



BULK TERMINALS 2022 RIGA – DISTRUPTIVE INFLUENCES ON TRADE

The Annual Conference of the Association of Bulk Terminal Operators (ABTO) – *the only event aimed at the entire bulk terminals industry*

11-12 October 2022: Freeport of Riga Authority Conference Centre, Latvia

PROGRAMME & CONFERENCE OVERVIEW

CONFERENCE PROGRAMME

PRE-CONFERENCE NETWORKING

MONDAY 10 OCTOBER

ICE BREAKER DRINKS

18:00 Foyer and Winter Garden of The Freeport of Riga Authority conference centre overlooking the Riga Canal
Kindly hosted by the **Freeport of Riga Authority**

CONFERENCE DAY ONE

TUESDAY 11 OCTOBER 2022

08:15 Registration and refreshments

OPENING WELCOME ADDRESSES

09:00 Simon Gutteridge BA Law (Hons), FIMarEST, Chief Executive, ABTO

09:05 **The Honourable Tālis Linkaits**, Minister for Transport, Republic of Latvia

09:15 **Viesturs Zeps**, Chairman of the Board, Freeport of Riga Authority

09:20 **Ansis Zeltiņš**, CEO, Freeport of Riga Authority

09:25 Conference Chairman's opening remarks

Professor Mike Bradley BSc Hons, PhD, Director, The Wolfson Centre for Bulk Solids Handling Technology, University of Greenwich; Chairman, Solids Handling and Processing Association (SHAPA) and the ABTO Members' Advisory Panel

BULK MARKETS

Session Chairman: Rahul Sharan, Lead Analyst Bulk Shipping Research, Drewry

09:30 Effects of the conflict in Ukraine on grain markets
Rahul Sharan

09:55 Prospects for the minerals dry bulk market in 2022 and beyond
William Fray, Director, Maritime Strategies International (MSI)

10:20 The future of coal – *short, medium and long term*
Basil M Karatzas, CEO, Karatzas Marine Advisors & Co

10:45 Biofuel markets
Speaker to be confirmed

11:05 Panel discussion and questions
Previous speakers and chairman

11:15 Refreshments

OPERATIONS, OPPORTUNITIES AND DEVELOPMENTS

Session Chairman: Garry O'Malley, Operations Director, Teesworks and Chairman, ABTO Technical Committee

11:45 Dangers of value engineering
Professor Mike Bradley

12:05 The benefits of bespoke designing for purpose
Lodovico Bernardi, Director Asia Pacific, Bedeschi SpA

12:30 Technical routes to improved OPEX
David Ingvarsson, Sales Manager Europe, Bruks Siwertell

11:55 Panel discussion and questions
Previous speakers and chairman

13:05 Lunch

14:05 CASE STUDY: Teesworks – *the largest development in Europe*
Garry O'Malley

14:30 CASE STUDY: Operation improvements for better efficiency at Puerto Panu
Cristian Valenzuela, Gerente, Puerto Panul S.A.

14:55 Benefits of containerised bulk handling
Frank van Laarhoven, Senior Sales Manager Europe, RAM Spreaders

15:20 Utilising the Delphi Technique when making major decisions – *achieving the best outcome*
Ian Mills, Assistant Lecturer, Solent University and Director, Lawrence Mills Consulting

15:35 Refreshments

16:05 Current operational issues in the present climate
Vladislavs Jakovļevs, CEO, Riga Bulk Terminal

16:30 Rail connectivity

Girts Bramans, Head of Strategic Stakeholders and Communication,
Rail Baltica

16:55 Panel discussion and questions

Previous speakers and chairman

CONFERENCE PANEL DEBATE

17:05 Conflict and the effect of the pursuit of political objectives on bulk trades –
international, regional and EU implications

Chairman, speakers and invited guests including The Ambassador of Ukraine
to the Republic of Latvia **His Excellency Olexandr Mishchenko**,
Mindaugas Stanys, First Secretary/DHM, Embassy of the Republic of
Lithuania to the Republic of Latvia and **Łukasz Cudny**, Chargé d’Affaires, a.i.,
Embassy of the Republic of Poland to the Republic of Latvia

EVENING SESSION

Kindly hosted by **The Freeport of Riga Authority**

17:40 Tour of Historic Riga followed by the Conference Reception in the Riga
Museum of History and Navigation

CONFERENCE DAY TWO

WEDNESDAY 12 OCTOBER 2022

08:30 Refreshments

09:00 Conference Chairman’s opening remarks

Professor Mike Bradley

DIGITALISATION AND THE CYBER THREAT

Session Chairman: Inga Mortana, General Manager, International Port
Community Systems Association (IPCSA)

