

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

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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, 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 Municipality of A Coruña**
Natalia Botana Rey, President Portos de Galicia, Xunta de Galicia *-and-*
Juan Ignacio Borrego, Councillor, Municipality of A Coruña

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

10:20 **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 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

10:50 **Refreshments**

11:20 **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

11:50 **Discussion and questions**

CYBER SECURITY AND AI

12:00 **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

Andrew Rice MSc, CISSP, Cybersecurity & AI Security Strategist and Ambassador, Global Council for Responsible AI

12:20 **Discussion and questions**

OPERATIONS AND OPPORTUNITIES

12:30 **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)

13:00 **Lunch**

14:00 **Minimising cargo losses between ship and shore *- dust mess and spillage***

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

14:30 **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 & Renewable Energy, igus España

14:55 **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

15:25 **REPORT: SMARTSTORE - *building the connected, automated and resilient dry bulk terminal***

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

15:55 **Refreshments**

16:25 **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

David Trueman, Commercial Director, TBA

16:55 **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

17:25 **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

17:55 **Discussion, questions plus Chairman's conclusions and close of day one conference proceedings**

EVENING SESSION

18:15 **Conference reception at the Copacabana Terrace kindly sponsored by the Port of A Coruña Authority**

Port of A Coruña
Port Authority of A Coruña

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

MARKETS

09:05 **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

ENVIRONMENT AND SAFETY

09:35 **DISCUSSION: 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?

Neil Dalus, Risk Assessment Manager, TT Club -*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, Senior Sales Manager Europe, RAM Spreaders -*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

Neil Dalus

10:45 **PANEL DISCUSION: A Coruña Green Port**

The Port Authority of A Coruña has focused in recent years on its strategy for transforming its activities to fit the ecological transition as part of the project A Coruña Green Port. Among its objectives are to be a catalyst for energy innovation in the local industrial sector by using renewable energies that produce zero emissions and to create an energy and maritime industrial hub. The panel will discuss the progress to these objectives and how bulk terminals have contributed to their implementation.

- 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 digitisation and modernisation of the companies in the port
- Energy storage and the electrification of the port
- Bulk terminals contribution to the project of A Coruña Green Port

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

Panel: Antonio Abelleira Argibay, Operations General Manger, 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**
Professor Mike Bradley

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**

SPEAKERS



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.



Antonio Abelleira Argibay, Operations General Manger, Galigrain SAU
Antonio has been the Operations General Manager of GrupoNogar since 2020, with logistics responsibility in all the ports where the group has a presence. With almost 20 years in the company, he has gained a direct knowledge of the entire port logistics chain.
Antonio studied Civil Marine in LA Coruña and developed his first years of professional experience as a Deck Officer and then Captain in different types of ships, which gives him a detailed knowledge of different operations, both on ship and shore side.



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 different business units to provide clients with fully integrated logistics solutions.



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.



Sean Fairley, Principal Consultant, Drewry Shipping Consultants

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



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 "Coruña 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 Gonzalez 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.



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

Andres 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 Asco and Vandellos 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.

Andres 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.



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.



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.
He is currently completing an Executive MBA at INSEAD.



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

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, Węglokoks 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 WĘGLOKOKS 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 WĘGLOKOKS 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 Mendez, Director, Erhardt Logistics Galicia and Director, Terminales Maritimos 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.



Andrew Rice MSc, CISSP Cybersecurity and AI Security Strategist and Ambassador, Global Council for Responsible AI

Andrew is an internationally experienced cybersecurity and artificial intelligence security leader with over 20 years of experience helping organisations protect critical systems, manage emerging threats and build operational resilience.

His career spans senior security leadership and advisory roles with IBM, HP, QinetiQ, Hitachi and Ericsson/Vonage, alongside specialist work in maritime cybersecurity and AI-enabled technologies. As co-founder of Pelion Consulting, Andrew represented CIRM at the International Maritime Organization (IMO), contributing to discussions on cybersecurity regulation for autonomous shipping.

Currently a virtual Chief Information Security Officer (vCISO) and an Ambassador for the Global Council for Responsible AI, Andrew focuses on the security implications of emerging AI technologies, including adversarial AI, autonomous systems and AI-enabled cyber threats. Combining strategic insight with practical cybersecurity experience, Andrew helps organisations understand how increasingly sophisticated cyberattacks can threaten interconnected systems, supply chains and operational continuity — and, importantly, what they can do to protect themselves.



Jorge Rico Carames, Commercial Director, Perez Torres Maritima SL(PTM)

Jorge studied Civil Engineering the University of A Coruña and Business Administration at the IESE Business School He worked at Perez Torres Maritima (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 Sanchez, 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.



David Trueman, Commercial Director, TBA Doncaster Ltd

David started his professional life as an electrical engineer and spent 20 years working on process implementation projects in various industries.

His role has grown organically within the TBA organisation from projects to sales and he was instrumental in the development of the CommTrac software product to meet the needs of bulk and general cargo terminal operators. His role allows him to indulge his interest in problem solving and process optimisation.

David has a wife and three grown up children. For light relief he coaches at his local rugby club.



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.

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