

BULK TERMINALS A CORUÑA 2026

THE ONLY EVENT AIMED AT THE ENTIRE BULK TERMINALS INDUSTRY

21-22 OCTOBER 2026

Organised by



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

COPING WITH CONTINUING UNCERTAINTIES

OFFERING PRACTICAL SOLUTIONS SESSIONS WILL COVER

- » AN IN-DEPTH SECTOR BY SECTOR MARKET ANALYSIS
- » OPERATIONS AND OPPORTUNITIES
- » 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

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

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

This year Bulk Terminals 2026 is being held in A Coruña at the Hotel Eurostars Atlántico.

We are very grateful for the support of the Port of Authority of A Coruña.

Bulk cargo represents around 30% of total traffic through the port, the most important being agri-food products. This has positioned A Coruña as the main port on the Atlantic-Cantabrian coast in the movement of cereal destined for the livestock of Galicia, western Asturias, northern Portugal and part of Castilla-León.

Other bulk goods that move through the port are coke, cement, quartz, sulphur, phosphate rock, stone and other aggregates.

Speakers from the Port of Authority and A Coruña bulk terminals will share their experiences of developing the port's logistical activities resulting from the substantial infrastructure investment that has taken place and also its environmental commitment – as part of the project *A Coruña Green Port*.

As we look forward to meeting in A Coruña, the theme of the event, *Coping with continuing uncertainties*, chosen before the US and Israeli attack on Iran seems almost an understatement. The “on off” nature of this conflict only adds to the disruption of trade patterns and economic damage that have occurred already – expect the hurt be even greater next year than is already being felt as fertiliser shortages reduce future crop yields. Our tradition analysis of bulk markets, which

have been massively impacted by the war in the Gulf, continues with a full programme focused on the concerns of operators with sessions covering Operations and Opportunities, Environment and Safety, plus Cyber Security and AI.

In addition to the obvious economic repercussions, how will bulk terminals cope with operational challenges and the need to make strategic adaptations? Bulk Terminals A Coruña 2026 will examine the impact these continuing challenges place on bulk terminal operations – both in the short and long term.

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 Hotel Eurostars Atlántico for arrivals on the evening before the event starts and

then the Conference Reception at the end of day one, kindly sponsored by the Port of Authority of A Coruña.

Both of these provide the perfect opportunity renew old friendships and make new ones. A further valuable networking opportunity is afforded by visit on the afternoon of the second day to the Outer Port of A Coruña to visit the Galigrain (GropoNugar), Pérez Torres Marítima, and Terminales Marítimos de Galicia terminals.

ABTO could not stage the annual Bulk Terminals conference without the support of our sponsors: igus, indurad, RAM Spreaders and the TT Club. A big thank you to them, our host port of A Coruña and conference partners DsG consultants and The Wolfson Centre.

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

**Simon Gutteridge,
Chief Executive, ABTO**

KEY TOPICS

- **KEYNOTE:** Continuing geopolitical tensions and volatility of the US tariff regime impacting the global bulk trade
- Cementitious trade – factors reshaping trade flows
- Minimising material losses – ship to shore and shore to ship
- CapEx and OpEx considerations in equipment purchases
- The SMARTSTORE project – improving port logistics, storage and product transformation in Galicia through Industry 4.0 technologies
- CASE STUDIES: Implementing a terminal operations system
- Moving an infrastructure project from a concept to commissioning
- How artificial intelligence is reshaping the cyber-risk landscape for bulk terminals
- Understanding climate risks, planning adaptive responses and embedding resilience



**Mike Bradley,
Director, The Wolfson Centre**



**Simon Gutteridge,
Chief Executive, ABTO**



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

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

Fergal Buttimer, Buttimer Engineering



WHO SHOULD ATTEND?

BULK TERMINALS A CORUÑA 2026 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

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

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

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

RAM Spreaders

PRE-CONFERENCE NETWORKING: TUESDAY 20 OCTOBER 2026

18:00 Ice Breaker Drinks

CONFERENCE DAY ONE: WEDNESDAY 21 OCTOBER 2026

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 Coruña

09:15 **Representatives of the Regional Government of Galicia and the Municipalities of A Coruña and 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**

The global trading system is undergoing a structural shift, which is increasingly impacting the dry bulk shipping markets. What is emerging is a transition from a liberal, rules-based model of globalisation towards a fragmented, policy-driven system increasingly shaped by geopolitics, tariffs, economic and national security considerations.

- Geopolitics is increasingly shaping global trade, with conflicts and security concerns disrupting supply chains and changing shipping routes
- Tariffs are becoming a permanent feature of trade policy, influencing investment decisions, manufacturing locations, and trade competitiveness
- Trade is becoming more regional and strategically aligned, with countries using FTAs and partnerships to strengthen supply chains and reduce geopolitical risks
- Shipping is adapting to new trade patterns, including longer voyage distances, greater supply chain diversification, and increased market volatility – creating winners and losers for ports and terminals

Sean Fairley

09:50 **Does high steel protectionism impact the international iron ore trade?**

While iron ore trade has always been contentious, the US's imposition of high tariffs during the current administration has exacerbated tensions in the steel industry. A key question is whether the steel conflict is affecting the iron ore trade, given that around 98 per cent of global iron ore production is used for steel production. In other words, are clashes 'downstream' having an impact 'upstream'? This talk will address this question by analysing the latest available data on these two products and the latest measures taken by major countries.

