



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. Speakers and subject headings may change from as they appear below.

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 of (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**

Sean Fairley

09:50 **Iron ore - *previous patterns and future predictions***

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

10:20 **Coal - *remains a key dry bulk commodity***

Speaker to be confirmed

10:50 **Refreshments**

11:20 **Grain markets – *conflicts and structural changes***

Harry Grimes, Head of Dry Bulk Research & Data Analytics, Arrow

11:50 **Cementitious trade - *factors reshaping trade flows***

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

12:20 **Discussion and questions**

OPERATIONS AND OPPORTUNITIES

12:30 **Minimising ship to shore and shore to ship material losses**

Professor Mike Bradley

13:00 **Lunch**

14:00 **Lubrication free polymers in bulk terminal applications**

Francisco Martínez, Product Manager, igus SLU

14:30 **CASE STUDIES of CapEx and OpEx considerations in equipment purchases -or- Equipment operational data collection**

David Ingvarsson, Sales Manager-Europe, BRUKS Siwertell

15:00 **A Coruña: A port of destination and a logistics distribution platform**

Moderator: 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)

15:35 **Refreshments**

16:05 **REPORT: The SMARTSTORE project – *improving port logistics, storage and transformation of relevant products in Galicia through Industry 4.0 technologies***

Javier Sánchez, Innovation Department, Galigrain SAU

16:35 CASE STUDIES: Implementing a terminal operations system

Kent Busk, Director Seaport Group *-and-*
Mo Dualeh, EMEA Sales Manager, TBA

17:05 Moving from a concept to commissioning

Hani Katerji, Director, Hani Katerji Consulting

(C)

17:35 Discussion and questions

17:50 Chairman's conclusions and close of day one 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

CYBER SECURITY AND AI

09:05 Update on the threat – *how artificial intelligence is reshaping the cyber-risk landscape for bulk terminals*

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

ENVIRONMENT AND SAFETY

09:35 An holistic approach to fire mitigation at bulk terminals

Moderator: Neil Dalus, Risk Assessment Manager, TT Club

Panel: Tommy Carnebo, Training Manager and EV Risk Specialist, Dafo Vehicle AB
-and- Robert Tengval, Key Account Manager, Fogmaker

10:15 Dust suppression

Moderator: Professor Mike Bradley

Panel: Frank van Laarhoven *-and-*
David Ingvarsson

10:45 Refreshments

- 11:15 **Understanding climate risks, planning adaptive responses and embedding resilience**
Dorota Jilli, Senior Underwriter, TT Club
- 10:45 **PANEL DISCUSSION: A Coruña Green Port**
Moderator: 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)
- 12:10 **Discussion and questions**
- 12:30 **Chairman's summary of conference deliberations**
- 12:45 **Lunch**
- 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

SPONSORSHIP

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