our visit, four ships were docked, three in operation. The SEA-invest Caronte Terminal was the perfect terminal to visit and place to end the conference, being as good example of the flexibility that today’s terminals need to demonstrate to be able to react to the current uncertainties that were discussed during the previous two days.

Watch this space for details of next year’s Bulk Terminals Conference.

Simon Gutteridge, Chief Executive, ABTO

KEYNOTE PRESENTATIONS

BULK MARKETS

Geopolitical tensions impacting the global bulk trade

Louis Borer, Senior Analyst, *Risk Intelligence A/S*

Both on land and at sea, the international geopolitical context has deteriorated significantly since the war in Ukraine and the war in Gaza. The maritime extension of these conflicts has resulted in a substantial increase in the threat at sea in several maritime areas and strategic choke points through which international maritime trade flows. In this deteriorating security context, bulk carriers have been and continue to be potential targets, due to the geographical location of the shipping routes they use in the Red Sea and Black Sea and the type of goods they carry.

This results not just in rerouting and delays but possible changes in the choice of unloading and loading terminals.

- Bulk carriers in the deteriorating maritime geopolitical context.
- Black Sea and bulk carriers: export of Ukrainian production exposed to missile and mines threats.
- The Red Sea: what threat hangs over bulk carriers, from the start of the Houthi campaign in late 2023 to the sinking of the bulk carriers Eternity and Magic Sea in July 2025.
- Impact on bulk terminals.

Impact on bulk markets of the US tariff regime

Sean Fairley, Principal Consultant, *Drewry*

As the Trump administration launched tariff regimes on several of its trading partners, its partners retaliated, and a new era of trade wars sent shock waves through the markets. One example directly impacting the shipping industry was the United States Trade Representative imposing fees on Chinese-built ships owned or operated by Chinese entities calling at US ports. For the dry bulk market, the implications of the trade wars are potentially significant. Greater volatility and changing trading patterns could lead to increased tonne-mile demand.

- Volatility caused by the ongoing tariff war between the US and other nations has impacted the global markets.
- In the short-term global tariffs will restrain demand as a wait-to-see approach is taken, before decisions are made on possible trade shifts to minimise their impact.
- In the longer term, these tariffs will prompt a strategic redirection of trade routes, increasing shipping distances, in turn impacting the dry bulk industry.

The trade of iron ore in hectic times when countries are protecting their steel industries

Pablo Rodas-Martini, Director of Market Intelligence, *Emerging & Frontier LLC*

Although the steel trade has always been a contentious issue, the US's imposition of high tariffs has exacerbated tensions in the sector like never before. A key question is whether the steel conflict is having an impact on the iron ore trade, given that around 98% of global iron ore production is used for steel production. In other words, are the clashes 'downstream' having an impact 'upstream'? Based on the analysis of the latest available data for these two products, as well as the latest measures taken by major countries, the talk:

- summarised the pattern of steel trade and highlight any key recent changes.
- summarised the pattern of trade in iron ore and highlight any key recent changes.
- looked at whether the heated rhetoric on steel threats is having repercussions for the global iron ore trade.

Changing patterns of the coal trade

Will Tooth, Senior Dry Bulk Analyst, *SSY*

Despite several countries around the world turning away from coal as an energy source, it remains a key seaborne dry bulk commodity, accounting for around 25% of dry bulk shipments in 2024 (by weight). Nevertheless, trading patterns shift and the outlook for the trade in general depends on the balance of a few key factors.

- An overview of the coal market for the past year.
- Causes of volatility in trade.
- Our view of the next few years.
- Outlining of risks to this view.

Circular biocarbon – the easiest pathway to substitute fossil carbon in all coal applications

Lisa Schmidt, Secretary General, *International Biomass Torrefaction & Carbonisation Council*

Biocarbon products represent a 6,000-year success story, now perfected for maximum efficiency. The sector established optimised processes that minimise material and energy waste, ensuring an optimised mass and energy balance. Circular Biocarbon offers an easy pathway to replace fossil carbon across all coal Applications – including power, processing, reduction and anode production – and can permanently sequester atmospheric carbon. While primarily used as a coal substitute for energy, it is increasingly applied in processing industries and as an intermediary for further processing such as liquefaction and SAF. With numerous technology providers in the market, the number of industrial-scale plants is rapidly growing.

- The full array of products from pyrogenic treatments.
- Technological processes and pathways for biocoal, biochar and biocarbon.
- Use cases and market outlook in steel production, renewable power generation and carbon removal markets.



