



## **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**

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*Please note the programme is subject to change*

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### **CONFERENCE PROGRAMME**

#### **PRE-CONFERENCE NETWORKING: TUESDAY 28 OCTOBER 2025**

**18:00 Ice Breaker Drinks**

#### **CONFERENCE DAY ONE: WEDNESDAY 29 OCTOBER 2025**

**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 Marseille Fos**

Hervé Martel, CEO & Chairman of the Executive Board or other speaker from the Port of Marseille Fos

#### **BULK MARKETS**

**09:25 Geopolitical tensions impacting the global bulk trade**

Louis Borer, Senior Analyst, Risk Intelligence A/S

**09:50 Impact on bulk markets of the US tariff regime**

Sean Fairley, Principal Consultant, Drewry

**10:15 The trade of iron ore in hectic times when countries are protecting their steel industries**

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

**10:40 Changing patterns of the coal trade**

Will Tooth, Senior Dry Bulk Analyst, SSY

**11:05 Refreshments**

**11:35 Biomass**

Speaker to be confirmed

**12:00 Overview of cementitious trade**

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

**12:25 Grain markets**

Cara Hatton, Dry Bulk Analyst, SSY

**12:50 Q & A and Discussion Panel**

**13:00 Lunch**

**OPERATIONS**

**14:00 Challenges making the transition to new bulk traffics**

Sylvie Doutres Ghizzo

**14:25 Revisiting the maximum operational efficiency versus flexibility debate for equipment in view of changing increased volatility in international bulk commodity flows**

Professor Mike Bradley

**14:50 CASE STUDY: Operating a multi-bulk terminal**

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

**15:15 Refreshments**

**15:45 CASE STUDY: Developing infrastructure investments and adding value to operations in a logical and sustainability way**

Firas Ezzeddine, Chief Commercial Officer, HES Med Terminals

**16:10 Smart berth planning – *benefits of minimising idle time***

Jan Cantow, Co-Founder, Heyport

**16:40 Preventative maintenance in bulk handling**

Speaker from igus

**17:05 Q & A and Discussion Panel**

**17:20 Chairman's conclusions and close of day one**

**EVENING SESSION**

**17:30 Conference Reception**

**CONFERENCE DAY TWO: THURSDAY 30 OCTOBER 2025**

08:30 **Refreshments**

09:00 **Conference Chairman's opening remarks**  
Professor Mike Bradley

**ENVIRONMENT**

09:05 **Implications for bulk terminals when a deep-sea port powered by 20th century fossil fuel makes the transition to 21st century carbon free energy**  
Mark Lazzaretto, Solid Bulk Sector Manager and Industry & Decarbonisation Manager, Port of Marseille Fos

09:30 **Particulate emission control**  
Frank van Laarhoven, Senior Sales Manager Europe, RAM Spreaders

09:55 **Port and terminal resilience to climate adaptation**  
Anthony van der Hoest, Global Solutions Director - Resilient Ports and Maritime Transportation, Arcadis

10:20 **Q & A and Discussion Panel**  
Previous speakers

10:35 **Refreshments**

**CYBER SECURITY, SAFETY & RISK**

11:05 **Update on the latest cyber threats**  
Richard Hodder, Founder & Principal Consultant, Engage Cyber and Managing Director & Head of Maritime Cyber, CyberPanther

11:30 **Protective measures port authorities and terminals must take to counter the risk of cyber-attack.**  
Speaker from the Port of Marseille Fos

11:55 **Minimising risk, increasing safety**  
Géraldine Savin, Senior Claims Executive, TT Club

12:20 **Discussion and questions**

12:40 **Chairman's summary of conference deliberations**

13:00 **Lunch**

**TERMINAL VISIT**

14:00 **Terminal Visit: HES Fos Multibulk Terminal, Darse 1**



16:30 **Close of conference and return by coach to central Marseille \***  
\* Approximate timing

**REGISTER HERE** for Bulk Terminals Marseille and for details of the Radisson Blu Hotel Marseille Vieux Port conference hotel.

**With thanks to our host port of Marseille Fos, conference partner  
DSG Consultants, sponsors and supporting organisations & media partners**



**BULK TERMINALS**  
*international*

**TRANSPORTES & NEGÓCIOS**

**Terminals 2025 Marseille *continued*:**

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**abto** ASSOCIATION OF BULK  
TERMINAL OPERATORS