- The key features of the steel trade pattern
- The key features of the iron ore trade pattern
- How do the two patterns relate to each other on a global scale?

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

10:15	Coal – remains a key dry bulk commodity Coal remains one of the world's largest dry bulk commodities despite accelerating efforts to reduce greenhouse gas emissions. Thermal coal continues to underpin electricity generation in many developing economies, particularly across Asia, while metallurgical coal remains essential for conventional steel production. International trade is dominated by exports from Australia, Indonesia and Russia (with ongoing European Union embargo) with China, India and Japan among the largest importers. Although demand is expected to decline gradually in Europe and North America, growing energy requirements in parts of Asia are likely to sustain seaborne trade over the medium term. Metallurgical coal is expected to remain more resilient as the steel industry transitions towards lower-carbon production methods. ▪ Introduction - coal from the Polish perspective ▪ Global coal consumption and production ▪ Worldwide perspective of coal usage ▪ Coal demand by sector, global energy demand ▪ International seaborne coal trade, current market shifts and outlook. ▪ Conclusions Tomasz Mańka, Director of Commercial Division, Węglokoks S.A. and Chairman Market Committee, EURACOAL
10:50	Refreshments
11:20	Grain markets – conflicts and structural changes Grain markets have not stood still in 2026, providing the dry bulk market with a welcome boost. The seaborne grain trade has seen record tonne and tonne-mile demand so far this year. The surge has been led by the Americas, while flows elsewhere have been softer. But which bulk terminals will be the winners and which ones the losers? Lately, trade wars, chokepoint disruptions, El Niño risks have dominated the narrative, but beneath them are slower moving stories that are quietly shaping the future. ▪ Record volumes and the Americas-led surge ▪ Trade policy, tariffs and shifting trade flows ▪ Supply-side disruptions: El Niño and shipping chokepoints ▪ Structural demand: China, biofuels and emerging markets Harry Grimes, Head of Dry Bulk Research & Data Analytics, Arrow
11:50	Cementitious trade - factors reshaping trade flows This presentation examines the major forces transforming Euro-Mediterranean cementitious trade, from The European Union's Carbon Border Adjustment Mechanism (CBAM) and geopolitical tensions to the rapid evolution of Supply Chain Management (SCM) supply chains. It highlights how these changes are redefining trade routes, sourcing strategies, port logistics and maritime transport, creating a new competitive landscape for producers, traders, and terminal operators. ▪ 2026: A perfect storm – the new drivers of cementitious trade ▪ Recent evolution of Euro-Mediterranean cementitious trade flows ▪ CBAM: First market impacts on the cement and clinker trade ▪ SCMs: The new strategic battlefield ▪ How shipping and port logistics are adapting ▪ Key takeaways and outlook Sylvie Doutres Ghizzo, Associate & Joint Managing Director, DsG Consultants
12:20	Q & A and discussions



OPERATIONS AND OPPORTUNITIES

12:30

Minimising cargo losses between ship and shore

In ship loading and unloading, it's quite common to find significant spillage of cargo. There are various reasons for this, notably leakage from grabs, mis-landing of the grab, wind lift-off from falling streams or material surfaces etc. This can result in major environmental pollution as well as various safety problems and significant cargo loss. This paper will address the matter based on practical experience.

- Common causes of spillage and lift-off of bulk cargos in loading and discharge
- Safety, environmental and economic effects
- Practical means for mitigating the matter

Professor Mike Bradley

13:00

Lunch

14:00

Lubrication free polymers in bulk terminal applications

Reducing or eliminating friction in bulk terminal equipment can yield operational and safety dividends. Maintenance down time is reduced. The failure of lubrication to metal bearings or moving parts causes friction resulting in heat, which precipitates fires and explosions where dust is either airborne or has settled on equipment. Where lubrication free polymers can be used instead of metal for bearings or moving parts on equipment these dangers are eliminated.

- Reducing maintenance requirements in bulk terminal equipment through lubrication-free polymer and composite technologies.
- Extending service life and improving operational reliability in highly contaminated and corrosive environments.
- Eliminating grease and oil contamination risks in bulk material handling applications.
- Improving sustainability and lowering total cost of ownership through maintenance-free bearing solutions.

