



## NOTES FROM THE SECRETARIAT

Here in the UK we are now officially on British Summertime, however, no-one has informed the weather of this. Having said that our thoughts go out to our colleagues in Australia and in particular those in New South Wales, who have had to deal with the effects of ex-Cyclone Debbie. Not only has this caused the terminals to be closed but it has also brought about considerable problems in general, firstly with the effects of the extremely strong winds and now with the subsequent flooding. Thankfully it would appear that despite 20,000 people being evacuated there has been very few fatalities.

On a brighter note we are seeing something of an upturn in the Dry Bulk shipping industry with the Baltic Dry Index rising from 290 points in February 2016, an all-time low, to exceeding 1300 points at the end of March 2017. There are several reasons for this. The scrapping of vessels is starting to have some effect with the average age of the Dry Bulk fleet falling rapidly. China once again is also a major factor with imports from Australia and Brazil seeing an increase due to domestic production of coal and iron ore falling.

ABTO currently distributes its newsletter to just under 3000 people in the Bulk Terminal Industry and we are constantly looking for more benefits for members. One new benefit for members is the discount we have negotiated with Lloyd's Maritime Academy (LMA), which is now offering all our members an exclusive discount of 20% on the following events we believe would benefit you:

[Ports and Terminals Insurance Seminar](#) 13-14 June, London . A complete guide to assessing risks, examining liability and handling claims.

[Liquefaction of Bulk Cargoes Seminar](#) 25-26 September, London. Guidelines to combat liquefaction of bulk cargoes.

To register for these LMA events please follow the links above and use the code LMAABTO to claim your exclusive discount.



Ian Adams, CE, ABTO

## NEWS IN BRIEF

### PORTS OPEN AFTER DEBBIE

After weathering the impact of Tropical Cyclone Debbie, significant progress has been made on returning the critical northern ports of Abbot Point, Mackay and Hay Point to full operations.

"As you would expect, there has been damage from debris and flooding in the ports," said Ports Minister Mark Bailey.

"But I am extremely impressed with the way NQBP has been working closely with port terminal operators, tenants and service providers to work towards the resumption of safe port operations."

The Port of Mackay is now fully operational. The Port of Abbot Point has been cleared for shipping and vessels have returned to anchorages.

Re-opening of the coal terminals at the Ports of Hay Point and Abbot Point will be a decision made by the private businesses that operate those terminals.

North Queensland Bulk Ports Corporation (NQBP) Chief Executive Officer Steve Lewis said: "These are all important steps in gearing up to commence trading again from these critical Queensland assets," he said.

"As is always the case, our priority is making sure people are safe. And we will not compromise the safety of people to re-commence trade."

# BULK TERMINALS 2017

## ACHIEVING EFFICIENCY AND COMPLIANCE

The Inaugural Conference of the Association of Bulk Terminal Operators (ABTO)

31 October - 1 November 2017 - London

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



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operations industry

### KEY SPEAKERS INCLUDE

Susan Oatway, Associate,  
**Drewry Shipping Consultants**

Professor Mike Bradley,  
Director, **The Wolfson Centre**

Aron Frank Sørensen,  
Head of Maritime Technology  
and Regulation, **BIMCO**

David Wragg, Business  
Development Director,  
**Hargreaves Industrial Services**

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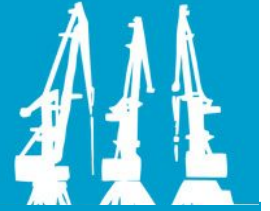
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## NEWS IN BRIEF

### LOGISTEC TO OPERATE CLEVELAND

Logistec USA has signed a 10-year agreement with the Cleveland-Cuyahoga County Port Authority to operate the Cleveland Bulk Terminal as of April 2017.

“Cleveland Bulk Terminal will become a significant part of our network along the Great Lakes and St. Lawrence Seaway. Logistec and the Port of Cleveland have similar values, and our customer-focused approach will be a key part of both the transition plan for our current clients and future business development projects,” said Madeleine Paquin, President and CEO of Logistec. “Logistec also shares the Cleveland-Cuyahoga County Port Authority’s commitment to environmental responsibility.”

