

# 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



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## 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](https://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

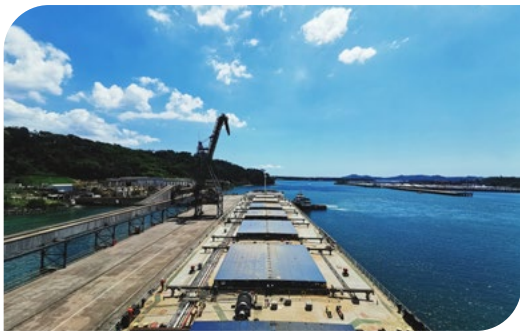


**Simon Gutteridge,**  
Chief Executive, ABTO

### **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](mailto: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, Port of Marseille Fos

### BULK MARKETS

**09:25** **Geopolitical tensions impacting the global bulk trade**  
Both on land and at sea, the international geopolitical context has deteriorated significantly since the war in Ukraine and the war in Gaza. The maritime extension of these conflicts has resulted in a substantial increase in the threat at sea in several maritime areas and strategic choke points through which international maritime trade flows. In this deteriorating security context, bulk carriers have been and continue to be potential targets, due to the geographical location of the shipping routes they use in the Red Sea and Black Sea and the type of goods they carry. This results not just in rerouting and delays but possible changes in the choice of unloading and loading terminals.

- Bulk carriers in the deteriorating maritime geopolitical context
- Black Sea and bulk carriers: export of Ukrainian production exposed to missile and mines threats
- The Red Sea: What threat hangs over bulk carriers, from the start of the Houthi campaign in late 2023 to the sinking of the bulk carriers ETERNITY C and MAGIC SEA in July 2025
- Impact on bulk terminals

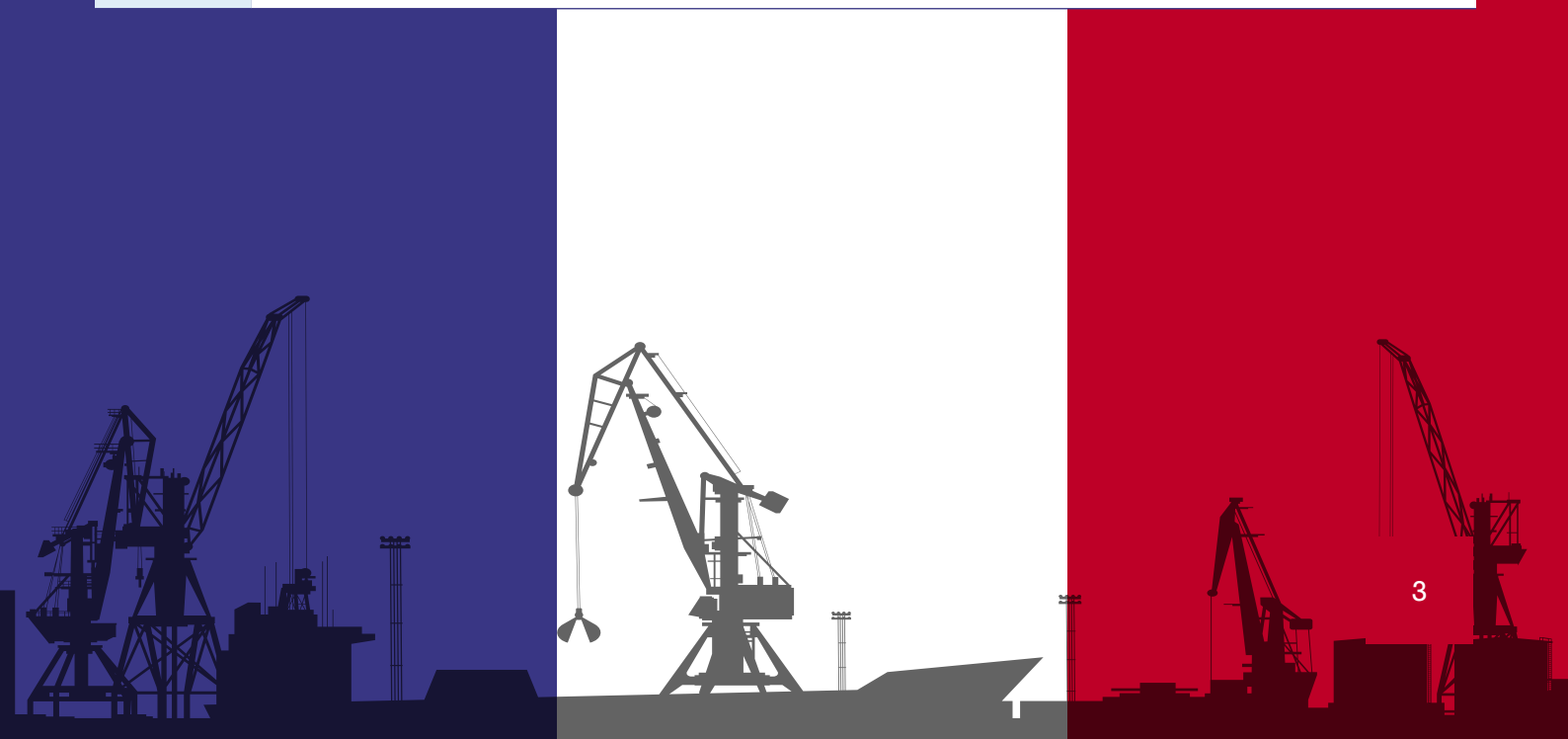
**Louis Borer**, Senior Analyst, Risk Intelligence A/S