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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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Overview of cementitious trade

Sylvie Doutres Ghizzo, Associate & Joint Managing Director, DSG Consultants

Cement and clinker are generally classified as minor bulk commodities. However, cementitious materials extend beyond these two products to include other binders and supplementary materials such as granulated slag and fly ash. Their international trade is closely tied to global economic growth and demographic trends. The Mediterranean region remains one of the world's major exporting hubs, while Europe continues to play a central role as an importing market. Over the past five years, two major factors have reshaped cementitious trade flows: the industry's drive toward decarbonisation and the geopolitical and economic turmoil around the Mediterranean Rim. These shifts in cementitious trade are also influencing regional port activity.

- Trends in cement and clinker trade over the past decade.
- Key exporters and importers worldwide and in the Euro-Mediterranean region.
- A focus on cement, clinker, and SCM trade in the Euromed area.
- The impact of decarbonisation strategies on trade flows.
- Recent shifts and expected developments in regional supply chains and port logistics of these cement related products.

Grain markets

Cara Hatton, Dry Bulk Analyst, SSY

Grain markets have experienced a turbulent few years, with 2025 turning out to be no different. Trump's trade war has added a fresh round of uncertainty, especially for the prospects of the seasonal 4q US-China soybean trade. While trade war developments make headlines, structural changes appear to be taking place in global grain markets, affecting terminal throughput.

- Trump tariffs and US-China trade.
- The shift to South America.
- Chinese agricultural self-sufficiency.
- Russia/Ukraine developments amid ongoing war.

OPERATIONS

Challenges making the transition to new bulk traffics

Sylvie Doutres Ghizzo

Decarbonisation and deindustrialisation across Europe have significantly reduced traditional major bulk traffics in ports. This decline has translated into lower revenues for port authorities and dry bulk operators, driven by the sharp drop in coal and iron ore volumes. The key questions now are: how can this revenue gap be addressed? Which emerging products might replace coal and iron ore in the future and what would be the implications for port infrastructure and operations? Through case studies from France, Spain, and the Netherlands, this presentation explored possible answers and highlighted practical solutions.

- Substituting coal and iron ore with alternative traffics.
- Optimising the use of newly available port space.
- Leveraging deep-sea berthing facilities more effectively.
- Key take-aways and conclusions.

Efficiency versus flexibility – how to choose in a time of turbulence in trade patterns?

Professor Mike Bradley, Conference Chairman and Director of The Wolfson Centre for Bulk Solids Handling Technology

Times are turbulent. Unpredictable tariffs, trade wars, real wars, climate change affecting agricultural productivity, rising sea levels – all these things put uncertainty in our calculations of what will be traded and where in the future. At the same time there are some things that are more or less certain – people will need to eat, and

we'll need steel for making things, be they bean tins or guns. These matters should factor into our forward planning for port investment. This presentation sought to provide some food for thought about how this conundrum can be examined and a sensible strategy for hedging of bets to be developed. A few key issues:

- Port infrastructure investment has a 30-to-50-year time horizon.
- In that timescale, it's highly likely that what you're handling now will change in ways you wouldn't even be able to imagine today.
- On that basis it makes sense to build in flexibility in equipment choice.
- But the downside is that flexibility costs more money and often compromises efficiency, efficiency, environmental emissions and economic performance.

CASE STUDY: Operating a multi-bulk terminal

Sylvie Collange, Chief Executive Officer, [SEA-invest Caronte Terminal](#), Marseille Fos

The port of Caronte has a century-long history. It was originally established to handle coal, due to pollution and space constraints at the main port of Marseille. Over time, the port has transformed from a single-product import facility into a versatile hub for handling a wide variety of goods for both import and export. This change was supported by the introduction of dedicated and custom-built infrastructure, including silos and warehousing. This significant transformation was driven by several key changes, including the modernisation of handling equipment and facilities, rigorous training for technical and operational staff, the careful management of different bulk materials coexisting at the site, and a strong commitment to meeting environmental standards.

- A century of history at the port of Caronte.
- Modernisation of handling equipment and facilities.
- Maintaining the integrity of products, vessels, and the port itself.
- Adherence to environmental standards and adapting to changes.
- Focus on flexibility and agility.

Business development playbook for dry bulk terminals

Firas Ezzeddine, Chief Commercial Officer, [HES Med Terminals](#)

Changing macroeconomic conditions and an evolving regulatory landscape on sustainability are reshaping global raw material flows and accelerating the transition towards greener supply chains. For bulk terminal operators, this shift opens new opportunities while making business development a critical function to secure sustainable revenue streams in the future. This session explored how to identify opportunities, screen and qualify pipelines, and move effectively from an idea to a final investment decision (FID), highlighting the common pitfalls at each stage.

- Evolving macro trends, the sustainability transition, and the impact on bulk Operators.
- Business development as a driver of long-term growth.
- From opportunity identification to FID – steps and pitfalls.
- Interactive Q&A and knowledge sharing.

