

BULK TERMINALS MARSEILLE 2025

THE ONLY EVENT AIMED AT THE ENTIRE BULK TERMINALS INDUSTRY

29-30 OCTOBER 2025

Organised by



The Annual Conference of the Association of Bulk Terminal Operators (ABTO)

RESPONDING TO THE NEW AGE OF CHAOS

Conference partner



Sponsors



**INCLUDING
VISIT TO HES FOS
MULTIBULK
TERMINAL**

Host port



PROGRAMME

OFFERING PRACTICAL SOLUTIONS SESSIONS WILL COVER

- » AN IN-DEPTH SECTOR BY SECTOR MARKET ANALYSIS
- » STREAMLINING OPERATIONS AND INCREASING EFFICIENCY
- » PROTECTING AGAINST CYBER ATTACK
- » MINIMISING RISK IMPROVING SAFETY
- » ENSURING ENVIRONMENTAL PROTECTION AND COMPLIANCE
- » HOW EQUIPMENT AND SERVICE PROVIDERS CAN PROVIDE SOLUTIONS TO TERMINAL OPERATORS' NEEDS

For more details and to register, visit: bulkterminals.org/index.php/events

This year Bulk Terminals 2025 is being held in Marseille at the Radisson Blu Hotel Marseille Vieux Port.

We are very grateful for the support of the Port of Marseille-Fos our host port for this year's conference.

As the leading port in France, generating 43,500 jobs in the Bouches-du-Rhône department Marseille Fos is a global port with an infrastructure able to handle all types of traffic: hydrocarbons, liquid bulk, general cargo, passengers – and of course dry bulk.

Thanks to its location which make it ideal for North-South and East-West trade – plus its excellent road, rail, river and pipeline connectivity – it is the gateway to Europe at the southern end of the French logistics corridor of Lille – Paris – Lyon – Marseille.

The Port of Marseille Fos is made up of two harbours, each with very distinct features. The eastern harbour located in Marseille is a local port for goods and passengers. The western harbour is located in the industrial port area of Fos-sur-Mer, accessible to the largest ships and dedicated to major intercontinental flows. The western harbour is where bulk terminal activity is located.

The solid bulk sector in Marseille Fos handles both the import and export of agri-food products such as cereals, as well as industrial bulk such as fertilisers, construction materials, clinker, iron or bauxite ores, alumina, peat, etc.

Bulk Terminals Marseille will feature a packed programme of presentations and case studies for delegates and experts from across the industry to share ideas and information.

'Responding to the New Age of Chaos' is the theme of Marseille. The fluid situation

surrounding the imposition of the tariffs imposed by President Trump – at whatever level they settle at – added to worldwide geopolitical tensions will continue to have a serious impact on bulk trade flows, both in terms of total volumes and trade routes. These two factors added to the normal operational challenges managers face will force many bulk terminals to make strategic adaptations to maintain, let alone increase profitability.

Our regular coverage of bulk markets, improving – or at least maintaining – profitability, streamlining operations, improving safety, online security, plus ensuring environmental compliance and protection will be examined against the backdrop the volatile environment bulk terminal managers now have to operate in. Marseille will examine the impact these latest challenges place on bulk terminal operations – both in the short and long term.

An additional challenge port and terminals will have to face in the not so distant future, is the impact on their infrastructure of rising sea levels caused by climate change. This is a subject we have wanted to address for some time and will also be covered.

The Annual ABTO Bulk Terminals Conferences are designed for all those involved in the transportation, storage and handling of bulk commodities. As well as terminals and ports we welcome equipment and service suppliers, professional advisors and academics to the conference. Indeed, ABTO feels strongly it is only through the interaction with these others that bulk terminals will achieve increased the operational efficiencies, better security, safety and environmental compliance they need to achieve.

There will be plenty of opportunities for that interaction. Ample time is provided to network during the course of the conference proper during breaks and discussions. Additionally, there is the relaxed and convivial atmosphere of Ice Breaker Drinks in the bar of the Radisson Blu for arrivals on the evening before the event starts and then the Conference Reception at the end of day one.

