



BULK TERMINALS A CORUÑA – COPING WITH CONTINUING UNCERTAINTIES

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

Hotel Eurostars Atlántico, 21-22 October 2026

Please note this is a draft document subject to change. Apart from the Bulk Markets session, other sessions may change the order from as they appear below. Listed speakers are confirmed.

CONFERENCE PROGRAMME

PRE-CONFERENCE NETWORKING: TUESDAY 20 OCTOBER 2025

18:00 Ice Breaker Drinks

CONFERENCE DAY ONE: WEDNESDAY 21 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
- 09:10 Welcome from the Port of Authority of A Coruña
Martin Fernandez Prado, Executive Chairman, Port Authority of A Coruna
- 09:15 Representatives of the Regional Government (Xunta de Galicia) and the Municipalities (Ayuntamiento de A Coruña) and (Ayuntamiento de Arteixo)
Speakers to be confirmed

BULK MARKETS

Session Chairman:

Sean Fairley, Principal Consultant, Drewry Shipping Consultants

09:20 KEYNOTE: Continuing geopolitical tensions and volatility of the US tariff regime impacting the global bulk trade
Speaker to be confirmed

09:50 Iron ore - *previous patterns and future predictions*
Pablo Rodas-Martini, Director of Market Intelligence, Emerging & Frontier

10:15 Coal - *remains a key dry bulk commodity*
Will Tooth, Senior Dry Bulk Analyst, SSY

10:40 Grain markets – *conflicts and structural changes*
Harry Grimes, Head of Dry Bulk Research & Data Analytics, Arrow

11:10 Refreshments

11:40 Cementitious trade - *factors reshaping trade flows*
Sylvie Doutres Ghizzo, Associate & Joint Managing Director, DsG Consultants

12:05 Discussion and questions

OPERATIONS AND OPPORTUNITIES

12:15 Minimising ship to shore and shore to ship material losses
Professor Mike Bradley

12:40 Advantages of plastic bearings in bulk terminal applications
Speaker to be confirmed

13:05 Lunch

14:05 Equipment operational data collection
Speaker to be confirmed

14:30 How can cargo data exchange deliver value for bulk terminals
Speaker to be confirmed

14:55 REPORT: The SMARTSTORE project – *improving port logistics, storage and transformation of relevant products in Galicia through Industry 4.0 technologies*
Speaker from Galigrain SAU

Bulk Terminals A Coruna 2026 *continued*:

15:20 A Coruña – a port of destination and a logistics distribution platform
In the agrifood sector port activity has shifted from the Inner Port to the Outer Port, moving an activity with a high environmental impact to a new location. This opens up new possibilities for other kinds of clean cargo in the inner port close to the urban areas of the city. At the outer port, significant investment in new infrastructure has enhanced the strategic position of the port for traffic in the agrifood sector

- Achieving the efficient reception, handling, storage and inland distribution of bulk cargo
- Role of the port in the agrifood supply chain
- Operations at the Outer Port of A Coruña at Punta Langosteira
- Storage and value-added logistics
- Distribution to the hinterland
- Competitiveness and the future outlook

Introduction: Irene Souto, Head of Port and Business Development, Port of A Coruña Authority

Panel: Roque Gonzalez Nogueira, Director Supply Chain and Terminals, Galigrain SAU -and-

Jorge Rico Caramés, Commercial Director, Pérez Torres Marítima SL(PTM) -and- Pablo Ramilo Méndez, Director, Terminales Marítimos de Galicia (TGMA)

15:45 Refreshments

16:15 CASE STUDIES: Implementing a terminal operations system

Each general cargo and bulk terminal has its own operational profile, meaning there is no true “one-size-fits-all” Terminal Operating System. However, there are several core capabilities that any robust TOS should deliver and there are “must have” customisations. The challenge is to include these in the specs and contract. This is where a structured procurement approach becomes critical.

- How a well-structured procurement process can maximise value for terminal operators beyond simple vendor selection.
- Selecting the right procurement strategy to balance risk, flexibility, and cost efficiency.
- Designing tendering and contracting approaches that ensure transparency, comparability, and long-term deliverability.
- Need for unified, real-time operational visibility
- Ensure reduced demurrage and improved throughput
- Incorporate scalability and future-readiness

Kent Busk, Director Seaport Group -and-

Mo Dualeh, EMEA Sales Manager, TBA

16:40 Bulk terminal automation – *enhancing safety, accuracy and resilience*

Neil Dalus, Risk Assessment Manager, TT Club

17:05 Moving from a concept to commissioning

Hani Katerji, Director, Hani Katerji Consulting

17:30 indurad GmbH presentation

Speaker to be confirmed

17:55 Discussion and questions

18:15 Chairman’s conclusions and close of conference proceedings

EVENING SESSION

18:00 Conference reception kindly sponsored by the Port of A Coruña Authority

CONFERENCE DAY TWO: THURSDAY 22 OCTOBER 2025

08:30 Refreshments

OPENING REMARKS

09:00 Conference Chairman's opening remarks and introduction to day two
Professor Mike Bradley

ENVIRONMENT AND SAFETY

09:05 Understanding climate risks, planning adaptive responses and embedding resilience
Dorota Jilli, Senior Underwriter, TT Club

09:30 Dust suppression
Dust suppression in dry bulk terminals is critical for environmental compliance, worker safety, equipment protection, and community relations. Designing an effective dust suppression system starts with analysing the characteristics of the dust being processed. Methods include:

- Misting
- Loading socks; telescopic chutes; dust suppression hoppers; cascading chutes
- Air extraction

Introduction: Professor Mike Bradley
Panel: Frank van Laarhoven *-and-*
Other panellists to be confirmed

09:55 PANEL DISCUSSION: A Coruña Green Port
Introduction: Andrés Guerra, Head of Sustainability and Strategy, Port of A Coruña Authority
Panel: Antonio Abelleira, Operations Director or Roque Gonzalez, Director Supply Chain and Terminals, or another speaker from Galigrain SAU *-and-*
Jorge Rico Caramés, Commercial Director, Pérez Torres Marítima SL (PTM) *-and-*
Panellist from Terminales Marítimos de Galicia (TGMA)

10:20 Discussion and questions

10:40 Refreshments

CYBER SECURITY AND AI

11:10 REPORT: Update on the threat and recent attacks on bulk terminal operations
Richard Hodder, Founder & Principal Consultant, Engage Cyber

11:35 How artificial intelligence is reshaping the cyber-risk landscape for bulk terminals
Speaker to be confirmed

Bulk Terminals A Coruna 2026 *continued:*

12:00 Discussion and questions

12:20 Chairman's summary of conference deliberations

12:40 Lunch

TERMINAL VISIT

13:50 Depart Hotel Eurostars Atlántico for the Outer Port of A Coruña to visit Galigrain (GrupoNogar), PTM and TMGA terminals



16:30 Close of conference and return by coach to central A Coruña *
* Approximate timing

REGISTRATION

Register [HERE](#) to join us at Bulk Terminals A Coruña 2026

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With thanks to our host port, conference partner DsG Consultants and
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