**09:50** **Impact on bulk markets of the US tariff regime**  
As the Trump Administration launched tariff regimes on several of its trading partners, its partners retaliated, and a new era of trade wars sent shock waves through the markets. One example directly impacting the shipping industry was the United States Trade Representative (USTR) imposing fees on Chinese-built ships owned or operated by Chinese entities calling at US ports. For the dry bulk market, the implications of the trade wars are potentially significant. Greater volatility and changing trading patterns could lead to increased tonne-mile demand. These issues and more will be addressed in this fluid topic.

- Volatility caused by the ongoing tariff war between the US and other nations has impacted the global markets.
- In the short-term global tariffs will restrain demand as a wait to see" approach is taken, before decisions are made on possible trade shifts to minimise their impact.
- In the longer term, these tariffs will prompt a strategic redirection of trade routes, increasing shipping distances, in turn impacting the dry bulk industry.

**Sean Fairley**, Principal Consultant, Drewry

10:15	<p><b>The trade of iron ore in hectic times when countries are protecting their steel industries</b></p> <p>Although the steel trade has always been a contentious issue, the US's imposition of high tariffs has exacerbated tensions in the sector like never before. A key question is whether the steel conflict is having an impact on the iron ore trade, given that around 98% of global iron ore production is used for steel production. In other words, are the clashes 'downstream' having an impact 'upstream'? Based on the analysis of the latest available data for these two products, as well as the latest measures taken by major countries, this talk will therefore:</p> <ul style="list-style-type: none"> <li>▪ Summarise the pattern of steel trade and highlight any key recent changes.</li> <li>▪ Summarise the pattern of trade in iron ore and highlight any key recent changes.</li> <li>▪ Conclude whether the heated rhetoric on steel threats is having repercussions for the global iron ore trade.</li> </ul> <p><b>Pablo Rodas-Martini</b>, Director of Market Intelligence, Emerging &amp; Frontier LLC</p>
10:40	<p><b>Changing patterns of the coal trade</b></p> <p>Despite several countries around the world turning away from coal as an energy source, it remains a key seaborne dry bulk commodity, accounting for around 25% of dry bulk shipments in 2024 (by weight). Nevertheless, trading patterns shift and the outlook for the trade in general depends on the balance of a few key factors.</p> <ul style="list-style-type: none"> <li>▪ An overview of the coal market for the past year</li> <li>▪ Causes of volatility in trade</li> <li>▪ Our view of the next few years</li> <li>▪ Outlining of risks to this view</li> </ul> <p><b>Will Tooth</b>, Senior Drybulk Analyst, SSY</p>
11:05	Refreshments
11:35	<p><b>Circular biocarbon – the easiest pathway to substitute fossil carbon in all coal applications</b></p> <p>Biocarbon products represent a 6,000-year success story, now perfected for maximum efficiency. The sector established optimised processes that minimize material and energy waste, ensuring an optimised mass and energy balance. Circular Biocarbon offers an easy pathway to replace fossil carbon across all coal applications—including power, processing, reduction, and anode production—and can permanently sequester atmospheric carbon. While primarily used as a coal substitute for energy, it is increasingly applied in processing industries and as an intermediary for further processing such as liquefaction and SAF. With numerous technology providers in the market, the number of industrial-scale plants is rapidly growing.</p> <ul style="list-style-type: none"> <li>▪ The full array of products from pyrogenic treatments</li> <li>▪ Technological processes and pathways for biocoal, biochar and biocarbon</li> <li>▪ Use cases and market outlook in steel production, renewable power generation and carbon removal market</li> </ul> <p><b>Lisa Schmidt</b>, Secretary General, International Biomass Torrefaction and Carbonisation Council (ITBC)</p>



