



BULK TERMINALS 2024 ANTWERP

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

**23-24 October 2024, Radisson Blu Hotel,
Antwerp City Centre, Belgium**

CONFERENCE DOCUMENTATION





BULK TERMINALS 2024 ANTWERP

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

Radisson Blu Hotel, Antwerp City Centre, 23-24 October 2024

With thanks to the Port of Antwerp-Bruges Authority, together with our sponsors, supporting organisations and media

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CONFERENCE PROGRAMME

PRE-CONFERENCE NETWORKING: TUESDAY 22 OCTOBER 2023

18:00 **Ice Breaker Drinks – at the Radisson Blu Hotel bar**

CONFERENCE DAY ONE: WEDNESDAY 23 OCTOBER 2024

08:15 **Registration and refreshments**

OPENING WELCOME ADDRESSES

09:00 **Welcome from ABTO**

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

09:05 **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

09:15 **Welcome from the Port of Antwerp**

Jo Van der Herten, Key Account Manager, Port of Antwerp-Bruges Bulk Terminals

BULK MARKETS

Session Chairman: Rahul Sharan, Deputy Director – Bulk Research, Drewry

09:25 **KEYNOTE: Bulk markets vulnerability to wars and political disruptions**

Dr Wouter Jacobs, Executive and Academic Director Erasmus Commodity & Trade Centre, Erasmus University Rotterdam

09:55 **Prospects for the major bulks**

Rahul Sharan

10:35 **Grain markets**

Professor Indra Vonck, Partner, Maritime & Transport Business Solutions (MTBS) and Vrije Universiteit Brussels

11:05 **Refreshments**

11:35 **Biomass**

Gilles Gauthier, Research and Business Development Manager, Hawkins Wright

12:05 **Overview of minor bulks – waste, fly ash, aggregates**

Rahul Sharan

12:35 **Panel discussion and questions – Previous speakers and Chairman**

12:50 **Lunch**

OPERATIONS

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

14:00 Progress towards bulk terminal automation

Nick Chubb, Managing Director, Thetius

14:25 What is Containerised Bulk Handling (CBH)

Frank van Laarhoven, Senior Sales Manager Europe, RAM Spreaders

14:50 Latest developments in the electrification of terminal operations – *cold ironing and harbour machinery*

Hanne Geelen, Country Manager Belgium and Tobias Batzdorf, Shore Power Manager, igus

15:15 Refreshments

15:45 CASE STUDY: Glencore terminal application of radar technology

Dr Christian Augustin LLM, Managing Director, indurad GmbH

16:10 CASE STUDIES PANEL: Circular economies

Garry O'Malley

Michael Akkermans, Commercial Manager Port Operations, Katoen Natie

Yves Bosteels, General Manager Dry Bulk Division, SEA-invest

Kris Dhondt, Commercial Director Belgium, Euroports Belgium NV

16:40 Chairman's conclusions and close of day one

EVENING SESSION

16:45 Depart for a tour of De Koninck Antwerp City Brewery and the Conference Reception

CONFERENCE DAY TWO: THURSDAY 24 OCTOBER 2023

08:30 Refreshments

09:00 Conference Chairman's opening remarks

Professor Mike Bradley

ENVIRONMENT

Session Chairman: Professor Mike Bradley

09:05 Developments in maritime decarbonisation – *getting ports to net zero.*

Nick Chubb, Managing Director, Thetius

09:30 Sustainability gains from advances in technology

David Ingvarsson, Sales Manager, BRUKS Siwertell AB

09:55 PANEL DISCUSSION: Options for a green port strategy

Arne Strybos, Program Manager Fuel Transition, Port of Antwerp-Bruges
Maarten Boot, Policy Advisor, FEPORT
Karin Smit-Jacobs MSc, Director EU Transport and Energy, Conference of
Peripheral Maritime Regions (CPMR)
Tobias Batzdorf
Nick Chubb
David Ingvarsson

10:25 INTERACTIVE SESSION

Delegates from ports and terminals join panellists from the previous session to report where they are with their journey implementing a strategy for greening their operations

10:45 Refreshments

CYBER SECURITY, SAFETY & RISK

Session Chairman: Professor Mike Bradley

11:15 Update of the latest cyber risks and taking protective measures

Richard Hodder, CEO, Pelion Consulting

11:40 Safety – *eliminating risk*

Neil Dalus, Risk Assessment Manager, TT Club

12:05 Innovations in safety technologies

Richard Steele, CEO, ICHCA International

12:30 Discussion and questions

12:50 Chairman's summary of conference deliberations

13:00 Lunch

TERMINAL VISIT

14:00 Visit to Euroports' Fertilisers and Minerals Terminal



16:30* Close of conference and return by coach to central Antwerp

* Approximate timing

SPEAKERS**Michael Akkermans, Commercial Manager Port Operations, Katoen Natie**

Michael brings over 16 years of experience in the logistics and supply chain industry. He has led diverse teams, negotiated complex contracts and optimised operations and administrative processes.