09:05 What are the challenges and understanding where digitalisation can improve
performance

Nick Chubb, Managing Director, Thetius

09:30 Identifying where the risks come from and managing the risks

Nick Chubb, Managing Director, Thetius

09:55 Panel discussion and questions

Previous speakers and chairman

SAFETY AND RISK

10:00 Safety first

Richard Steele, Head of ICHCA International

10:25 Risk issues

Julien Horn, Senior Underwriter, TT Club

10:50 Panel discussion and questions
Previous speakers and chairman joined by **Aleksandrs Abuzjarovs**,
Chairman, Marine Services Group

11:00 Refreshments

ENVIRONMENT MATTERS

11:25 Hydrogen – a way to achieve decarbonisation targets
Speaker to be confirmed

11:50 Monitoring emissions
Raphael Picard, VP Sales EMEA, Ellona

12:15 Retrofit of the existing power supply – *achieving energy savings through electrification*
Malte Moeller, Project Manager, igus GmbH

12:40 Panel discussion and questions

12:45 Chairman's summary of conference deliberations

HARBOUR BOAT TOUR, PORT VESSEL TRAFFIC SERVICES CENTRE AND TERMINAL VISITS

13:00 Depart for boat tour of Riga Harbour and lunch on board
Kindly hosted by the **Freeport of Riga Authority**

14:00 Port Vessel Traffic Services Centre visit
Kindly hosted by the **Freeport of Riga Authority**

15:00 Bulk terminal visit
Kindly hosted by **Riga Universal Terminal**

16:00 Close of conference and return by coach to central Riga

To register to attend please click [here](#)

CONFERENCE OVERVIEW

The high-value programmes for the Annual ABTO Bulk Terminals Conference are designed for all those involved in the transportation, storage and handling of dry bulk materials and commodities.

Previous events: Please click [here](#) for links to the videos of Bulk Terminals 2021 Riga ONLINE, and [here](#) for the links to the webinars we ran in 2020 as well as the brochures for previous Bulk Terminals conferences.

Bulk Terminals Riga 2022: This year we are guests of our host port the Freeport of Riga Authority in Latvia, at their conference centre. Since Amsterdam in 2019 this will be the first time we will all meet physically.

The conference always sets the scene with an analysis of bulk markets. It continues with a full programme focused on the concerns of operators, each year offering sound practical solutions for improving safety, streamlining operations and ensuring environmental protection. Digitalisation, the cyber threat, development opportunities and naturally the ongoing effect of covid-19 on bulk terminal operations will also be covered this year.

Given the importance to Latvian and other Baltic ports of transit cargoes, rail and transport connectivity will be covered as well in Bulk Terminals Riga 2022 – especially given the impact the conflict in Ukraine has had.

Disputes with origins in political disagreements can affect the fortunes of port and terminals. China's dispute with Lithuania has regional and EU implications. In late 2020 China stopped buying Australian coal. Subsequently the Australians found new markets. Most recently Chinese exports of sand to Taiwan have stopped.

Time will tell how long lasting the fallout from the conflict in Ukraine will be. Similarly, how temporary the effect on the pattern of Chinese bulk imports and exports of their disputes with other countries will be. Bulk Terminals 2022 will examine the fallout, regionally and internationally.

Who should join us? The Annual ABTO Bulk Terminals Conferences are designed for all those involved in the transportation, storage and handling of bulk commodities. As well as terminals and ports we welcome equipment and service suppliers, professional advisors and academics to the conference. Indeed, ABTO feels strongly it is only through the interaction with these others that bulk terminals will achieve increased operational efficiencies, together with safety and environmental compliance.

Networking: As well as a full programme of presentations, panels and case studies, by popular request this year Bulk Terminals will include a terminal visit. We are delighted to be the guests of Rīgas Universālais Termināls – Riga Universal Terminal (RUT). As well as the valuable networking opportunities afforded by the visit to RUT, there will be a boat tour of Riga Port with lunch on board thanks to the generosity of the Freeport of Riga Authority, followed by a visit to the port Vessel Traffic Services Centre.

After the proceedings at the end of the first day, the Freeport Authority have kindly organised a tour of Historic Riga, culminating in the conference reception at the Riga Museum of History and Navigation – and for arrivals on Monday before conference they are also hosting drinks in the Foyer and Winter Garden of their conference venue overlooking the Riga City Canal.

Bulk Terminals 2022 Riga – the only event all those concerned with bulk terminals need to attend this year. **To register to attend please click [here](#)**

SPONSORS

With our thanks to the sponsors of Bulk Terminals 2022 Riga



Bedeschi, leader in bulk material handling for more than a century, has an outstanding experience in the realization of complete bulk terminal solutions for the marine sector. Bedeschi is the only company able to provide both stacking/reclaiming and loading/unloading systems, as shiploader, mobile shiploaders, shipunloader, transshipment, eco-hoppers, conveyors system, etc.