Jon Mentxaka, Product Manager BRG & Industry Manager Renewable Energy, igus España

14:25

CASE STUDIES of CapEx and OpEx considerations in equipment purchases

All too often bulk handling equipment decisions hinge on CapEx and OpEx trade offs. Where sustained high volume flows are predicted, cutting corners on cost when it comes to equipment purchases has a potentially serious impact on maintaining operations. Typically, rather than opting for a bespoke system this involves buying off the peg to achieve lower CapEx. This inevitably results in higher OpEx: Increased energy and maintenance costs, loss of throughput due to breakdowns and consequent reputational damage – overall a much higher Total Cost of Ownership (TCO).

- What impact can adapted local conditions for ship unloaders have on return of investment?
- How does choice of ship unloading technique affect CapEx and OpEx costs?
- What effect can selective size of vessels have on ship unloading OpEx costs?

David Ingvarsson, Sales Manager-Europe, BRUKS Siwertell

14:50

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

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

Panel: Roque González Nogueira, Director Supply Chain and Terminals, Galigrain SAU and **Jorge Rico**

Caramés, Commercial Director, Pérez Torres Marítima SL (PTM) and **Pablo Ramilo Méndez**, Director, Erhardt Logistics Galicia and Director, Terminales Marítimos de Galicia (TGMA)

15:20	Refreshments
15:50	REPORT: The SMARTSTORE project – improving port logistics, storage and transformation of relevant products in Galicia through Industry 4.0 technologies The SMARTSTORE project explores how digital technologies can be effectively applied to improve efficiency and competitiveness within bulk terminal operations. Developed in a real port environment in Galicia, the project combines smart data systems with advanced positioning technologies to enhance cargo handling, storage optimisation and inventory visibility. By embedding these tools into day-to-day operations, SMARTSTORE supports more informed decision-making, better use of resources and improved traceability across the agrifood logistics chain. This presentation will outline the project approach, key functionalities and operational outcomes, offering practical insights into how innovation can deliver measurable improvements in port performance and service capability. ▪ Improving efficiency and competitiveness in bulk terminal operations through practical Industry 4.0 applications ▪ Enhancing cargo handling, storage performance and operational visibility across port logistics flows ▪ Integrating smart data and positioning systems to support real-time decision-making on site ▪ Strengthening traceability and inventory control within the agrifood supply chain ▪ Lessons learned from deploying SMARTSTORE in a live port terminal, including operational impact and implementation challenges Javier Sánchez, Innovation Manager – Bulk Logistics and Port Operations, Galigrain SAU
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	Moving from a concept to commissioning Moving a sustainable infrastructure project from a promising concept to a bankable Final Investment Decision (FID) is rarely a straight line. Drawing on a recent diversification project at a major European port, this presentation walks through a structured framework for commercial readiness, financial structuring, technical design, permitting and stakeholder alignment, used to take the project from concept to FID. The talk shares practical lessons on how to maintain momentum through a complex, multi-year investment process. ▪ Why capital projects in sustainable port infrastructure stall between concept and a bankable investment decision ▪ A structured framework for running commercial, financial, technical, permitting and stakeholder workstreams in parallel ▪ Practical lessons from taking a major European port diversification project through to Final Investment Decision ▪ What boards and investment committees actually need to see before they commit capital ▪ How to maintain momentum in a multi-year infrastructure decision process Hani Katerji, Founder & Director, Hani Katerji Consulting



17:05	Improving operational decisions through inventory visibility Bulk terminals are under growing pressure to handle changing trade flows, tighter environmental expectations and increasing operational complexity, especially in Agri and dry bulk supply chains. One often overlooked challenge is inventory visibility: knowing accurately what material is stored, where it is located, how it changes over time and how this information supports daily operational decisions. This presentation will discuss how automated bulk inventory monitoring can help terminals move from periodic manual estimates to a more continuous and reliable view of their stock in real-time. Using practical examples from dry bulk operations, it will show how better inventory data can support planning, reduce uncertainty between ship, storage and dispatch operations, and become a key building block for smart port automation. ▪ Why inventory visibility is becoming a core requirement for smart bulk terminals ▪ How automated monitoring can reduce reliance on manual stockpile estimation ▪ Practical use cases for dry bulk terminals and plants: planning, reconciliation, capacity use and operational decision-making ▪ How reliable inventory data supports wider automation, reporting and terminal efficiency Julien Pierre, Business Development Manager, Hexagon
17:30	Q & A and discussions
17:45	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 2026	
08:30	Refreshments
09:00	Conference Chairman's opening remarks 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 Artificial intelligence is changing the cyber-threat landscape at speed. Attackers can now create more convincing phishing campaigns, automate reconnaissance, develop malicious code more efficiently and impersonate trusted suppliers, employees and senior decision-makers. For bulk terminals, where interconnected operational technology, legacy equipment, third-party access and safety-critical processes must operate continuously, these developments create risks that extend far beyond the corporate IT network. This presentation will examine how AI is changing both the nature and pace of cyber threats and outline practical steps terminals can take to strengthen resilience without disrupting operations. ▪ How cybercriminals are using AI to accelerate reconnaissance, phishing, social engineering and the development of cyberattacks ▪ Why bulk terminals are particularly exposed through operational technology, remote access, contractors, suppliers and increasingly connected equipment ▪ The growing threat from deepfakes, voice cloning and fraudulent instructions targeting payments, cargo movements and operational decision-making ▪ How an attack originating in business IT can cross into terminal operations and affect availability, safety, loading, storage and ship-to-shore activities ▪ Practical measures terminal operators can take now to improve visibility, protect critical systems and build resilience against AI-enabled threats Richard Hodder, Managing Director & Principal Cybersecurity Consultant, Engage Cyber