Michael has successfully managed multiple projects and contracts across various regions, including Saudi Arabia, the United States and in marine multimodal sectors.

Dr Christian Augustin LLM, Managing Director, indurad GmbH

After Christian Augustin completed his Masters in Philosophy and History in 2006 he worked for an innovative start-up for the creation of new metallic structures and provided consultancy services to other OEM companies for product development and market placement. In 2015 he received his PhD for Innovation and Invention Science, comparing best practices in different industries and creating a theory of innovation.

In 2009, Christian co-founded indurad, with responsibility for solution development; sales, partner and subsidiary handling in the Americas and Asia; as well as QHSEC.

He has worked on many projects around the world and in all kind of mining and bulk material handling, from pre-sales until project hand over. Christian was the driver behind the stockpile automation projects in Brazil and the ship loader automation projects in Canada.

Tobias Batzdorf, Shore Power Manager, igus



Tobias is a seasoned mechanical engineer specialising in shore power systems, with five years of experience in the adoption of sustainable technologies.

He has developed and overseen projects across the globe for the installation of mobile shore power outlets. This often involves integrating safe, easy-to-use shore power systems into existing operations.

A key project Tobias worked on was the installation in the port of Hamburg.

Maarten Boot, Policy Advisor, FEPORT - Federation of European Private Port Companies and Terminals



Maarten joined FEPORT in 2029. FEPORT represents the interests of a large variety of terminal operators and stevedoring companies performing operations and carrying out activities in the seaports of the European Union.

At FEPORT, he ensures the functioning of the Environment, Safety and Security Committee (ESSC) and the Customs and Logistics Committees (C&LC).

Maarten studied Political Science and International Law at the Vrije Universiteit Amsterdam, where he developed a strong interest in the functioning of the European Union.

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



After doing an apprenticeship with BAE Systems, Mike took a first degree at Thames Polytechnic and after a while working in Flight Automation Research Laboratory at BAE, he returned to Thames Polytechnic to do a PhD in Design Methods for Pneumatic Conveying systems. After his PhD he failed to reach escape velocity from The Wolfson Centre, becoming first a consultant, then Manager and finally Director in 2000. He was elevated to the status of Professor in 2006.

Mike also has a small business in property, and co-founded WorkSafe Design, a company developing advanced PPE for infectious disease protection. In his spare time Mike is a competition dancer, and has qualified to compete in national events on more than one occasion in both ballroom and Latin American disciplines.

Nick Chubb, Managing Director, Thetius



Nick is the Managing Director of Thetius, an organization dedicated to enabling innovation in the maritime industry through a combination of research, advisory, and talent services. Nick started his career as a navigator on commercial ships before moving into maritime technology. Since moving ashore he has worked in technology in and out of the maritime industry and has held senior commercial positions overseeing the launch of digital products and services in a number of organizations including Marine Society and Intelligent Cargo Systems.

Nick is an accomplished ultra-endurance athlete, having completed a 300-mile solo trek across the Arabian Peninsula and six back to back marathons in the Sahara Desert.

Neil Dalus, Risk Assessment Manager, TT Club



Neil is in the TT Club's Loss Prevention Team. He joined TT Club in 2023 and has extensive experience managing port and port related infrastructure and assets, having 20+ years engineering experience, which includes Local Authority, consultancy and 11 years in the port industry in various technical and engineering leadership role

Kris Dhondt, Commercial Director Belgium, Euroports Belgium NV



Kris is an experienced port manager with a history of working in the paper and forest products industry. He brings experience from previous roles at Euroports – where he was previously Commercial Director Bulk – and Stora Enso.

Kris has a strong background in international project management, negotiation, international business & sales and warehouse operations.

