

BULK TERMINALS RIGA 2022

ASSOCIATION OF BULK TERMINAL OPERATORS (ABTO)
11-12 OCTOBER 2022



BULK TERMINALS RIGA 2022



BEDESCHI

STANDARDIZED vs. TAILOR MADE



STANDARDIZED: ADVANTAGES

- Lower CAPEX cost (if equipment fits the purpose)
- Less spare parts
- Shorter delivery time (limited to saving on engineering lead time)

TAILOR MADE: ADVANTAGES

- Fits perfectly the purpose
- Less weight
- No compromises on standards and operations
- Ideal for existing facilities (brown field projects)
- Better TCO

STANDARDIZED: DISADVANTAGES

- Operational compromises
- Higher TCO
- Not suitable for brown field projects

TAILOR MADE: DISADVANTAGES

- Higher CAPEX
- Longer delivery time

STANDARDIZED vs. TAILOR MADE

WHO REALLY BENEFITS THE
LOWER PRICE?

VENDOR

STANDARDIZED vs. TAILOR MADE

CAPEX → SPEND ONCE

TCO → SPEND EVERY SINGLE DAY

STANDARDIZED vs. TAILOR MADE

**SQUEEEZE REALITY TO FIT
AVAILABLE PRODUCT**

USE CREATIVITY TO MATCH REALITY

CASE STUDY: ADELAIDE



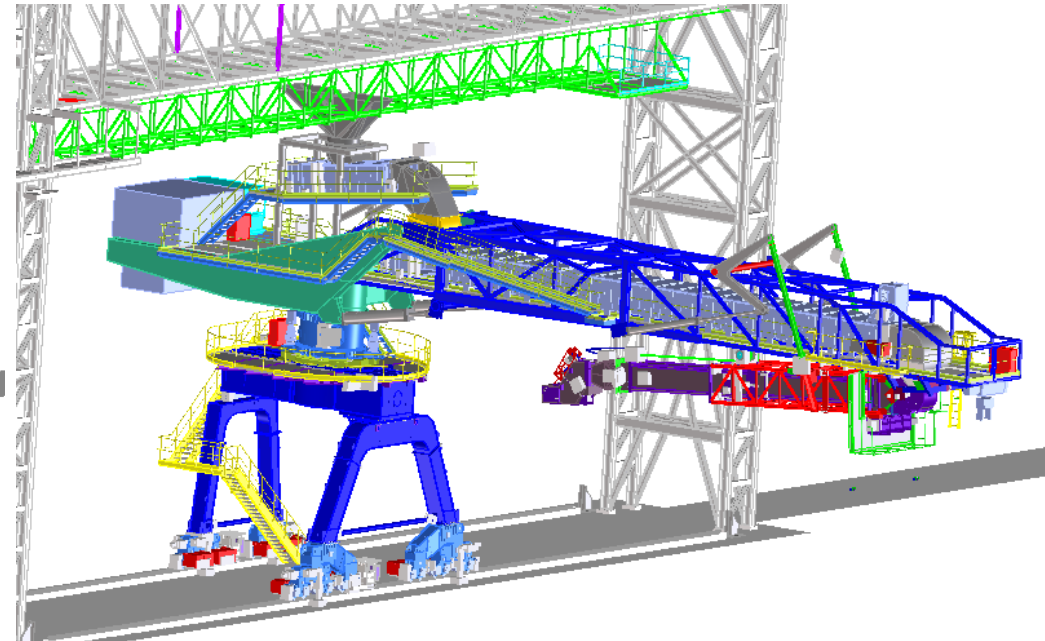
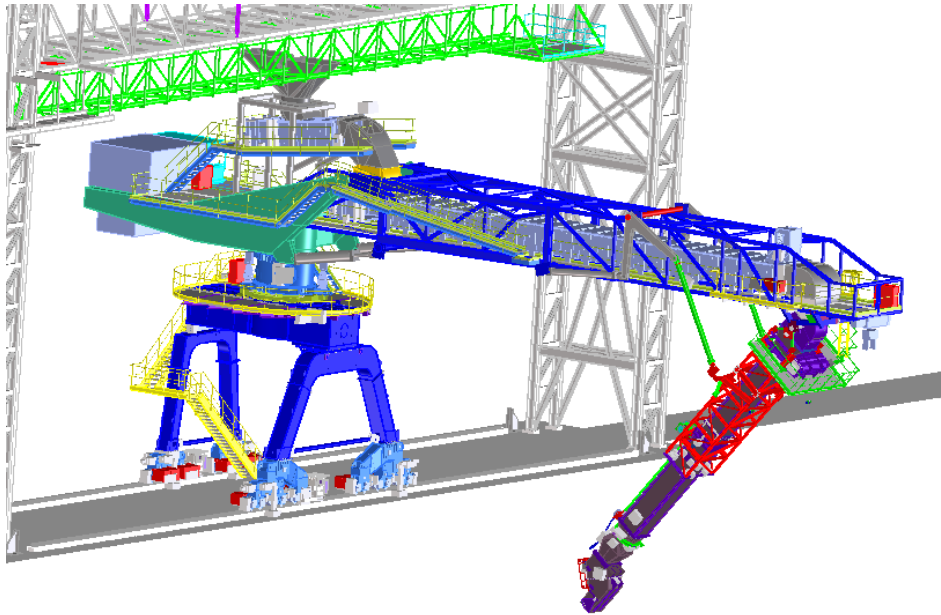
CASE STUDY: ADELAIDE



CASE STUDY: ADELAIDE



CASE STUDY: RESERVE



CASE STUDY: RESERVE



STANDARDIZED vs. TAILOR MADE

THANK YOU
PALDIES