12:00	<p><b>Overview of cementitious trade</b></p> <p>Cement and clinker are generally classified as minor bulk commodities. However, cementitious materials extend beyond these two products to include other binders and supplementary materials such as granulated slag and fly ash. Their international trade is closely tied to global economic growth and demographic trends. The Mediterranean region remains one of the world's major exporting hubs, while Europe continues to play a central role as an importing market.</p> <p>Over the past five years, two major factors have reshaped cementitious trade flows: the industry's drive toward decarbonisation and the geopolitical and economic turmoil around the Mediterranean Rim. These shifts in cementitious trade are also influencing regional port activity.</p> <ul style="list-style-type: none"> <li>▪ Trends in cement and clinker trade over the past decade</li> <li>▪ Key exporters and importers worldwide and in the Euro-Mediterranean region</li> <li>▪ A focus on cement, clinker, and SCM trade in the Euromed area</li> <li>▪ The impact of decarbonization strategies on trade flows</li> <li>▪ Recent shifts and expected developments in regional supply chains and port logistics of these cement related products</li> </ul> <p><b>Sylvie Doutres Ghizzo</b>, Associate &amp; Joint Managing Director, DsG Consultants</p>
12:25	<p><b>Grain markets</b></p> <p>Grain markets have experienced a turbulent few years, with 2025 turning out to be no different. Trump's trade war has added a fresh round of uncertainty, especially for the prospects of the seasonal 4q US-China soybean trade. While trade war developments make headlines, structural changes appear to be taking place in global grain markets, affecting terminal throughput.</p> <ul style="list-style-type: none"> <li>▪ Trump tariffs and US-China trade</li> <li>▪ The shift to South America</li> <li>▪ Chinese agricultural self-sufficiency</li> <li>▪ Russia/Ukraine developments amid ongoing war</li> </ul> <p><b>Cara Hatton</b>, Dry Bulk Analyst, SSY</p>
12:50	Q & A and discussions
13:00	Lunch
<b>OPERATIONS</b>	
14:00	<p><b>Challenges making the transition to new bulk traffics</b></p> <p>Decarbonisation and deindustrialisation across Europe have significantly reduced traditional major bulk traffics in ports. This decline has translated into lower revenues for port authorities and dry bulk operators, driven by the sharp drop in coal and iron ore volumes. The key questions now are: how can this revenue gap be addressed? Which emerging products might replace coal and iron ore in the future, and what would be the implications for port infrastructure and operations?</p> <p>Through CASE STUDIES from France, Spain, and the Netherlands, this presentation will explore possible answers and highlight practical solutions.</p> <ul style="list-style-type: none"> <li>▪ Substituting coal and iron ore with alternative traffics</li> <li>▪ Optimizing the use of newly available port space</li> <li>▪ Leveraging deep-sea berthing facilities more effectively</li> <li>▪ Key take-aways and conclusions</li> </ul> <p><b>Sylvie Doutres Ghizzo</b>, Associate &amp; Joint Managing Director, DsG Consultants</p>



14:25	<p><b>Efficiency versus flexibility – how to choose in a time of turbulence in trade patterns?</b></p> <p>Times are turbulent. Unpredictable tariffs, trade wars, real wars, climate change affecting agricultural productivity, rising sea levels - all these things put uncertainty in our calculations of what will be traded and where in the future. At the same time there are some things that are more or less certain - people will need to eat, and we'll need steel for making things, be they bean tins or guns.</p> <p>These matters should factor into our forwards planning for port investment. This presentation seeks to provide some food for thought about how this conundrum can be examined and a sensible strategy for hedging of bets to be developed. A few key issues:</p> <ul style="list-style-type: none"> <li>▪ Port infrastructure investment has a 30 to 50 year time horizon</li> <li>▪ In that timescale, it's highly likely that what you're handling now, will change in ways you wouldn't even be able to imagine today</li> <li>▪ On that basis it makes sense to build in flexibility in equipment choice</li> <li>▪ But the down-side is that flexibility costs more money and often compromises efficiency, environmental emissions and economic performance.</li> </ul> <p><b>Professor Mike Bradley</b></p>
14:50	<p><b>CASE STUDY: Operating a multi-bulk terminal</b></p> <p>The port of Caronte has a century-long history. It was originally established to handle coal, due to pollution and space constraints at the main port of Marseille.</p> <p>Over time, the port has transformed from a single-product import facility into a versatile hub for handling a wide variety of goods for both import and export. This change was supported by the introduction of dedicated and custom-built infrastructure, including silos and warehousing.</p> <p>This significant transformation was driven by several key changes, including the modernisation of handling equipment and facilities, rigorous training for technical and operational staff, the careful management of different bulk materials coexisting at the site, and a strong commitment to meeting environmental standards.</p> <ul style="list-style-type: none"> <li>▪ A century of history at the port of Caronte</li> <li>▪ Modernization of handling equipment and facilities</li> <li>▪ Maintaining the integrity of products, vessels, and the port itself</li> <li>▪ Adherence to environmental standards and adapting to changes</li> <li>▪ Focus on flexibility and agility</li> </ul> <p><b>Sylvie Collange</b>, Chief Executive Officer, SEA-invest Caronte Terminal, Marseille Fos</p>
15:15	Refreshments
15:45	<p><b>Business development playbook for dry bulk terminals</b></p> <p>Changing macroeconomic conditions and an evolving regulatory landscape on sustainability are reshaping global raw material flows and accelerating the transition towards greener supply chains. For bulk terminal operators, this shift opens new opportunities while making business development a critical function to secure sustainable revenue streams in the future. This session will explore how to identify opportunities, screen and qualify pipelines, and move effectively from an idea to a final investment decision (FID), highlighting the common pitfalls at each stage. We will close with an interactive Q&amp;A to exchange knowledge and best practices.</p> <ul style="list-style-type: none"> <li>▪ Evolving macro trends, the sustainability transition, and the impact on bulk operators</li> <li>▪ Business development as a driver of long-term growth</li> <li>▪ From opportunity identification to FID – steps and pitfalls</li> <li>▪ Interactive Q&amp;A and knowledge sharing</li> </ul> <p><b>Firas Ezzeddine</b>, Chief Commercial Officer, HES Med Terminals</p>