Cleveland Bulk Terminal handles dry bulk commodities, principally iron ore pellets destined for steel production on the Cuyahoga River Ship Channel and limestone destined for Ohio power plants. The 45-acre facility began operating in 1997 and is located on the outer harbour of the Port of Cleveland, west of the mouth of the Cuyahoga River. The terminal is directly serviced by Norfolk Southern railroad.

“The Port of Cleveland is looking forward to working with Logistec to support our commercial goals, increase bulk volumes and diversify our cargo base. We were looking for an experienced partner whose primary business is cargo handling,” said William D. Friedman, President and CEO of the Cleveland-Cuyahoga County Port Authority.

“Logistec also has a strong financial record and a reputation within the industry for providing value-added services to bulk customers.”

## BULK TERMINALS VOLUME TO SURPASS 20 BILLION TONNES BY 2026

A comprehensive study of the global bulk terminals market has indicated that the APEJ region is likely to dominate the global market in terms of revenue and bulk throughput during the 2016 – 2026 period.

According to the Future Market Insights report, this could contribute to the growth of the overall global bulk terminals market performance in terms of volume, which is stated to register a CAGR of 3.2% in the next 10 years.

“If we look at the global bulk terminals market volume throughput, our research indicates a possible growth with throughput touching over 20,000 million tonnes by the end of 2026 from an estimated 15,000+ million tonnes by the end of 2016 – a good increase of around 1.4% between 2015 and 2026. Of this, the global bulk terminals market volume throughput share of the APEJ region is projected to be the highest – reaching a market volume share of over 40% by the end of 2016 and growing to more than 45% by the end of the forecast period (end of 2026). APEJ held a high volume share in 2014 so this seems like a probable trend we are witnessing here.

When FMI assessed APEJ bulk terminals market performance in terms of bulk terminals volume throughput and revenue, it found that the primary driver boosting the growth of the APEJ bulk terminals market was the steady pace of economic growth along with an increase in the industrial output of the region. “We believe these are the key factors that will drive the growth of bulk throughput across the APEJ region over the next 10 years.”

The market analyst suggests a number of factors point to an exponential growth of the APEJ bulk terminals market in the coming decade. However, declining coal consumption and trade reforms in China in the next 10 years is likely to restrict the growth during the projected period. “We also feel that an overcapacity in the APEJ shipping industry might influence the global bulk terminals market – to what extent this impact will hit the market remains to be seen.”

China, Australia, and India are the top countries within the APEJ region that are likely to hold a majority share of the global bulk terminals market, states the report. And of these three countries, China will remain the dominant market for bulk terminals on the basis of volume throughput of ports during the forecast period, contributing more than 48% market share in terms of volume throughput in the APEJ region. After China, Australia and India together are expected to contribute more than 30% in bulk market volume throughput.

The APEJ bulk market volume throughput was pegged at more than 6400 million tons in 2015 and is expected to register a CAGR of 3.8% to reach almost 9700 million tonnes by the end of 2026. Bulk market volume throughput in the regional market is estimated to increase by 0.7%.



## NEWS IN BRIEF

### CONTAINERISATION OF DRY BULK

Testing of an innovative dry bulk container has started at the container terminal of MSCC Bronka, the multipurpose sea cargo complex Bronka, Big Port St. Petersburg.

The container designed by Yuna LLC has been developed to ensure high efficiency of dry bulk cargo transportation by railways, accumulation at ports and transshipment to vessels without construction of a dedicated terminal.

The container complies with the requirements of Russian Railways and is compatible with standard container handling equipment. Dry bulk shipload depends on the number of containers, area available for stacking and the depth at berths. Two ship-to-shore cranes can load up to 20,000t per day.

The new technology allows eco-friendly ports to better handle cargoes of high pollution risk without damage to the environment.

The hermetically sealed container has no side doors or hatches. The top door is opened/closed right above the hold to minimise berth contamination and there are no square corners in the load areas, optimising cleaning operations. The frame of the steel container has undergone preliminary trials in compliance with the programme and methods approved by Russian Maritime Register of Shipping.

The frame does not contact the transported load. The compartment inside the frame is made of corrosion-resistant materials. Depending on cargo it can be made of water-resistant laminated ply-wood, aluminium alloys, stainless steel and plastic.