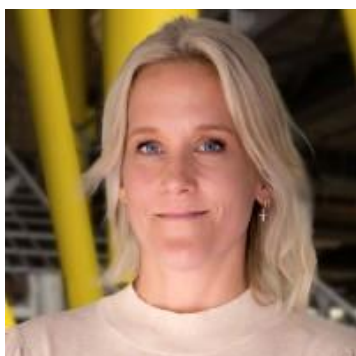
Gilles Gauthier, Research and Business Development Manager, Hawkins Wright



Gilles has been working in the bioenergy sector since 2009, firstly as project engineer before taking a leading role in biomass trade associations prior to joining Hawkins Wright in 2022. His previous role involved biomass price reporting and supply & demand analysis. Gilles is in charge of business development but also contributes to Hawkins Wright's biomass market reports.

He has a Master in Industrial Engineering with a specialism in the environment.

Hanne Geelen, Country Manager Belgium, igus BVBA



Hanne has been the Country Manager of igus Belgium for 10 years.

Hanne took a Master's degree in Business Engineering at the University of Antwerp and began her career at igus Belgium in the sales department 15 years ago, becoming a Product Manager and then Technical Consultant before assuming her current leadership role.

Hanne is also an active member of the InduMotion federation, an association of manufacturers, importers and distributors of material and services in industrial automation. Outside of her professional life, Hanne enjoys running and engaging in various outdoor activities.

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



Simon has 40 years experience as a maritime associations, media and events specialist. His experience in association management, event production and as a commissioning editor is reinforced by a strong background in advertising, sponsorship and revenue stream optimisation.

He has an excellent knowledge of maritime, trade, energy, defence, foreign affairs, legal and political matters.

Simon is experienced in developing relationships with key industry, regulatory and political personnel. He is adept at representing organisations, or providing advice in areas where experience and credibility are essential.

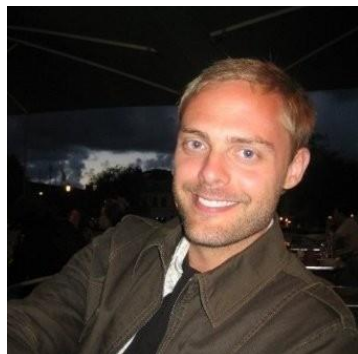
Richard Hodder, CEO, Pelion Consulting



Richard is a technical cybersecurity professional with a particular interest in maritime environments. He has 20 years experience in penetration testing, secure network design, and compliance – specialising in the intricacies of complex networks and operational technology.

Richard is a recognised expert and thought leader in maritime cybersecurity, interested not just to secure networks but to drive comprehensive cybersecurity strategies that align with business objectives and industry best practices – as well as understanding these systems also explaining and demystifying them for others.

David Ingvarsson



David is an experienced sales manager who has worked in both the mechanical and industrial engineering industries. His experience covers both project type sales and through distributors.

David is a strong program and project management professional skilled in HVAC, heat exchangers, boilers, district heating & cooling systems.

Dr Wouter Jacobs, Executive and Academic Director Erasmus Commodity & Trade Centre, Erasmus University Rotterdam



Wouter is the Academic Director of the 'Executive Programme Leadership in Commodity Trade and Supply Networks' and the 'Undergraduate Study Abroad Programme Maritime Studies from Nanyang Technological University'.

He has a substantial history as a senior research fellow and lecturer at Erasmus UPT.

Wouter has published widely in international academic peer reviewed journals and offers business intelligence with over 250 in-depth interviews with senior managers and business leaders in commodity trade, shipping and related maritime business service industries in Europe, USA and Asia.

Garry O'Malley, Operations Director, Teesworks



Garry has held a series of senior management roles in the ports industry for over 30 years working in a number of UK East Coast ports handling a wide variety of bulk, break bulk and unitised cargoes.

Garry spent a number of years as a senior seagoing officer in the Merchant Navy serving on a wide variety of ships including large bulk carriers trading worldwide. He is a Master Mariner, Associate Fellow of the Nautical Institute and the Vice Chairman of the Tees and Hartlepool Port Users Association.

Garry joined Redcar Bulk Terminal in 2012 prior to the re-opening of the steel works to oversee the resumption of iron ore imports. After only three years of production the steel works entered liquidation and closed again in October 2015 resulting in terminal throughput falling by almost 95%.

He then successfully restructured the business and guided the bulk handling terminal through its transition from a bulk import facility for raw materials used in steel making to a more diverse multi-modal terminal operation handling a wide variety of bulk materials for a number of clients.