<b>16:10</b>	<p><b>Smart berth planning – benefits of minimising idle time</b></p> <p>Smart berth planning can markedly reduce vessel idle time and streamline cargo handling. This session examines how HANSAPORT in Hamburg harnessed berth planning and how Marsa Maroc in Casablanca leveraged real-time port call coordination, alongside just-in-time arrival alerts, to optimise resource allocation and cut waiting periods at the berth. We also explore the role of transparent, cross-stakeholder communication in aligning schedules and leave you with practical strategies to boost berth utilisation and minimise idle hours</p> <ul style="list-style-type: none"> <li>▪ Just-in-time arrivals enable terminals to better plan resources and reduce waiting periods at the berth</li> <li>▪ Transparent communication among stakeholders helps align working schedules and supports more coordinated port operations</li> <li>▪ CASE STUDY: Smart berth planning has reduced vessel idle time and improved cargo handling flow at HANSAPORT dry bulk terminal, Hamburg.</li> <li>▪ Attendees will take away practical tips to improve berth utilisation and cut down on idle time</li> </ul> <p><b>Jan Cantow</b>, Co-Founder, Heyport</p>
<b>16:40</b>	<p><b>Leveraging smart diagnostics and predictive analytics to streamline maintenance and ensure operational continuity</b></p> <p>Modern bulk handling systems are under pressure to maximise availability while minimising maintenance costs. The presentation shows how intelligent sensor technology and data-based analysis methods automate condition monitoring and optimise maintenance processes. Practical examples will be used to explain how predictive diagnostics help to avoid unplanned downtimes, extend maintenance cycles and sustainably increase operational reliability.</p> <ul style="list-style-type: none"> <li>▪ Condition monitoring &amp; predictive maintenance in bulk handling</li> <li>▪ Utilising predictive analytics to streamline maintenance</li> <li>▪ Benefits of ensuring operational continuity</li> </ul> <p><b>Richard Habering</b>, Head of Business Unit, igus Smart Plastics</p>
<b>17:05</b>	<p><b>Real-time volume and quality tracking from warehouse to terminal</b></p> <p>The implementation of a radar-based solution for real-time volume and quality tracking from warehouse to terminal enables the enhancement of port operations in challenging high-dust environments. This technology addresses the complexities of monitoring diverse materials for multiple users.</p> <ul style="list-style-type: none"> <li>▪ Enables precise volume measurement and material flow tracking despite dust interference</li> <li>▪ Supports adaptation to new product types and user requirements</li> <li>▪ Drives investment in advanced technology for future port resilience</li> </ul> <p><b>Dr Christian Augustin LLM</b>, Managing Director and Julien Pierre, Regional Sales Manager, indurad GmbH</p>
<b>17:30</b>	Q & A and discussions
<b>17:45</b>	Chairman's conclusions and close of day one
<b>EVENING SESSION</b>	
<b>18:00</b>	Conference Reception
<b>CONFERENCE DAY TWO: THURSDAY 30 OCTOBER 2025</b>	
<b>08:30</b>	Refreshments
<b>09:00</b>	<p><b>Conference Chairman's opening remarks</b></p> <p><b>Professor Mike Bradley</b></p>



## 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

Decarbonising one of France's main industrial areas impacts the Port's former pure bulk import terminal. The Terminal Multi-Vracs of Fos (TMF), originally dedicated to coal and bauxite import is adapting to new traffic with the development of low carbon emission industrial plants nearby. After a quick overview of the Port of Marseille Fos and its traffic, we shall focus on bulk and how the ongoing transformation of the local industry offers perspective and opportunities. The TMF is part of the undergoing industrial revolution.

- Port general overview
- History of Fos Industrial Zone (FIZ) seen from the bulk terminal
- Decarbonising FIZ – a field of opportunities

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

09:30

### Particulate emission control

There are many problems with current bulk handling logistics, such as dust generation from the various transfer points at a mine or handling facility to the final destination and extended exposure to harmful airborne pollutants. In some situations, containerised bulk handling (CBH) offers solutions to these environmental problems and for some for some commodities definite operational advantages.