ENVIRONMENT AND SAFETY

09:35

PANEL: An holistic approach to fire mitigation at bulk terminals

Fires are one of the biggest threats to port and terminal safety, and the seriousness of their impact can vary significantly depending on their size, reach, origin and the time it takes to put it out.

The conditions that can lead to a fire outbreak in bulk terminal include the improper storage of flammable materials or hazardous cargo, etc. Given this multiplicity of factors, it is imperative that ports and terminals can identify these on time. By doing so, not only can they implement proper mitigation protocols are but also deploy the right firefighting and fire detection equipment for each potential scenario.

It is by developing a holistic strategy that incorporates reactive and preventive measures that ports and terminals can minimize fire risks and their potential damage. This panel will gather specialists in fire risk management to discuss multiple approaches to this safety issue.

- Fire risks and hazards at the terminal: What to look for and what to avoid?
- What are the different types of fires? How do these vary in terms of cause and firefighting methods?
- What is the right fire fighting equipment for each specific fire type?
- Understanding the importance of firefighting equipment maintenance
- What to do when a fire starts?

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

PANEL: Dust suppression

Dust suppression in dry bulk terminals is critical for worker safety as well as equipment protection. Explosions are just one consequence – if the most dramatic and with frequently fatal consequences – of paying insufficient attention to dust suppression. Community relations and environmental compliance are also major concerns for bulk terminal operators. 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

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

Climate risks impact in a number of ways. Extreme weather events cause rising sea levels and increased flood risks, as well as heat stress. Planning adaptive responses and embedding resilience starts with understanding these risks. This presentation will examine the current issues and climate outlook, discussing the effects of climate change on port and terminal infrastructure and their operations and the need to embed resilience.

- Climate risk and operational resilience
- Extreme weather and business continuity
- Understanding exposure and vulnerability
- Practical adaptation strategies for ports and terminals
- Embedding resilience into decision making

Dorota Jilli, Senior Underwriter, TT Club



PANEL DISCUSION: A Coruña Green Port

The A Coruña Green Port project will have a significant impact on job creation and the reduction of CO2 emissions, which are expected to fall by 800,000 tonnes per year. The project will act as a driving force and contribute to encouraging the ecological transition of the surrounding industries.

Recent months have witnessed significant progress on the outer port of A Coruña. The company Inditex has applied for a concession and is advancing in the administrative procedures to install three wind turbines, which will supply the electricity needed for operations at its facility in Sabón and self consumption by the port.

In addition to this investment, other important offshore wind energy companies have also shown interest in new developments and projects in the Outer Port, with significant investments planned. The Port Authority is working on and studying these projects that are definitely going to position the facilities at Punta Langosteira as a strategic hub port supporting Europe's offshore wind industry.

All these projects fit into the A Coruña Green Port philosophy and they will undoubtedly contribute to making this the great 21st century port: a great decarbonisation, industrial and logistics hub.

11:45

The panel will discuss the progress to these objectives and how bulk terminals have contributed to their implementation. The project A Coruña Green Port is based on the following strategic lines:

- The green hydrogen and ammonia value chain and its integration into the industrial activities.
- Industrial transformation and the production of renewable fuels to replace traditional fuels.
- The development of offshore renewable wind power and knowledge hubs.
- The digitisation and modernisation of the companies in the port.
- Energy storage and the electrification of the port.

Moderator: Andrés Guerra, Head of Sustainability and Strategy, Port of A Coruña Authority

Panel: Panellist from Galigrain SAU and **Jorge Rico Caramés**, Commercial Director, Pérez Torres Marítima SL (PTM) and **Daniel Carrera Villar**, Chartering & Operations Manager, Erhardt Logistics Galicia



12:10

Discussion and questions

12:30

Chairman's summary of conference deliberations

12:45

Lunch

TERMINAL VISIT

13:50

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



GrupoNogar



TMGA

16:30

Close of conference and return by coach to central A Coruña *

* Approximate timing

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





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.



Kent Busk, Managing Director, Seaport Group

Kent is the Managing Director of Seaport Group and has worked across Europe, the Middle East, Asia, Africa, and the Americas for more than 28 years, delivering projects in infrastructure, logistics, ports, terminals, automation, productivity improvement, and large-scale transformation programmes.

His work spans digital transformation, enterprise systems / TOS, procurement strategy, terminal operations, operational excellence, and the implementation of mission-critical business and operational platforms. Kent has led complex programmes involving terminal operating systems, automation, energy infrastructure, onshore power supply, and organisational transformation.