## OSHAWA TERMINAL OPERATIONS SET FOR LATE SUMMER

While commercial operations are still scheduled to begin this Spring, McInnis Cement is actively developing its distribution network to support the delivery of cement to its customers. Construction of the Oshawa, Ontario terminal, begun in late February, continues with the start of operations for this facility scheduled for late Summer 2017.

Formerly used for industrial port operations, the Oshawa site is already equipped with domes, two of which are currently being refurbished to include a cement unloading system for arriving vessels, and a truck loading station being constructed nearby. The two domes will provide a storage capacity of 14,000 tonnes of cement and the terminal will accommodate up to 60 trucks per day for loading and delivery to McInnis customers. The Oshawa terminal will be served primarily by the NACC Quebec, the vessel chartered by McInnis for distribution through the St. Lawrence Seaway.

McInnis has identified the eastern portion of the continent as its target market. Terminal locations were selected based upon the accessibility to efficient waterways to leverage its water-based transportation advantages and high-population metropolitan areas to minimize the number of truck miles to their customers.

In order to serve the needs of its customers via the rail network, McInnis began receiving the first of 25 new cars acquired from TrinityRail. The pressure differential cars of 3,230 cubic feet are designed to efficiently transport, load and unload dry material under tightly sealed conditions.

A first convoy of seven cars arrived on the Gaspé railway corporation network (Société du Chemin de fer de la Gaspésie). A second convoy of 12 cars is expected in the coming days, and a final convoy of six cars will follow. All 25 cars are expected to arrive in the Gaspé Peninsula by mid-April and will be ready for loading cement at the New Richmond transshipment site at the start of commercial operations scheduled for the Spring.

“As the work continues with the intensity required to start our plant operations on time, our team is working extremely hard to complete the final pieces of the puzzle for both logistics and distribution,” said McInnis Cement CEO Herve Mallet. “We are pleased to see that everything is in place to distribute our cement to our customers in the coming weeks.”



## NEWS IN BRIEF

### NAVIS SUPPLIES TPA

Navis has announced a new N4 terminal system licensing agreement with Terminal Puerto Arica (TPA), one of the leading ports on the Pacific Coast supporting the international trade of Bolivia.

TPA is the 56th terminal in Latin America to select Navis as a terminal software partner.

Located in northern Chile, TPA is a multipurpose terminal currently handling containers, bulk and break bulk cargo, supporting the trade industries of Bolivia, Chile and Peru.

“Our decision to select N4 is part of a larger plan to enhance operations including, a project to improve our gate infrastructure and construction of a new operational building,” said Dante Battaglia, Project Manager TOS, TPA.

“N4’s flexibility and advanced configuration capabilities, as well as its successful deployments in terminals of different types and sizes around the world clearly demonstrate why it is the perfect fit for our modernization efforts. We’re confident that Navis’ solution will increase our capabilities to provide an efficient and timely response to our clients in the Andean Macro Region and we’re honoured to be one of the first multipurpose ports in Latin America to implement N4.”

### KONKAN PLANS FOR BULK IMPORTS

JSW Infrastructure Ltd (JSWIL) plans to develop its Jaigarh Port in Konkan as one of India’s largest ports for receiving big bulk carriers, LNG, LPG and oil tankers.

“We are developing this port for the future,” Sajjan Jindal, Chairman, JSW Group said. “We have already done the master planning.”

## UK P&I CLUB ADVISE ON THE SAFE TRANSPORTATION OF SOYA BEANS

The UK P&I Club and consultancy CWA International have together offered guidance on the safe carriage of soya beans. Petar Modev, Senior Loss Prevention Executive, UK P&I Club, said: “There have been recent reports of severe delays to trucks transporting soya beans to barges on the Amazon as a result of poor road conditions. This will have an impact on any vessels awaiting soya bean deliveries at the Northern Arc ports in Brazil through increasing the storage time prior to shipment, and increasing the likelihood of cargo claims.

“Soya beans are classified as oilseeds and contain a high oil content. The inherent quality and storability of a soya bean cargo is dependent on moisture content and temperature. As a result, soya beans can undergo self-heating during long periods of storage.