- Problems with current bulk handling logistics
- Other methods to help reduce dust particulates and environmental impact
- Situations where CBH is the way forward in reducing particulate emissions

**Frank van Laarhoven**, Senior Sales Manager Europe, RAM Spreaders

09:55

### Port and terminal resilience to climate adaptation

Modern ports and terminals face an increasing range of climate change related challenges, including rising sea levels, extreme weather events, heat stress, and increased flood risks. These events threaten critical infrastructure, disrupt supply chains, and expose the interdependencies between spatial planning, logistics, and operational continuity. As gateways for global trade and hubs of economic activity, ports and terminals must actively strengthen their climate resilience to remain competitive and reliable in a rapidly changing environment. This presentation deals with the risks and shows mitigation measures for ports and terminals.

- Dealing with climate change in the port sector
- Risks and solutions for ports and terminals
- Planning and implementation

**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

Presentation will share real-world insights into how bulk terminals can strengthen their cyber defences while keeping operations running smoothly. Expect practical strategies, lessons from the field, and a clear roadmap for reducing risk in today's high-threat environment.

- Update on cyber threats affecting maritime and port operations
- Practical strategies for reducing cyber risk in port and terminal operations
- How to meet compliance without slowing operations
- Lessons learned from securing global offshore and bulk terminal projects

**Richard Hodder**, Managing Director & Principal Cybersecurity Consultant, Engage Cyber

11:30	<p><b>CASE STUDY: Marseille Port's response to cyber threat</b></p> <p>Protecting the Port of Marseille-Fos against cyber-attacks involves understanding what an IT system is, the types of possible attack, how the attack takes place, and what organisational and technical measures to take. The presentation addresses the protection of maritime, land and computer access, risk management, attack processes, the typology of attacks, the cyber organisation, and the technical responses. It highlights the importance of cyber risk awareness and best practices to maintain security and responsiveness in case of a major crisis.</p> <ul style="list-style-type: none"> <li>▪ How to appreciate and manage cyber risks</li> <li>▪ The typology and process of cyberattacks</li> <li>▪ The measures taken by the Port Authority of Marseille Fos – organisational, technical and good practices of employees</li> </ul> <p><b>Paul Franquart</b>, Chief Information Security Officer, Port Authority of Marseille Fos</p>
11:55	<p><b>Minimising risk, increasing safety</b></p> <p>This session will begin with an overview of the types of port-related claims commonly encountered at TT Club. These include incidents such as fires, cargo contamination or mixing, bodily injuries, and miscommunication between stevedores and vessel crews. Each of these events can have significant operational and financial consequences, and they highlight the complex risk landscape faced by port operators. A key – yet often overlooked – aspect of effective risk management is the proactive reduction of potential consequences following an incident. While much attention is given to prevention, the mitigation of impact plays a crucial role in limiting disruption and liability.</p> <p>Following this overview, current innovations in port skills and safety gathered by the Club's Loss prevention Team from recent industry developments with the aim of supporting safer and more resilient port operations, will be presented.</p> <p>Examples of port related claims: crisis management and mitigation strategies</p> <ul style="list-style-type: none"> <li>▪ Bodily injury incidents involving port personnel, third parties or crew</li> <li>▪ Cargo contamination or mix-ups during handling</li> <li>▪ Fires occurring in storage areas or during operations</li> <li>▪ Improper cargo handling leading to damage or operational delays</li> </ul> <p>Loss prevention</p> <ul style="list-style-type: none"> <li>▪ Recent technological and procedural advancements aimed at improving safety and efficiency in port operations</li> <li>▪ Practical tools, recommendations, and training developed to support risk reduction and incident</li> </ul> <p><b>Géraldine Savin</b>, Senior Claims Executive, TT Club</p>
12:20	Discussion and questions
12:40	Chairman's summary of conference deliberations
13:00	Lunch
<b>TERMINAL VISIT</b>	
14:00	Terminal Visit: SEA-invest Caronte Terminal, Marseille Fos 
16:30	Close of conference and return by coach to central Marseille
<p><b>The programme is subject to change. For the most up-to-date and detailed programme for this event, please visit <a href="https://bulkterminals.org/events">bulkterminals.org/events</a></b></p>	





**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 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.



**Louis Borer**, Senior Analyst, Risk Intelligence A/S

Louis Borer is a senior analyst at Risk Intelligence. Before, he worked for over six years for the French Ministry of the Armed Forces in the field of GEOINT and maritime arms trafficking, then as a senior analyst in maritime counterterrorism. Louis has also worked on maritime security issues for various think tanks such as the Asia Centre.

At the same time, he is a reserve captain in the French Navy, where he has worked for military and naval intelligence, and special forces.