The growing scale of international transport of bulk-material requires quick and flexible solutions to react to the fast changing market demand. Our transshipment expertise is the best answer combined with our on-shore applications both for cost and time saving. Of course, reducing environmental pollution and producing eco-friendly bulk handling solutions in line with the most strictly regulations in this field, are Bedeschi first commitments. www.bedeschi.com



Bruks Siwertell is a market-leading supplier of dry bulk handling and wood processing systems. With thousands of installations worldwide, our machines handle your raw materials from forests, fields, quarries and mines, maintaining critical supply lines for manufacturers, mills, power plants and ports.

We design, produce and deliver systems for loading, unloading, conveying, storing, and stacking and reclaiming dry bulk materials, alongside equipment for chipping, screening, milling and processing wood for the biofuel, board, saw mill, pulp and paper industries.

We are global and local. You will find our main offices in the US, Sweden, Germany, China, Philippines, Russia and Taiwan, supported by a dedicated network of hundreds of representatives and dealers worldwide. www.bruks-siwertell.com

To view a video of the Siwertell ship unloader in action please click [here](#)



igus® GmbH is a globally leading manufacturer of energy chain systems and polymer plain bearings.

The Cologne-based family business has offices in 35 countries and employs 3.180 people around the world. Igus® operates the biggest test laboratory in the industry: 2.750 m² bring the idea of "motion plastics®" – polymer machine elements that drive and move – right to life. Here, around two billion test cycles are completed annually.

The goal of all this is to provide our customers with the very best product for their individual requirements – configurable online and deliverable after 24 hours. In the area of predictive maintenance, igus develops intelligent solutions that issue a warning of failure in good time before an unscheduled and very cost-intensive shutdown occurs. Click for details of [Long travels with energy supply systems](#) and [Solutions for mining and bulk handling](#).

Please click on the links below for igus® Whitepapers

1. Energy Chain -vs- Festooning 2. Energy Chain -vs- Cable Reeling Drum 3. Busbars -vs- Energy Chains

To watch a video of igus® solutions in action please click [here](#)



RAM Spreaders have been supplying container handling equipment to ports and terminals worldwide for over five decades. Expanding their product portfolio by entering the bulk handling industry a decade ago with their environmentally friendly RAM Revolver Containerised Bulk Handling Solution (RAM CBH).

The RAM CBH solution allows bulk terminals, handling facilities and traditional container terminals the ability to handle bulk without loss of commodity or contamination, as the CBH system uses open-top sealed containers as a mode of transport and unloading of bulk, with the commodity only seeing the light of day immediately prior to being unloaded at its final destination.

The flexibility of CBH allows traditional container ports using the same equipment to turn into a bulk port in less than two hours, resulting in a twofold increase in profits. www.ramspreaders.com

TECHVITAS

— *Piegāde. Serviss. Konsultācijas rūpniecībai.* —

Techvitas started its activity in 1999 in the Lithuanian port of Klaipėda and after 15 years opened a branch in Latvia.

During 20 years of work company has grown rapidly in terms of both the number of employees and branches, and its expertise.

We are now engineering company that can not only supply components for your equipment, but also provide the highest level of consulting and service in the field of full production automation, robotics and project implementation. techvitas.lv



TT Club is the established market-leading independent provider of mutual insurance and related risk management services to the international transport and logistics industry. The Club's services include specialist underwriting, claims management and risk and loss management advice, supported by a global office network.

TT Club's primary objective is to help make the industry safer and more secure. Established in 1968, TT Club has more than 1200 Members, spanning owners and operators, ports and terminals, and logistics companies, working across maritime, road, rail, and air. Members range from some of the world's largest logistics operators to smaller, bespoke companies managing similar risks.

The Club is renowned for its high-quality service, in-depth industry knowledge and enduring Member loyalty. It retains more than 95% of its Members with a third of its entire membership having chosen to insure with the Club for 20 years or more.

TT Club is managed by Thomas Miller – an independent and international provider of insurance, professional and investment services. www.ttclub.com

If you would like to join our sponsors at Riga email events@bulkterminals.org or call +33 (0)321 47 72 19

SUPPORTING ASSOCIATIONS AND MEDIA PARTNERS

With thanks to our **Supporting Associations and Media Partners**

Supporting Associations



Media Partners



With thanks to Riga Universal Terminal for hosting our visit to their terminal



Combine the conference with a few extra days in Riga



BULK TERMINALS
international

