



**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*

---

**CONFIRMED SPEAKERS**

Dr Christian Augustin LLM, Managing Director, indurad GmbH

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

Sylvie Collange, Chief Executive Officer, SEA-invest Caronte Terminal, Marseille Fos

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

Sean Fairley, Principal Consultant, Drewry

Richard Hodder, Founder & Principal Consultant, Engage Cyber and Managing Director & Head of Maritime Cyber, CyberPanther

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

Géraldine 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**

Geopolitical tensions impacting the global bulk trade

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**

Challenges making the transition to new bulk traffics

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

CASE STUDY: Operating a multi-bulk terminal

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

Smart berth planning – *benefits of minimising idle time*

Preventative maintenance in bulk handling

## **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

Particulate emission control

Port and terminal resilience to climate adaptation

#### **CYBER SECURITY, SAFETY & RISK**

Update on the latest cyber threats

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  
DSG Consultants, sponsors, supporting organisations and media partners