Both of these provide the perfect opportunity renew old friendships and make new ones. A further valuable networking opportunity is afforded by our traditional terminal visit on the afternoon of the second day. Our thanks to HES Med for inviting us to visit their FOS Multibulk Terminal.

ABTO could not stage the annual Bulk Terminals conference without the support of our sponsors: igus, indurad, RAM Spreaders and the TT Club. Each of these will present an operational, environmental or safety perspective.

A big thank you to them, our host port of Marseille Fos and conference partner DsG consultants.

Together with our conference Chairman Professor Mike Bradley and ABTO Technical Director Ian Adams, I look forward to welcoming you all to Bulk Terminals Marseille in October.

Simon Gutteridge, Chief Executive, ABTO



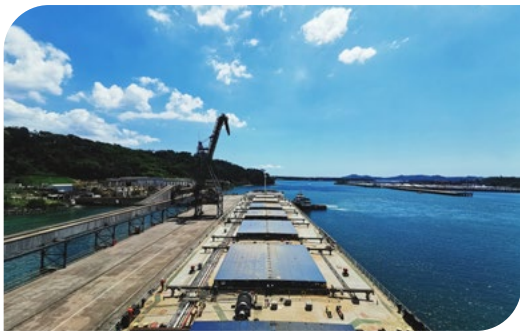
Mike Bradley,
Director, The Wolfson Centre



Simon Gutteridge,
Chief Executive, ABTO

KEY TOPICS

- **Impact on bulk markets of geopolitical tensions and the US tariff regime**
- **The trade of iron ore in hectic times**
- **Challenges making the transition to new bulk traffics**
- **CASE STUDY: Operating a multi-bulk terminal**
- **CASE STUDY: Developing infrastructure investments – adding value to operations in a logical and sustainability way**
- **Making the transition to 21st century carbon free energy**
- **Port and terminal resilience to climate adaptation**
- **Protecting from cyber attack**
- **Minimising risk, increasing safety**



WHY ATTEND?

- Understand the challenges the bulk terminal industry faces
- Learn from the experts
- Appreciate the needs of your customers
- Join the discussion with industry peers, consultants and investors
- Meet technology suppliers and find out how they can improve your compliance and efficiency



WHO SHOULD ATTEND?

BULK TERMINALS 2025 is the essential event for operational and technical directors, managers, business development and analysts from:

- Bulk terminal operators
- Port authorities
- Mining companies, commodity producers and traders
- Shippers
- Ship owners, operators, charterers, managers and barge companies
- Logistics, brokers and forwarders
- Materials handling engineers
- Equipment and service providers
- Government and regulators Terminal developers
- Ports and construction consultants
- Finance Insurance and P&I Lawyers

SPONSORSHIP AND EXHIBITION OPPORTUNITIES

BE INVOLVED AS A PARTNER

Attending this event as a partner – exhibiting or sponsoring – will give you the opportunity to showcase your technologies, services, solutions and products to some of the most respected leaders in the bulk terminals industry. It's the ideal way to enhance your company profile and communicate effectively with your target audience.

BENEFITS OF SPONSORING

- Increase awareness of your product or service
- Showcase your product or service to potential buyers
- Benefit from greater market exposure to key purchasing influencers

For more information, please call +33 (0)321 47 72 19 or email events@bulkterminals.org



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 Drybulk Analyst, SSY

11:05 Refreshments

11:35 **Biocarbon – the new substitute for fossil coal**
Tom Sieverts, Vice President, International Biomass Torrefaction and Carbonisation Council (ITBC)

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 discussions

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 Richard Habering, Head of Business Unit, igus Smart Plastics
17:05	Real-time volume and quality tracking from warehouse to terminal Dr Christian Augustin LLM, Managing Director and Julien Pierre, Regional Sales Manager, indurad GmbH
17:30	Q & A and discussions
17:45	Chairman's conclusions and close of day one
EVENING SESSION	
18:00	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 discussions
10:35	Refreshments