Garry left Redcar and was appointed Operations Director at Teesworks in 2020. Teesworks is the largest industrial development in the UK, which will include a one-kilometre long quay.

Rahul Sharan, Deputy Director – Bulk Research, Drewry



Rahul leads dry bulk research at Drewry. He has an advanced Master's degree in International Economics from the University of Namur, Belgium and a post graduate degree in Economics from Jawaharlal Nehru University, New Delhi. He has been working on economic research for the past 18 years, which has involved data mining, data warehousing and data analysis using advanced analytical techniques. He regularly speaks on various facets of dry bulk markets at international conferences. In addition, he has also been working on consultancy assignments on ports and dry bulk freight market strategy. Rahul authors Drewry's flagship publication *Dry Bulk Forecaster* and is a regular contributor to bulk journals.

Karin Smit-Jacobs MSc, Director EU Transport and Energy, Conference of Peripheral Maritime Regions (CPMR)



Karin is an experienced executive manager, senior public affairs lobbyist and a former Dutch Ministry of Foreign Affairs career diplomat for 15 years, with international (UN) and EU experience in external relations in the different policy areas of climate, energy, transport, defence and security.

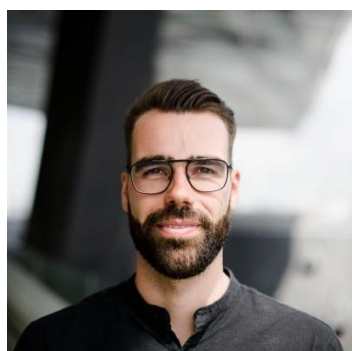
She was a candidate for the European Parliament in the 2024 elections, standing for the Democrats 66 (D66) party.

Karin is an EU Ambassador for Gender and Diversity in Transport and an active board member of Holland House Brussels.

Richard Steele, CEO, International Cargo Handling and Coordination Association (ICHCA)

Reporting directly to the Board, Richard leads the organisation which provides a focal point to improve cargo handling health and safety throughout international supply chains. ICHCA also represents members, and the cargo handling industry, as a recognised non-government organisation at international bodies such as the International Maritime Organisation and UNECE and other agencies and regulatory bodies.

Richard is a safety and skills professional with a Masters in Training and Development who has been involved in the ports industry for almost 25 years. Before leading ICHCA, he was Chief Executive at Port Skills and Safety for 11 years and prior to that the Senior Learning and Development Manager for Associated British Ports for 10 years. Richard has also worked in the nuclear industry on safety and skills provision.

Arne Strybos, Program Manager Fuel Transition, Port of Antwerp-Bruges

As Program Manager Fuel Transition, Arne Strybos is working on the transition to sustainable and CO2-neutral transport from, to and through the port of Antwerp-Bruges. With a focus on the integration of alternative fuels in the port platform, the Port of Antwerp-Bruges aims to accelerate the energy transition of maritime shipping, inland navigation, road and rail.

Arne first studied chemistry and then went on to take an MSc in Environmental Science and a postgraduate degree in environmental coordination at the University of Antwerp. Previously, he worked as an energy and sustainability engineer for industry and within public sector organizations.

Jo Van der herten



Jo has over 15 years of professional expertise in the breakbulk and maritime sector. In her current role as key account manager for Port of Antwerp-Bruges, she supports terminal operators in breakbulk, RORO, container and dry bulk operations.

Previously she has worked in key account management, inside sales and marketing roles in the maritime, logistics and breakbulk sector with various companies including Euroports, Katoen Natie and Steelforce. Jo also has experience working in marketing and account management roles in audit and IT consultancy.

Frank van Laarhoven, Senior Sales Manager Europe, RAM Spreaders



Frank is RAM's Senior Sales Manager for Europe, who joined the company in 2012 after an extensive career in the port industry. He strongly focuses on delivering the most cost-effective container handling solutions from RAM to ports and terminals in Europe, the Black Sea, and Africa.

Before joining RAM, Frank studied electrical engineering and worked in the overheight crane business before moving into the port business, becoming a senior manager for a spreader manufacturer and moving into sales shortly after.

Since joining RAM, Frank has also been instrumental in providing customers with after-sales support by assisting in commissioning projects and delivering on-site practical and theory training.