Smart berth planning – benefits of minimising idle time

Jan Cantow, Co-Founder, [Heyport](#)

Smart berth planning can markedly reduce vessel idle time and streamline cargo handling. This session examined how HANSAPORT in Hamburg harnessed berth planning and how Marsa Maroc in Casablanca leveraged real-time port call coordination, alongside just-in-time arrival alerts, to optimise resource allocation and cut waiting periods at the berth. It explored the role of transparent, cross-stakeholder communication in aligning schedules and leave you with practical strategies to boost berth utilisation and minimise idle hours.

- Just-in-time arrivals enable terminals to better plan resources and reduce waiting periods at the berth.
- Transparent communication among stakeholders helps align working schedules and supports more coordinated port operations.
- CASE STUDY: Smart berth planning has reduced vessel idle time and improved cargo handling flow at HANSAPORT dry bulk terminal, Hamburg.
- Practical tips to improve berth utilisation and cut down on idle time

Leveraging smart diagnostics and predictive analytics to streamline maintenance and ensure operational continuity

Richard Habering, Head of Business Unit, *igus GmbH*

Modern bulk handling systems are under pressure to maximise availability while minimising maintenance costs. The presentation showed how intelligent sensor technology and data-based analysis methods automate condition monitoring and optimise maintenance processes. Practical examples explained how predictive diagnostics help to avoid unplanned downtimes, extend maintenance cycles and sustainably increase operational reliability.

- Condition monitoring and predictive maintenance in bulk handling.
- Utilising predictive analytics to streamline maintenance.
- Benefits of ensuring operational continuity.

Real-time volume and quality tracking from warehouse to terminal

Julien Pierre, Regional Sales Manager, *indurad GmbH*

The implementation of a radar-based solution for real-time volume and quality tracking from warehouse to terminal enables the enhancement of port operations in challenging high-dust environments. This technology addresses the complexities of monitoring diverse materials for multiple users.

- Enables precise volume measurement and material flow tracking despite dust Interference.
- Supports adaptation to new product types and user requirements.
- Drives investment in advanced technology for future port resilience.

SAFETY

Minimising risk, increasing safety

Géraldine Savin, Senior Claims Executive, *TT Club*

This session began with an overview of the types of port-related claims commonly encountered at TT Club. These include incidents such as fires, cargo contamination or mixing, bodily injuries, and miscommunication between stevedores and vessel crews. Each of these events can have significant operational and financial consequences, and they highlight the complex risk landscape faced by port operators. A key – yet often overlooked – aspect of effective risk management is the proactive reduction of potential consequences following an incident. While much attention is given to prevention, the mitigation of impact plays a crucial role in limiting disruption and liability. Following this overview, current innovations in port skills and safety gathered by the Club's Loss prevention Team from recent industry developments with the aim of supporting safer and more resilient port operations were presented.

Examples of port related claims: crisis management and mitigation strategies:

- bodily injury incidents involving port personnel, third parties or crew.
- cargo contamination or mix-ups during handling.
- fires occurring in storage areas or during operations.
- improper cargo handling leading to damage or operational delays.

Loss prevention:

- recent technological and procedural advancements aimed at improving safety and efficiency in port operations.
- practical tools, recommendations, and training developed to support risk reduction and incident.

SPONSORSHIP AND SPEAKING OPPORTUNITIES BULK TERMINALS 2026

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ENVIRONMENT

Implications for bulk terminals when a deep-sea port powered by 20th century fossil fuel makes the transition to 21st-century carbon-free energy

Mark Lazzaretto, Solid Bulk Sector Manager and Industry & Decarbonisation Manager, Port of Marseille Fos

Decarbonising one of France's main industrial areas impacts the Port's former pure bulk import terminal. The Terminal Multi-Vracs of Fos (TMF), originally dedicated to coal and bauxite import is adapting to new traffic with the development of low carbon emission industrial plants nearby. After a quick overview of the Port of Marseille Fos and its traffic, the focus was on bulk and how the ongoing transformation of the local industry offers perspective and opportunities. The TMF is part of the undergoing industrial revolution.

- Port general overview.
- History of Fos Industrial Zone (FIZ) seen from the bulk terminal.
- Decarbonising FIZ – a field of opportunities.

Particulate emission control

Frank van Laarhoven, Senior Sales Manager Europe, RAM Spreaders

There are many problems with current bulk handling logistics, such as dust generation from the various transfer points at a mine or handling facility to the final destination and extended exposure to harmful airborne pollutants. In some situations, containerised bulk handling (CBH) offers solutions to these environmental problems and for some for some commodities definite operational advantages.

- Problems with current bulk handling logistics.
- Other methods to help reduce dust particulates and environmental impact.
- Situations where CBH is the way forward in reducing particulate emissions.