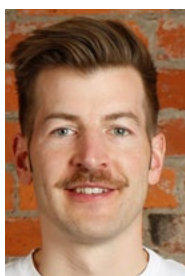
Louis holds a master's degree in geopolitics from Sorbonne-Paris1/ENS, where his research focused on maritime piracy in Southeast Asia and drug trafficking at sea in the Caribbean.



**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.



**Jan Cantow**, Co-Founder, Heyport

Jan is the co-founder of Heyport. He brings over a decade of hands-on experience in port logistics and maritime operations. Jan began his career managing container trucking and intermodal transport before spending seven years as a vessel coordinator at the Port of Hamburg, where he mastered berth planning, cargo flows and stakeholder engagement.

At heyport, Jan leverages this deep industry knowledge to drive just-in-time port call planning solutions that boost operational efficiency and significantly reduce greenhouse-gas emissions. A firm believer in sustainable shipping, he leads strategic partnerships and shapes product vision to help ports and terminals achieve digital maturity and interoperability. Outside of work, Jan is an avid sailor and serves as a volunteer firefighter, combining his love for the sea with a strong commitment to community service.



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

Sylvie has held various executive positions with the Sea Invest Group since 2005. Currently, she is CEO of Sea Invest Caronte multi-bulk terminal in Martigues (Marseille Fos). The terminal focuses on high value-added industrial bulk products with dedicated and customised facilities, including silos and warehousing.

Before to her current CEO role, Sylvie was CEO of Carfos terminal (a previous part of the Sea Invest Group) until June 2025. Carfos located in Fos sur Mer is a multi-bulk terminal.

Prior to Sylvie's CEO roles in the Sea Invest Group she was CFO for these two companies and Sea Tankers (also a member of the Sea Invest Group) a small tanker shipowner and operator with major oil companies.

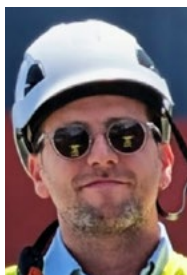
Before joining the Sea Invest Group, Sylvie launched her professional career as a financial consultant for PriceWaterhouse Coopers audit firm in 1999.



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

Co-founder of DSG Consultants in 2011, Sylvie Doutres Ghizzo has more than 35 years of experience as senior consultant in the port sector. Specialized in port intelligence, trade flow analysis, and industrial dry bulk supply chains, she advises public and private stakeholders across Europe and the Mediterranean. DSG Consultants is particularly recognized for their expertise in cement and supplementary cementitious materials (SCMs) trade flows and Euro-Med port markets.

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**Firas Ezzeddine**, Chief Commercial Officer, HES Med Terminals

Firas is the Chief Commercial Officer at HES France, where he is responsible for commercial and business development activities. He led the acquisition of the Darse 1 concession in Fos-sur-Mer and now oversees customer engagement, market development, and project growth initiatives in the dry bulk terminal sector. A Lebanese national with an academic background in finance, Firas built his career in strategy across consulting and corporate roles, including positions at Roland Berger and Philips before joining HES International.

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**Sean Fairley**, Principal Consultant, Drewry

Sean has over 25 years of experience in the shipping industry in the areas of finance and consultancy, working in locations such in London, Amsterdam and Singapore. At present, he is acting as a Principal Consultant at Drewry Shipping Consultants Ltd.

Prior to joining Drewry in 2022, other roles included as a Senior Credit Officer at DVB Bank, Shipping Credit Analyst at MRC Business Information Group, in Research & Operations at Petrian Shipbrokers – as well as a previous time at Drewry a Shipping Market Analyst

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**Paul Franquart**, Chief Information Security Officer, Port Authority of Marseille Fos

Paul is an IT engineer. He is the qualified authority in information systems security at the Port of Marseille-Fos, responsible for managing ISS projects in collaboration with the Ministry of Transport and the National Agency for Information System Security.

In his IT security management role Paul oversees the application of laws and regulations relating to the security of port information systems, drafts security policies and procedures, and manages audits and penetration tests.

Paul's certification and data protection role involves acting as a PKI certification authority and data protection delegate for the Port of Marseille-Fos.

He founded a group of port cybersecurity officials to strengthen coordination on security issues for the SSI Observatory Marseille-Fos.

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**Richard Habering**, Head of Business Unit igus Smart Plastics, igusGmbH

Richard Habering has been an integral part of the Igus® family for more than two decades, significantly contributing to the successful development and marketing of innovative products. His career began in 2000 in sales for chainflex® cables, followed by his role as Product Manager for ReadyChain from 2002 to 2004, driving customised system solutions.

From 2004 to 2006, he combined his expertise in product management with strategic sales leadership for Triflex robotic solutions. From 2006 to 2018, Richard focused on product development and strategy for chainflex®, further solidifying its position as a global leader in durable cable solutions. Since 2018, he has been heading the Business Unit "Igus® smart plastics," shaping the future of condition monitoring (iSense) and predictive maintenance. Richard Habering is a pioneer of smart technologies that enhance machine uptime and revolutionize industrial automation.