With a background combining engineering, economics, and project leadership, his focus is on aligning business strategy, operational models, governance, and technology decisions to deliver long-term business value and sustainable transformation outcomes.



Daniel Carrera Villar, Chartering & Operations Manager, Erhardt Logistics Galicia

Daniel has built his entire professional career in the maritime transport and logistics industry, bringing together more than 15 years of experience in a sector where he has taken on increasingly senior responsibilities. Throughout his career, he has led operations across multiple business areas, from ship chartering and port agency services to the end-to-end management of complex logistics projects.

He currently leads Erhardt Logistics' Chartering and Operations business in Galicia and Portugal. His in-depth knowledge of the project cargo, steel and metals, and shipbuilding industries, among others, enables him to design and deliver logistics solutions for highly complex operations.

Specializing in business development and operations management, Daniel coordinates multidisciplinary teams and fosters collaboration across Erhardt Logistics' different business units to provide clients with fully integrated logistics solutions.



Tommy Carnebo, Training Manager and BEV Risk Specialist, Dafo Vehicle AB

Tommy has more than 20 years of experience as a professional firefighter and has specialised in battery-electric vehicles and alternative fuel safety since 2016.

He works internationally with vehicle manufacturers, terminal operators, emergency services, authorities and other industrial stakeholders. Tommy's work focuses on fire risk assessment, early detection, fire suppression, emergency preparedness and the development of practical safety procedures for vehicles and machinery operating in high-risk environments.

Tommy has trained thousands of emergency responders and technicians and regularly shares lessons learned from real-world incidents and international projects. His focus is on combining technology, training and operational preparedness to create safer and more resilient operations.



Neil Dalus, Risk Assessment Manager, TT Club

Neil is in the TT Club's Loss Prevention Team. He joined TT Club in 2023 and has extensive experience managing port and port related infrastructure and assets, having 20 plus years engineering experience, which includes Local Authority, consultancy and 11 years in the port industry in various technical and engineering leadership role



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.



Mo Dualeh, EMEA Sales Manager, TBA

Mo has worked as an enterprise technology professional for over twenty years across the EMEA region, primarily with Deloitte & other US Tech Corporations. He has been with TBA (a division of Konecranes Software) for three years and is responsible for Business Development and Sales of the CommTrac TOS (Terminal Operating System) throughout Europe, the Middle East, and Africa.

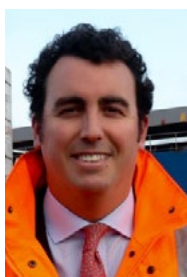
Before joining the technology sales industry, Mo had maritime experience, serving as a crew member on an RNLI Inshore Lifeboat in the Bristol Channel for two years and as an Officer in the Royal Navy for four years.



**Martin Fernandez Prado, Dr. Architect, MAUD Harvard University, PADE
- IESE, Executive Chairman, Port Authority of A Coruña**

Martin has been the Executive Chairman of the Port Authority of A Coruña since 2020. His main achievements since arriving there have been granting the financing of the railway infrastructure to the Outer Port with Next-Gen funding and starting the process of transforming the waterfront of the Inner Port.

Under the name of "Coruna Maritima", this project is now in the process of bidding its Master Plan. Furthermore, he has presented a new vision of the Port of A Coruña with the Green Port project, involving a logistic hub for renewable molecules.

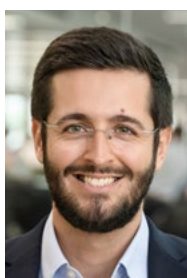


Roque González Nogueira, Director Supply Chain and Terminals, Galigrain SAU

Roque has been Director General Supply Chain and Terminals at Galigrain for nine years.

Before that he was JLL (Jones Lang LaSalle Incorporated), a commercial real estate services and investment management company, working on both the Wealth Management and Retail sides of Capital Markets.

Roque also spent a short time at both Actis as an Energy Investment Analyst after BBVA Asset Management as a Junior Analyst.



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

Harry leads Dry Bulk Research & Data Analytics at brokerage ARROW, building both qualitative and quantitative insights into dry bulk shipping and commodity markets. Before ARROW, he worked at a commodity trading house and a hedge fund, covering risk and market analysis in freight, coal, iron ore, agriculture, gas and LNG.



Andrés Guerra, Head of Sustainability and Strategy, Port of A Coruña Authority

Andrés has more than 35 years of experience in sustainability, environmental management, strategy, risk management, and maritime and port operations. He holds a Degree in Physics from the Complutense University of Madrid, specialising in Earth and Space Physics, and has complemented his scientific background with postgraduate studies in atmospheric research, environmental management, and civil protection and emergency management.

He began his professional career in the nuclear sector participating in safety reviews and radiological protection programmes at the Ascó and Vandellós Nuclear Power Plants. He subsequently joined the Spanish Ministry of Public Works' Maritime Climate Programme, contributing to the development and implementation of advanced meteorological and wave forecasting models in collaboration with leading international research institutions.