Port and terminal resilience to climate adaptation

Anthony van der Hoest, Global Solutions Director - Resilient Ports and Maritime Transportation, Arcadis

Modern ports and terminals face an increasing range of climate-change-related challenges, including rising sea levels, extreme weather events, heat stress, and increased flood risks. These events threaten critical infrastructure, disrupt supply chains, and expose the interdependencies between spatial planning, logistics, and operational continuity. As gateways for global trade and hubs of economic activity, ports and terminals must actively strengthen their climate resilience to remain competitive and reliable in a rapidly changing environment. This presentation dealt with the risks and shows mitigation measures for ports and terminals.

- Dealing with climate change in the port sector.
- Risks and solutions for ports and terminals.
- Planning and implementation.

CYBER SECURITY

Update on the latest cyber threats

Richard Hodder, Managing Director & Principal Cybersecurity Consultant, Engage Cyber

Real-world insights into how bulk terminals can strengthen their cyber defences while keeping operations running smoothly, with practical strategies, lessons from the field and a clear roadmap for reducing risk in today's high-threat environment.

- Update on cyber threats affecting maritime and port operations.
- Practical strategies for reducing cyber risk in port and terminal operations.
- How to meet compliance without slowing operations.
- Lessons learned from securing global offshore and bulk terminal projects.

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CASE STUDY: Marseille Port's response to cyber threat

Paul Franquart, Chief Information Security Officer, Port Authority of Marseille Fos

Protecting the Port of Marseille-Fos against cyber attacks involves understanding what an IT system is, the types of possible attack, how the attack takes place and what organisational and technical measures to take. The presentation addressed the protection of maritime, land and computer access, risk management, attack processes, the typology of attacks, the cyber organisation and the technical responses. It highlighted the importance of cyber-risk awareness and best practices to maintain security and responsiveness in case of a major crisis.

- How to appreciate and manage cyber risks.
- The typology and process of cyberattacks.
- The measures taken by the Port Authority of Marseille Fos – organisational, technical and good practices of employees.

WHAT OUR ATTENDEES AND SPEAKERS SAY...

Timothé Jost, Ingénieur Portuaire, Grues & Transition Énergétique Maritime

"A rich week in Marseille! This week, I had the chance to participate in the Association of Bulk Terminal Operators Conference, an event that brings together maritime industry players from all over the world. Between fascinating presentations, exchanges of experiences and discussions on the challenges of bulk, these few days were particularly inspiring. I also had the opportunity to visit the port of Caronte, an emblematic place that perfectly illustrates the dynamism and complexity of our industry. A huge thank you to igus France, which has been supporting this conference for almost 10 years, for allowing me to live this beautiful experience. Thank you to Simon Gutteridge and all his team for a flawless organisation and to Benoît Dos Santos at igus France for his support and good humour during these few days! Beyond the conferences, it is above all the human encounters, the ideas exchanged and the common passion for our profession that make this kind of event so valuable. Already looking forward to the next edition!"

Sylvie Doutres Ghizzo, Associate & Joint Managing Director, DsG Consultants

"An outstanding conference bringing together key players of the bulk sector. I truly appreciated the insightful discussions on the transition of bulk flows and trade dynamics. Highly recommended for anyone involved in port and terminal strategy."

Richard Habering, Head of Business Unit, igus Smart Plastics

"The Bulk Terminals 2025 conference in Marseille provided a great platform to discuss current challenges and innovations in the industry and to present our solutions for intelligent condition monitoring and predictive maintenance. The discussions with international experts showed how important such data-based solutions are for the efficiency and reliability of bulk logistics facilities."

Anthony van der Hoest, Global Solutions Director - Resilient Ports and Maritime Transportation, Arcadis

"I found the ABTO conference insightful, inspiring and hosted at a great location."

Will Tooth, Senior Dry Bulk Analyst, SSY

"Bulk Terminals 2025 conference was a great opportunity to hear the views of market leading experts. As a market analyst usually focused on an overview of the dry bulk market, I particularly valued the insights from people involved in the details. The location helped inspire flowing conversation and I left with more knowledge and connections than I arrived with."

BULK TERMINALS CONFERENCES

Our Bulk Terminals Conferences are 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 • Ports and construction consultants • Finance, Insurance and P&I • Lawyers



Why attend?

Understand the challenges the bulk terminal industry faces

Learn from the experts

Appreciate the needs of your customers

Join the discussion with industry peers, consultants and investors

Meet technology suppliers and find out how they can improve your compliance and efficiency

Keep an eye on our [website](https://www.bulkterminals.org) for details on Bulk Terminals 2026.

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BULK TERMINALS 2025 MARSEILLE – RESPONDING TO THE NEW AGE OF CHAOS

With thanks to our host port of Marseille Fos, conference partner DSG Consultants, SEA-invest Caronte for hosting a visit to their terminal, our sponsors and supporting organisations & media partners.