“While the moisture content and temperature of soya beans cargoes are beyond a Master’s control, there are some guidelines which a Master and his crew can follow to receive and carry a soya bean cargo to protect their interests in the unfortunate event that a cargo claim is presented against the vessel at disport.”

UK P&I advises the following:

**Hold preparation before loading** - The ship’s holds should be cleaned prior to loading a cargo of soya beans. The cleanliness required for soya beans is generally regarded as one grade below hospital clean, namely “grain clean”.

**Considerations during the loading of soya beans** - Clear photographs of how the cargo is delivered to the vessel as well as how it is loaded will be invaluable in the event of a claim.

**Sampling** - Appoint a cargo superintendent to sample the cargo throughout loading, according to a representative sampling method, in order to obtain representative samples which can be assessed for cargo quality in the event a cargo claim arises.

**Heated fuel oil tanks** - Prolonged exposure to high temperatures from heated bunker tanks can also lead to direct heat-related discolouration of soya beans located next to the tank. This will have a direct impact on the oil and protein quality of the beans. Ideally, soya beans should not be loaded in holds adjacent to fuel oil tanks which are likely to be heated.

**Ventilation** - The cargo should be ventilated in accordance with sound maritime practice and any carriage instructions provided to the vessel.

**Discharge** - The Master should instruct the crew to monitor the discharge operations carefully. This entails noting and photographing how discharge is undertaken. The quantity of spilled cargo should be noted and, if excessive, a protest issued. Any delays that were not the fault of the vessel should also be recorded.



The market's choice

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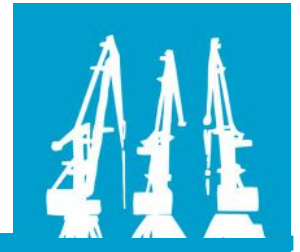
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## THE OPERATOR'S VIEW

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With the “strongest open wharf” on the Gulf of Mexico, multi-purpose cargo facilities with dockside covered storage and dockside rail transfer capability, Port Corpus Christi can handle most general cargo needs through its Northside and Southside General Cargo Terminals, located one mile from Interstate Highway 37 and U.S. Highway 181.

The Northside Terminal features ample covered and open storage facilities for project, roll-on/roll-off cargo, refrigerated cargo and other general and breakbulk cargoes. With dockside rail or truck transfer capability, the 122,000ft<sup>2</sup> of shipside covered storage incorporates a 48-foot wide canopy over double rail tracks at the rear of Dock 9 warehouse across 120 acres of an open storage and industrial development area.

Bulk Dock 1, located at the north side of the Tule Lake Channel in the Inner Harbour, is equipped to handle coal, ore, minerals and other dry bulk commodities, which can be discharged directly from vessels to railcars or trucks. The facility can receive Panamax class vessels but can also be used to load vessels when special handling is required.

Bulk Dock 2, meanwhile, also located on the north side of the Tule Lake Channel in the Inner Harbour, is geared to handle coal, petroleum coke, and other dry bulk commodities that can be loaded directly to vessels from bottom dump railcars, dump trucks or storage. Cargo handling is optimised by way of a radial ship loader capable of loading products weighing 55 pounds per cubic foot at a maximum rate of 1500t per hour. Actual productivity will vary depending on the product and vessel.

In March this year, Texas legislators filed several bills on behalf of Texas Ports paving the way for port access improvements projects. Speaking in March, Lt. Governor of Texas, Dan Patrick, said: “Texas ports serve as gateways to the state economy – creating nearly 1.6 million jobs for Texans. In order for Texas to remain the number one exporting state we must continue to enhance connectivity to ports and invest in port infrastructure. SB28 will accomplish this goal by providing critical funding opportunities that ensure that our ports remain competitive.”

As the primary economic engine of the Coastal Bend, Port Corpus Christi is the 5th largest port in the United States in total tonnage. Strategically located on the western Gulf of Mexico, with a straight, 45’ deep channel, Port Corpus Christi provides quick access to the Gulf and the entire United States inland waterway system. The Port delivers outstanding access to overland transportation with on-site direct connections to three Class-1 railroads and uncongested interstate and state highways.

It is protected by a state-of-the-art security department and an award-winning Environmental Management System.