CYBER SECURITY, SAFETY & RISK

11:05	Update on the latest cyber threats Richard Hodder, Managing Director & Principal Cybersecurity Consultant, Engage Cyber
11:30	Marseille Port's response to cyber threat Paul Franquart, Chief Information Security Officer, Port Authority 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



The programme is subject to change. For the most up-to-date and detailed programme for this event, please visit bulkterminals.org/events

Registration

BULK TERMINALS 2025 MARSEILLE

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

TWO EASY WAYS TO REGISTER

- 1 Online: www.bulkterminals.org/events/event-registration
- 2 Email: events@bulkterminals.org

REGISTRATION FEES

ABTO Members £1,200 + VAT

*Non-Members £1,400 + VAT

DISCOUNTS AVAILABLE FOR GROUP BOOKINGS

Contact **Simon Gutteridge** +33 (0)321 47 72 19 or events@bulkterminals.org

** For details of how join ABTO and its benefits, including reduced conference fees, please visit:*

www.bulkterminals.org/membership

On receipt of your registration we will email an invoice with details of payment, which is due immediately, together with details of specially negotiated hotel rates.

Cancellations

Cancellations of a registered place must be received in writing no later than 14 days prior to the event. A charge of £100 + VAT will be made for cancellations received before this date, but it is regretted that no refunds will be issued after this date. However, substitute delegates are welcome.



Great conference, good programme and networking – met some useful people.

Fergal Buttimer, Buttimer Engineering

Thank you for a great convention with many interesting presentations and discussions.

Kristoffer Alm, BRUKS Siwertell

The strong point is the mix of operators, suppliers and service providers

Ekke Oosterhuis, Royal HaskoningDHV

I think you cover most if not all the relevant topics that need discussing and would not add anything to them. As far as I'm concerned – you're doing an excellent job

Stewart Boyle, Liebherr

Made some very good contacts – the perfect niche event. Relaxed, intimate atmosphere and the programme gave me a good insight into our terminal customers' needs – we will be back

Mark Smith, igus

I attended the last three conferences. It was a wonderful opportunity to meet and to share experiences with so many interesting people involved in dry bulk terminal issues. Always learning and exchanging new ideas I would definitely recommend.

Cristian Valenzuela, Puerto Panul



ABTO Courses and Training

A key feature of ABTO's Mission is developing training schemes and educational seminars to facilitate advancement and best practice. These include Port and Terminal Operations for Bulk Cargoes, Biomass Operations & Handling Technologies and Understanding the Total Cost of Ownership, which will be run when the demand justifies it. We are grateful for the input from The Wolfson Centre.



Port and Terminal Operations for Bulk Cargoes

Held in collaboration with The Wolfson Centre, this popular ONLINE SHORT COURSE is ideal for anyone with responsibility for the safe handling and storage of bulk cargoes. Delegates will gain an understanding of the reasons for the varied behaviour of, and how to handle, bulk particulate materials as they travel across the seas or are stored and transported to and from port terminals.

"I consider this course has been a very useful to approach a number of questions about bulk cargoes. The variety of subjects covered was high, from port equipment to the unloading and loading of ships, the various forms of storage, and the risks of fire and explosion." Duarte Bastos, Terminal Manager, SILOPOR - Empresa de Silos Portuários, SA



Biomass Operations and Handling Technologies

Held in collaboration with The Wolfson Centre, this course has been designed to help delegates identify and resolve common problems when handling the various biomass materials.

"The course is very detailed and informative on a technical level. It also provides a lot of in-depth insight into the wood pellet bio-mass industry and provides a good foundation of knowledge to someone new to that industry" Lin Delassus, Logistec, US



Understanding the Total Cost of Ownership

All too often the operational requirements of the equipment to be supplied to bulk terminals is not properly understood by either the buyers or the sellers. Purchase decisions purely based on price or a lack of knowledge of the characteristics of the material to be handled – or frequently both – will fail to understand the true cost of a bulk solids handling system to a business in terms of down-time; energy; maintenance and manning. The OBJECTIVE OF THE COURSE is to raise awareness amongst bulk terminal buyers of the need to behave in a better-informed way and equipment suppliers to understand the operational needs of the equipment they are supplying. The course will be delivered through EXPERT PRESENTATIONS, CASE STUDIES and GROUP WORKING facilitated by The Wolfson Centre for Bulk Solids Handling Technology and the Solids Handling & Processing Association (SHAPA).