**Cara Hatton**, Dry Bulk Analyst, SSY

Cara has worked as a Dry Bulk Analyst at SSY since January 2023, covering all sectors of the dry bulk market. In this role, she writes regular reports, presents on shipping markets and forecasts dry bulk trade. Before her role at SSY, Cara completed a masters in Economics and an undergraduate degree in Politics and International Relations.



**Richard Hodder**, Managing Director & Principal Cybersecurity Consultant, Engage Cyber

Richard is a cybersecurity consultant specialising in securing critical infrastructure, operational technology (OT) and maritime systems. With over 20 years of hands-on experience across IT and OT environments, he has delivered projects for some of the world's largest industrial, energy, and maritime organisations, including offshore wind farms, shipping lines and global manufacturing plants. As Managing Director of Engage Cyber and he leads complex security audits, compliance programmes and incident response planning, often in high-risk and highly regulated environments. His expertise spans IEC 62443, ISO 27001 and Cyber Essentials, with a pragmatic, risk-based approach to safeguarding systems. Known for translating complex security issues into clear, actionable solutions, Richard has worked globally - from Europe to Asia - helping clients reduce risk, build resilience and stay ahead of evolving cyber threats.



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

Mark is food science engineer. For the last year and half he has held the position of Industry and Decarbonisation Head at the Port of Marseille Fos, in addition to being the Dry and Liquid Bulk lead for the past four and a half years. Prior to this he spent ten years as a Business Developer, then Industrial and Logistics Projects Lead. With his team, he is in charge of developing dry and liquid bulk traffics supporting the decarbonisation strategy and commercially developing industrial projects within the port's industrial area.



**Hervé Martel**, CEO & Chairman of the Executive Board, Port Authority of Marseille Fos

Hervé has been a General Engineer of Bridges and Roads since 1989. He holds a DEA in Transport Economics and a Master's degree in Public Management. He began his career at the Port of Réunion and has held various management positions, including at the Autonomous Port of Paris, the Departmental Directorate of Equipment of Seine-et-Marne, and the office of the Minister of State, Minister of Ecology, Sustainable Development and Planning.

In 2009 Hervé was appointed Director General of Ports of Paris, then of the Port of Le Havre in 2012. Since 2019, he has been Chairman of the Executive Board of the Grand Port Maritime de Marseille.



**Julien Pierre**, Regional Sales Manager, indurad GmbH

Julian is a committed professional with over five years of experience in sales. Presently, he held the position of Regional Sales Manager at indurad, a role assumed in January 2023, following a one-year tenure as Inside Sales. Julian's career commenced with a student assistant position at indurad and an internship at a local engineering firm. He is a graduate of RWTH Aachen University, holding an MS in Management, Business and Economics (2017-2021) and an MS in Mineral Resource Engineering (2016-2019), with a focus on mineral processing, recycling, and sustainability.



**Pablo Rodas-Martini**, Director of Market Intelligence, Emerging & Frontier LLC

Pablo is a maritime expert and influencer who writes high-quality, technical content for European maritime companies. He is Vice President and Director of Market Intelligence at Emerging & Frontier LLC. Previously, he was Chief Economist at the Central American Bank for Economic Integration (CABEI) and an advisor to the Inter-American Development Bank (IDB). Pablo holds a PhD and an MSc in Economics from Queen Mary and Westfield College, University of London.



**Géraldine Savin**, Senior Claims Executive, TT Club

Géraldine is a French qualified lawyer with two Master's degrees in French Law from France and an LLM in International Trade and Maritime Law from the UK. She began her career in the maritime industry in 2008 at a cargo recovery agency, focusing on casualty claims management. Géraldine later joined TT Club as a Claims Executive, handling claims related to logistics operations, ship operators, ports and cargo handling facilities.

After several years in claims management, she worked briefly as Legal Counsel at an insurance company, involved in drafting and reviewing insurance wording, terms of business agreement and ensuring regulatory compliance. Géraldine's experience covers both operational and legal aspects of the maritime and logistics sectors, with a focus on claims handling and legal risk assessment.

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**Lisa Schmidt**, Secretary General, International Biomass Torrefaction & Carbonisation Council (IBTC)

Lisa brings along a broad experience in communications strategy and brand development from various industries. She holds a master's degree from the University of Vienna in cultural studies and an MBA from WU Executive Academy Vienna. In 2023 she completed an executive program for "Circular Economy & Innovation" at the Vienna University of Applied Sciences.

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**Will Tooth**, Global Head of Research, SSY

Will has been a Senior Analyst on the dry bulk research desk at SSY since May 2024, having spent the previous three years in a trading and research lead role at a dry bulk futures focused fund. Overall his career spans 11 years in the commodities space including time spent in risk at Engelhart and as an analyst at MSI, a maritime research consultancy. Will holds a Masters degree in Mathematics and Philosophy from Oxford University.