Professor Indra Vonck, Partner, Maritime & Transport Business Solutions (MTBS) and Vrije Universiteit Brussels



Indra is a prominent figure in the field of maritime economics and port development. He currently serves as partner for MTBS (Maritime Transport and Business Solutions), a global player in the port advisory space where he leverages his extensive experience in consulting maritime stakeholders and port authorities across both the public and private sectors.

Indra holds a PhD in Maritime Economics with a specialization in port development, which he obtained from the University of Antwerp and the Free University of Brussels.

His academic and professional journey has given him significant insights into new industry trends and their impacts on the broader maritime industry.

He is currently professor at the University of Brussels for European Economics and integration and is guest lecturer at Erasmus University Rotterdam. Indra has published in multiple academic journals and is frequently asked to speak on maritime and transport related conferences.

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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



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



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](#)



Polimak is a renowned engineering and fabrication company specializing in bulk solids handling technologies for over 40 years. Our expertise lies in developing innovative and efficient handling solutions for powders, granules, and pellets across diverse industries, including food, chemicals, plastics, minerals, and agriculture. We offer a comprehensive range of products, from individual equipment to turnkey installations, ensuring reliable and effective logistics and industrial applications.

One of our standout innovations is the Tilt-less Liner System. Unlike conventional bulk bag methods, this system simplifies the process by reducing handling steps, enhancing safety, and minimizing contamination risks. The Tilt-less Liner System loads bulk solids into sea containers with minimal dust and particle degradation, ships them efficiently, and unloads directly into silos or production lines within 15-25 minutes without tilting. This streamlined process eliminates the need for forklifts, reduces labour, and bypasses traditional port bulk handling operations.

Additionally, our Smart Logistics solution integrates advanced material handling technologies and an IoT platform to transform raw material logistics and storage. Serving operators, ports, terminals, and logistics companies across maritime and rail, we offer flexible transport, routing, and storage options to mitigate supply chain disruptions and ensure efficient, reliable operations.

At Polimak, our dedicated team of specialists is committed to delivering extraordinary, customized solutions that enhance value for our global customers. With a focus on digital technology integration, we continuously innovate to provide efficient, reliable, and cost-effective systems, reflecting our passion, respect, and commitment to excellence in bulk solids handling. For more information please visit <https://polimak.com/>

To view videos of Polimak's Bulk Material Handling Solutions please click [here](#) and their Mobile Bulk Materials Handling Technologies please click [here](#)



indurad, based in Germany, specializes in the development and production of 2D and 3D radar sensors, offering advanced solutions for mining and bulk material handling. Radar technology is particularly advantageous as it can penetrate dust, fog, and other obstructions, making it ideal for bulk port operations.

indurad's offerings range from basic solutions for measuring bulk material flow, hopper levels, and collision avoidance to more complex systems for material tracking, stockpile scanning, stacker reclaimer automation, and even fully autonomous shiploaders and unloaders. For more information, visit www.indurad.com

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INTERNATIONAL BUSINESS MAGAZINE



Baltic Transport
bimonthly-daily companion
Journal

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Indra Vonck	Maritime & Transport Business Solutions	The Netherlands

BULK TERMINALS 2024 ANTWERP – EVALUATION FORM

Your opinion is important for us, in order to help us evaluate this conference and plan future ones. Please take a few minutes to answer the following questions – just circle, tick or underline – and give us your comments. Thank you.

1. Do you represent a
Terminal Operator
Equipment Supplier
Service Supplier
Other – *please specify*

2. How did you find out about the event?
Advert
Sales Call
ABTO Website
Referral from colleague or contact
ABTONews
Bulk Terminals International
Other Publication or Supporting Organisation – *please specify which one*

Other way – *please specify*

3. What was your main reason for joining us?
Programme
Networking
Other – *please specify*

4. Would you recommend the conference to others? Yes / No

6. Please list any presentations which you found particularly useful – ***please do this after you have heard the presentation***

BULK TERMINALS 2024 ANTWERP – EVALUATION FORM

5. In order of preference please indicate which sessions were the most useful – *if two or more sessions were of equal interest, please feel free to indicate*

BULK MARKETS	
OPERATIONS	
ENVIRONMENT	
CYBER SECURITY SAFETY & RISK	

6. Which subjects would you like to see covered next time?

7. Are there any subjects you would us to cover with a dedicated conference?

9. Do you have any other comments or questions?

10. Are there any positive comments about the conference which you would be happy to see us use in future marketing material?

11. Do you have a preferred location for Bulk Terminals 2024?

12. Your Name – *optional, and thank you for your time*