For further details of all of these courses including fees, registration and discounts for ABTO members and partners please click **HERE** or contact: **Simon Gutteridge** events@bulkterminals.org +33 (0)3 21 47 72 19 to register an interest in attending any of these courses which will be held when there is sufficient interest.

Other Short Courses offered by The Wolfson Centre for Bulk Solids Handling Technology, particularly those dealing with the pneumatic conveying of bulk solids will be of interest to many in the bulk terminals community. ABTO members have been kindly offered a discount on fees for this and The Wolfson Centre's other short courses.

Please click **HERE** or contact **Caroline Chapman** wolfson-enquiries@gre.ac.uk +44 (0)20 8331 8646 for further details



UNIVERSITY OF GREENWICH

The Wolfson Centre
for Bulk Solids Handling Technology



**Institution of
MECHANICAL
ENGINEERS**

Sponsors

With thanks to our sponsors of Bulk Terminals Marseille 2025



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



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.

www.indurad.com



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**



With thanks to our Host Port for Bulk Terminals Marseille 2025

About the Port of Marseille Fos

Port of Marseille Fos – At the Heart of Transitions

Strategically located on the Mediterranean coast and at the mouth of the Rhône River, the Port of Marseille Fos is France's leading port and a key gateway to Southern Europe. It connects global trade flows across 160 countries and 500 ports, handling over 70 million tonnes of cargo and nearly 4 million passengers annually.

Covering 10,400 hectares—an area equivalent to the size of Paris—the port is composed of two complementary harbours:

- **Marseille Eastern Harbour:** a hub for passenger traffic, cruise operations, and ship repair, including the Forme 10 dry dock, the third largest in the world. It also supports ro-ro, container, and bulk cargo, and hosts a growing digital sector with data centers and submarine cable landings.
- **Fos-sur-Mer Western Harbour:** a deep-water industrial and logistics zone dedicated to large-scale intercontinental flows. It accommodates major industries such as refining, steelmaking, and chemicals, and offers extensive bonded warehouse capacity near container terminals.

Located at the southern end of the Lille–Paris–Lyon–Marseille corridor, the port provides seamless multimodal

connectivity via sea, rail, river, road, and pipeline. Its logistics zones—such as Distriport and La Feuillane—offer over 1.1 million m² of warehouse space and serve as bases for global brands like Ikea, Nestlé, and Maisons du Monde.

The Port of Marseille Fos is a pioneer in environmental excellence:

- **Green energy:** Shore power (CENAQ), LNG bunkering, and photovoltaic installations reduce emissions and support clean energy transitions.
- **Industrial transformation:** Hosting €11 billion in decarbonisation projects including hydrogen (H4, Gravithy), e-fuels (Neocarb), and solar panel production (Carbon).
- **Biodiversity protection:** Managing 4,600 hectares of natural areas, the port safeguards over 400 plant and 300 animal species.

Through initiatives like Smartport and partnerships with Digital Realty, the port is becoming one of the world's top five data hubs. It supports undersea cable landings and fosters innovation through incubators like Innovex and industrial platforms like PICTO.

Key Figures

- 70.5 million tonnes of cargo handled in 2024
- 9,000 ship calls per year
- 500 ports served across 160 countries
- 3.9 million passengers annually
- 3 million m² of warehouse space
- 42,600 jobs supported in the region



© Port of Marseille Fos



With thanks to DSG Consultants our Conference Partners for Bulk Terminals Marseille 2025

About DsG Consultants

ABTO is delighted that DsG Consultants is our conference partner for Bulk Terminals Marseille.

DsG Consultants is the leading consultancy in France serving the bulk terminal industry.

With clients and contacts in all the main French dry bulk operations DsG enjoys unparalleled reach in France to terminals, as well as the equipment manufacturers, traders and logistics operators serving the sector.

