



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

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

Radisson Blu Hotel Marseille Vieux Port, 29-30 October 2025

Please note this is a draft document subject to change and apart from the Bulk Markets session, the Operations, Safety & Risk and Environment sessions may change the order from as they appear below

CONFIRMED SPEAKERS

Dr Christian Augustin LLM, Managing Director, indurad GmbH

Nils Beneton, Managing Director, SEA-invest France

Louis Borer, Senior Analyst, Risk Intelligence A/S

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

Jan Cantow, Co-Founder, Heyport

Firas Ezzeddine, Chief Commercial Officer, HES Med Terminals

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

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

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

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

Hervé Martel, Chief Executive Officer & Chairman of the Executive Board, Port of Marseille Fos

Pablo Rodas-Martini, President, Gliese Foundation and Director of Market Intelligence, Emerging & Frontier LLC

Tarik Rürup, Shore Power Manager, igus GmbH

Geraldine Savin, Senior Claims Executive, TT Club

CONFERENCE PROGRAMME

PRE-CONFERENCE NETWORKING: TUESDAY 28 OCTOBER 2025

EVENING

Ice Breaker Drinks

CONFERENCE DAY ONE: WEDNESDAY 29 OCTOBER 2025

MORNING SESSION

OPENING WELCOME ADDRESSES

Welcome from ABTO

Conference Chairman's opening remarks

Welcome from the Port of Marseille Fos

BULK MARKETS

KEYNOTE: Impact on bulk markets of the US tariff regime

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

Changing patterns of the coal trade

Grain markets

Biomass

Overview of cementitious trade

AFTERNOON SESSION

OPERATIONS

Revisiting the maximum operational efficiency versus flexibility debate for equipment in view of changing increased volatility in international bulk commodity flows

Challenges making the transition to new bulk traffics

CASE STUDY: Operating a multi-bulk terminal

CASE STUDY: Developing infrastructure investments and adding value to operations in a logical and sustainability way.

CASE STUDY Smart berth planning – *benefits of minimising idle time*

Port and terminal resilience to climate adaptation

EVENING SESSION

Conference Reception

CONFERENCE DAY TWO: THURSDAY 30 OCTOBER 2025

MORNING SESSION

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

Shore power options – *which system is best for your terminal?*

Shore power avoiding electrical arc flash

Particulate emission control

CYBER SECURITY, SAFETY & RISK

Protective measures port authorities and terminals must take to counter the risk of cyber attack.

Minimising risk, increasing safety

AFTERNOON SESSION

Terminal Visit: HES Fos Multibulk Terminal, Darse 1



[REGISTER HERE](#) for Bulk Terminals Marseille and for details of the Radisson Blu conference hotel.

Bulk Terminals Marseille 2025 *continued*

With thanks to our host port of Marseille Fos, conference partner
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