Throughout his career, he has held senior management positions at CEDEX, the Spanish Ports Authority (Puertos del Estado), and the Port Authority of A Coruña, where he currently serves as Head of the Sustainability and Strategy Department, as well as the Quality, Environment, and Emergency Preparedness Offices. He has led pioneering projects in environmental management, strategic planning, climate change adaptation, maritime safety, digital transformation, and port decarbonisation.

He has represented Spain in major international port and environmental forums and has promoted innovative initiatives in environmental standardisation, sustainability reporting, and applied research. Through close collaboration with universities and technology centres, he continues to lead projects focused on climate resilience, operational forecasting, artificial intelligence applications, and the sustainable development of the port sector.



Simon Gutteridge BA Law (Hons), FIMarEST, Chief Executive, ABTO

Simon has 40 years experience as a maritime associations, media and events specialist. His background in association management, event production and as a commissioning editor of legal publications is reinforced by a strong background in advertising, sponsorship and revenue stream optimisation.

Simon is experienced in developing relationships with key industry, regulatory and political personnel. He is adept at representing organisations, or providing advice in areas where experience and credibility are essential.

He has an excellent knowledge of maritime, trade, energy, defence, foreign affairs, political and legal matters. Simon served in the Royal Naval Reserve and was a candidate in the 1997 UK General Election.



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.



David Ingvarsson, Sales Manager - Europe, BRUKS Siwertell

David is an experienced sales manager who has worked in both the mechanical and industrial engineering industries. His experience covers both project type sales and through distributors.

David is a strong program and project management professional skilled in HVAC, heat exchangers, boilers, district heating & cooling systems.



Dorota Jill, Senior Underwriter, TT Club

Dorota joined the TT Club in 1998. She has held various underwriting roles and is now a Senior (Portfolio) Underwriter in the Europe region with specific responsibility for Central Europe and the Mediterranean.

Dorota has experience working with the TT Club membership across a wide range of regions and risk areas specific to the transport and logistics industry.

She is an Associate of the Chartered Insurance Institute (CII) and is Chartered Institute of Marketing (CIM) qualified.

**Hani Katerji, Director, Hani Katerji Consulting BV**

Hani is the founder and director of Hani Katerji Consulting BV, a boutique management consulting firm based in Amsterdam. Over the past decade, he has helped commercial and strategy leaders in the sustainable port infrastructure companies unlock over €500 million in investment decisions for projects across Europe and the Middle East.

Hani developed QARAR, a dual framework method that takes infrastructure leaders from early market assessment through to a bankable Final Investment Decision. Hani is currently completing an Executive MBA at INSEAD.

**Jon Mentxaka**

Jon is a Mechanical Engineer with more than 22 years of experience in industrial engineering, product management and business development. Throughout his career, he has worked across a wide range of industries including aerospace, automotive, renewable energy, cranes, construction machinery and other demanding industrial applications.

He currently works as Product Manager for Spain at igus, a German multinational company specialising in motion plastics and lubrication-free polymer solutions.

Combining extensive technical knowledge with a practical understanding of industrial operations, Jon works closely with OEMs, EPC contractors and end users to implement advanced polymer technologies in challenging applications worldwide.

**Tomasz Mańka, Director of Commercial Division, Węgłokoks S.A. and Chairman Market Committee, EURACOAL**

Tomasz is a manager with over 29 years of professional experience in the field of foreign trade on the international coal market, including 14 years of experience in work and management in foreign companies belonging to the WĘGŁOKOKS Group.

He has extensive experience and knowledge in the field of international trade and logistics – including maritime.

Tomasz is a graduate of the Faculty of Mining and Geology of the Silesian University of Technology in Gliwice, also holds an Executive MBA diploma from the Warsaw University of Technology Business School and Harzburg Kolleg of the University of Economics in Katowice.

He is President of the Management Board of Polske uhli a.s. based in Ostrava, Czech Republic and Director of the Commercial Division in WĘGŁOKOKS S.A.

Additionally, Tomasz is Chairman of the EURACOAL Market Committee in Brussels and an Associate at the COAL INDUSTRY ADVISORY BOARD (CIAB) established by the IEA.

**Julien Pierre, Business Development Manager, Hexagon**

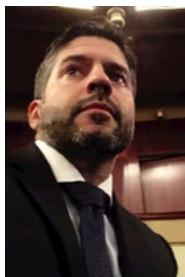
An experienced professional in the mining technology space, Julien is currently serving as Business Development Manager for Radar Solutions (former indurad) at Hexagon. His role supports mining and bulk material handling operations in applying advanced sensing and monitoring technologies to improve safety, operational awareness, and decision making. With a technically grounded and practical approach, he brings valuable insight into how innovative solutions can be effectively integrated to address real challenges across bulk handling environments.