DsG also enjoys well developed links internationally – especially into Spain, Portugal, United Kingdom and Western European countries – as well as advising clients in Africa, the Mediterranean and Black Seas.

DsG Consultants is an independent consulting firm created in July 2011 in Southern France, at Perpignan, by its two senior consultants, Sylvie Doutres and Sophie Robert. Sylvie is a specialist in port development and trade flows monitoring and Sophie specialises in dry bulk logistics. Together, they have over 30 years-experience of the bulk sector.

Their consultancy advises and assists companies operating in the port sector or the dry bulk sector, during the different phases of their development. DsG Consultants provides tailor made advice in port logistics, market and supply chain analysis, business intelligence, traffics forecast and statistics analysis to the bulk terminals, port landlord, port users and wider industry and services serving the sector. DsG Consultants is also well known for its expertise in the building construction materials sector and international trade analysis.



Sylvie Doutres

+33 (0)6 12 06 92 51



Sophie Robert

+33 (0)6 11 55 65 19

direction@dsgconsultants.com

www.dsgconsultants.com



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With thanks to our Supporting Associations and Media Partners

Supporting Associations



You have a great team behind you and a great event indeed. Looking forward to next year

RAM Spreaders

It was truly exciting for me to be part of the event. From start to finish, the entire conference – along with the port and brewery tours – was exceptionally well-organized.

As Polimak, we'll be eagerly looking forward to the next conference in 2025

Koray Kayalı, Polimak

We both enjoyed the conference getting the opportunity to meet both old and make new acquaintances in the business. In addition both the trip to the Koninck brewery and the Europort terminal were interesting, although for different reasons!

David Ingvarsson and Kristoffer Alm, BRUKS Siwertell

I would certainly recommend the ABTO Bulk Terminals Conference

Ian Jacobs, IDJ Consulting

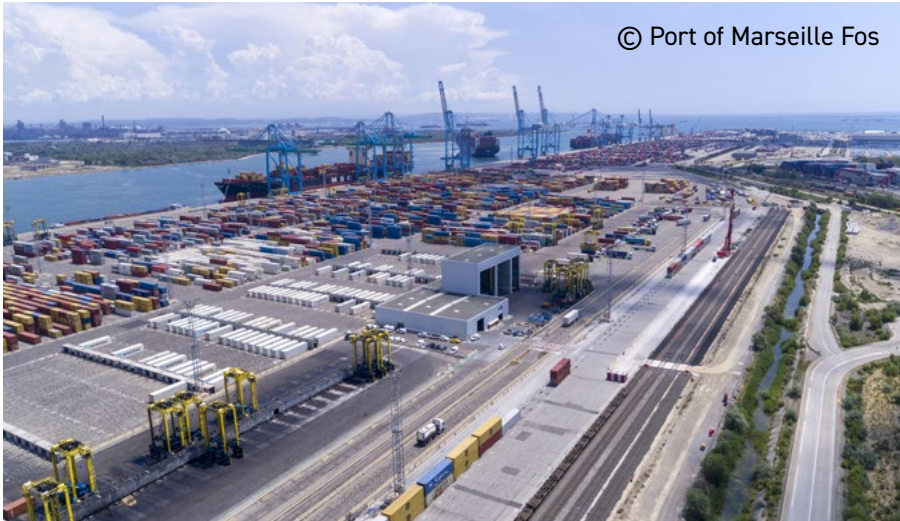
Media Partners



It was certainly a very good experience for me to be part of ABTO conference. I met a lot of very interesting people from different sectors and believe me it exceeded all my expectations

Michael Gubbins, CODELCO

The Annual Conference of the Association of Bulk Terminal Operators (ABTO)



© Port of Marseille Fos

I compliment ABTO for the high quality event we all enjoyed

Javier Quintero Saavedra, Terminales Maritimos de Galicia (TGMA)

Thank you very much for putting a very good conference together again this year.

Frank Robertson, Logistec Stevedoring Inc

My colleagues and I attended the ABTO conference in Riga, which was an excellent and well-coordinated event

Grant Honzik, PD Ports