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

Anthony is a senior port expert and Global Solutions Director Resilient Ports at Arcadis. Prior to joining Arcadis, he was Commercial Director for South Europe and Africa at Van Oord – one of the largest dredging firms in the world.

Prior to joining Van Oord Anthony was a Director at MTBS – a port finance, port strategy and master planning boutique consulting firm. In that role he was responsible for business development, as well as project delivery and management.

He has over 20 years of experience in the ports and maritime sector and holds a Civil Engineering degree from Delft University of Technology. He has worked on more than 50 feasibility studies, master plans in ports and port logistics assessment including projects in the US, Brazil, Netherlands, Belgium, Spain, Tanzania, Kenya, Nigeria, Georgia, Azerbaijan, Turkey, Israel, India, UAE, Kuwait, Saudi Arabia and others.

Anthony has significant experience in various senior management and business development roles at Port of Amsterdam, Terminal Investment Ltd (TiL-part of MSC) and Samskip.

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**Frank van Laarhoven**, Senior Sales Manager Europe, RAM Spreaders

Before joining RAM, Frank studied electrical engineering and gained experience in the overheight crane industry before moving into the port sector in the 1990s. He advanced to a senior management role with a spreader manufacturer and later transitioned into sales.

Since joining RAM, Frank has been instrumental in supporting customers worldwide, not only through sales but also by assisting with commissioning projects and delivering both practical and theoretical on-site training as part of RAM's after-sales service.

# 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](http://www.bulkterminals.org/events/event-registration)
- 2 Email: [events@bulkterminals.org](mailto: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](mailto:events@bulkterminals.org)

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

[www.bulkterminals.org/membership](http://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](mailto: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](mailto: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**



Bruks Siwertell is a global leader in dry bulk handling solutions, specialising in unloading, loading, and conveying systems. With thousands of installations worldwide, our equipment plays a vital role in securing material flows from mines, quarries, and agricultural sources to manufacturing facilities, power plants, and ports.

We design, manufacture, and deliver high-capacity systems for efficient, dust-minimised, and environmentally responsible dry bulk operations. Our unloading and loading solutions are known for their reliability, long service life, and ability to handle a wide range of bulk materials. Our conveying systems are tailored to meet specific operational needs, ensuring smooth and continuous material movement.

Headquartered in Sweden, with offices in the US, Germany, China, the Philippines, and Taiwan, we support customers through a strong global presence and a dedicated network of local representatives. Wherever bulk materials need to move, Bruks Siwertell is there to keep supply chains running safely and efficiently.

To view a video of the Siwertell ship unloader in action please click [HERE](#)

[www.bruks-siwertell.com](http://www.bruks-siwertell.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](http://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](#)



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](http://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](http://www.ttclub.com)

# 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 m<sup>2</sup> 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 m<sup>2</sup> 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**

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[www.dsgconsultants.com](http://www.dsgconsultants.com)





# Supporting Associations and Media Partners

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 Koninek 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

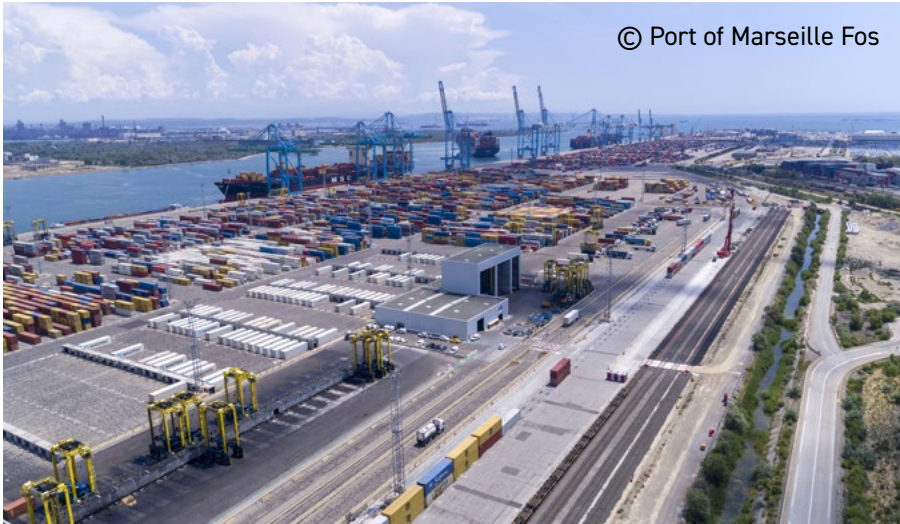




**It was certainly a very good experience for me to be part of ABTO conference. I met a lot of very interesting people from different sectors and believe me it exceeded all my expectations**

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