**Pablo Ramilo Méndez, Director, Erhardt Logistics Galicia and Director, Terminales Marítimos de Galicia (TGMA)**

Pablo leads Erhardt Logistics' operations in Galicia and the northwestern Iberian Peninsula.

With more than 30 years of experience in the logistics sector, he has built his entire career around operations management, business development and team leadership. He is also a member of the Erhardt Logistics Steering Committee, contributing to the company's strategic direction and continued growth.

Before joining the Erhardt Group, Pablo developed his career in the shipping industry. Since joining the company, he has held senior management positions across several business areas, including shipping, logistics and port terminal management. Over the years, he has gained extensive experience in the management of bulk cargo terminals, as well as a comprehensive understanding of supply chain operations and the requirements of the industrial sectors served by Erhardt Logistics.

**Jorge Rico Caramés, Commercial Director, Pérez Torres Marítima SL(PTM)**

Jorge studied Civil Engineering the University of A Coruña and Business Administration at the IESE Business School. He worked at Pérez Torres Marítima (PTM) for twelve and half years. Jorge has been the Commercial Director at PTM since May 2023. Prior to that he was Deputy Manager on the agency and stevedoring side of the business for nine and half years.

Before joining PTM Jorge was in the construction and civil engineering industries, where he was Managing Director of Proyectos Zenale SL, Site Manager for Dragados and a Project Manager for ICEACSA Consultores S.L

**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.

**Javier Sánchez, Innovation Manager – Bulk Logistics and Port Operations, Galigrain**

Javier works in the Innovation Department focusing on the development and implementation of practical digital solutions for bulk terminal activities.

His work centres on improving efficiency, traceability and operational performance through the application of Industry 4.0 technologies in real port environments. He is actively involved in projects aimed at optimising cargo handling, storage and value-added processes within the agrifood supply chain.

Javier contributes to collaborative initiatives bringing together technology providers and port operators to address operational challenges. In this context, he is involved in the SMARTSTORE project, supporting the adoption of data-driven approaches to enhance competitiveness and service capability in bulk terminal operations.

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

Irene is a civil engineer and graduate in law, specialized in maritime administration and port management.

She has completed an executive program for women in senior management at ESADE and a program in Organizational Leadership at Harvard Business School.

With over 20 years of professional experience, Irene began her career at the international engineering consultancy ICEACSA (Antea Group).

Since 2007, she has been part of the senior management team at the Port Authority of A Coruña, where she currently leads the Commercial, Port & Business Development Department. Her work focuses on attracting private investment, promoting the new Outer Port of A Coruña and boosting cruise traffic.

**Robert Tengval, Key Account Manager, Fogmaker**

With 20 years of experience in the automotive industry, Robert has gained a clear view of how customers seek better fire protection for their investments. What previously mainly applied to buses or trucks now applies to all vehicles, especially if these vehicles are used for bulk materials handling.

Protection is needed to safeguard employees, machines and the products they handle every day. To this end, Robert is working towards the goal of providing fire protection that is always active without human intervention and that simultaneously alerts its surroundings if an accident occurs.

**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.

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

Registration

BULK TERMINALS 2026 A Coruña

21-22 October 2026: Hotel Eurostars Atlántico A Coruña

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.

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



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*The Wolfson Centre
for Bulk Solids Handling Technology*



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



HEXAGON

Hexagon is the global leader in measurement technologies. We provide the confidence that vital industries rely on to build, navigate, and innovate. From microns to Mars, our solutions ensure productivity, quality, and sustainability in everything from manufacturing and construction to mining and autonomous systems.

Hexagon's Mining division connects measurement and autonomy across surface and underground operations, pushing the boundaries of autonomous technology and data insights to help customers optimise resources and move material safely.

Equal to the breadth of this smart mining portfolio is innovation that

incorporates robotic sensors and software, digital twins, and AI-enhanced analytics, positioning us to meet sustainability and demographic challenges, helping customers steadily advance toward truly autonomous solutions.

hexagon.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



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

With thanks to our Host Port for Bulk Terminals A Coruña 2026



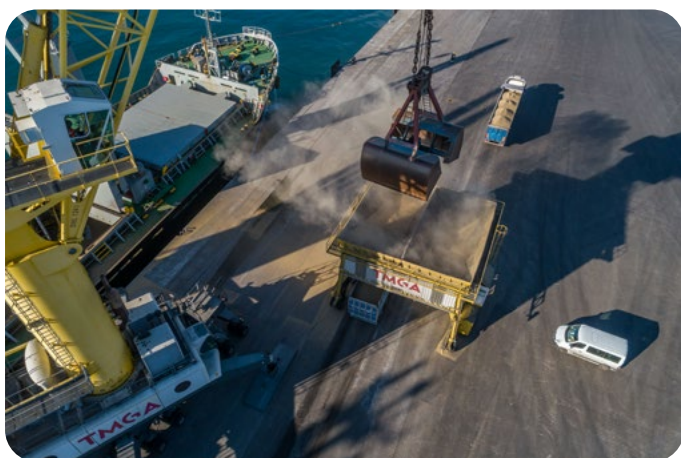
Bulk cargo represents around 30% of total traffic through the port, the most important being agri-food products. This has positioned A Coruña as the main port on the Atlantic-Cantabrian coast in the movement of cereal destined for the livestock of Galicia, western Asturias, northern Portugal and part of Castilla-León.

Other bulk goods that move through the port are coke, cement, quartz, sulphur, phosphate rock, stone and other aggregates.

The inner harbour docks where these cargoes are handled comprise firstly the Centenario dock, for the movement of agri-food products stored in warehouses and the export of quartz from a nearby mine. The San Diego dock is used for unloading cement at a concessionary company's facility.

The unloading operations of different cereals and raw materials for the manufacture of feed and compound food are carried out at the dock and operations area of the Outer Port. These are stored in the warehouses of the main operators – their volume of activity has gradually increased turning Punta Langosteira into the "Agrifood Hub" of Spain's North West peninsula.

Port operators have made significant investments to equip Punta Langosteira with modern storage facilities, featuring mechanised systems for unloading and transporting goods from ships to warehouses via a closed-circuit network of conveyor belts and transfer towers. These investments have improved productivity and environmental performance, strengthening A Coruña's competitiveness and its position as the most important logistics hub in North West Spain for agri-food bulk cargo.



With thanks to **DsG Consultants** our Conference Partners for Bulk Terminals A Coruna 2026

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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Sophie Robert

+33 (0)6 11 55 65 19

direction@dsgconsultants.com

www.dsgconsultants.com



Supporting Associations and Media Partners

With thanks to our Supporting Associations and Media Partners

Supporting Associations



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

Media Partners



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

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

An outstanding conference bringing together key players of the bulk sector. I truly appreciated the insightful discussions on the transition of bulk flows and trade dynamics. Highly recommended for anyone involved in port and terminal strategy.

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

My colleagues and I regularly attend the ABTO Bulk Terminals conferences which are excellent and well-coordinated events

Grant Honzik, PD Ports

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

Frank Robertson, Logistec Stevedoring Inc

Thank you for the insights into the dry bulk market and we will see each other on the next conference.

Michael Akkermans, Katoen Natie

I compliment ABTO for the high quality event we all enjoyed

Javier Quintero Saavedra, Terminales Maritimos de Galicia (TGMA)

It Is always a pleasure to meet people around terminal operations, and this event is a perfect situation for me

Antonio Abelleira Argibay, GrupoNogar

I enjoyed the conference and was very useful for me

António Jordão, Grupo ETE

I made a few interesting contacts – it was very worth my while

Yves Bosteels, SEA-invest

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

Ekke Oosterhuis, Royal HaskoningDHV





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The Wolfson Centre
for Bulk Solids Handling Technology

THE WOLFSON CENTRE FOR BULK SOLIDS HANDLING TECHNOLOGY AT THE UNIVERSITY OF GREENWICH, MEDWAY.

EXPERTS OFFERING CONSULTANCY ADVICE AND SHORT COURSES FOR
ENGINEERS HANDLING POWDER AND BULK MATERIALS

»»» ONLINE COURSES NOW AVAILABLE

CONSULTANCY SERVICES

Some of our Consultancy services include advising on:

- » Storage and Discharge of bulk materials
- » Pneumatic Conveying of bulk solids
- » Spoiling of materials in storage and in transit
- » Plant and Equipment design/redesign
- » Ship Unloading/ quayside operations
- » Control of plant wear
- » Dust control
- » Bulk Materials characterisation
- » ATEX/DSEAR compliance
- » Expert Witness services

SHORT COURSES FOR INDUSTRY

We also provide a range of short courses to help delegates identify potential bulk materials handling problems and advise on how to avoid and/or overcome these issues. They fall under 4 main categories

Pneumatic Conveying:

- » Pneumatic Conveying of Bulk Materials
- » Pneumatic Conveying System Design
- » Rotary Valves; Design, Selection and Operational Issues
- » Commissioning and Troubleshooting 'Hand's On' Pneumatic Conveying Systems

Storage of Bulk Materials:

- » Storage and Discharge of Powders and Bulk Solids
- » Design of Equipment for Storing and Handling Bulk Materials
- » Biomass Handling, Feeding and Storage (can be adapted to other materials such as waste, recycled goods, pellets)

General bulk materials handling:

- » Overview of Particulate Handling Technology
- » Port and Terminal Operations for Bulk Cargoes
- » Measurement of the Properties and Bulk Behaviour of Particulate Materials
- » Dust Control in Processes

Specialist areas of concern:

- » Caking and Lump Formation in Powders and Bulk Solids
- » Undesired De-blending and Separation in Processes and Equipment
- » Electrostatics in Powder Handling
- » Numerical Modelling of Solids Handling and Processing
- » Powder Handling and Flow for Additive Manufacturing



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