

# BULK TERMINALS

*international*

THE OFFICIAL MAGAZINE OF ABTO

abto  
ASSOCIATION OF BULK  
TERMINAL OPERATORS

**MEDIA INFORMATION WINTER 2018**

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[WWW.BULKTERMINALS.ORG](http://WWW.BULKTERMINALS.ORG)



ABTO provides a voice for bulk terminal operators, at a national and international level, providing a forum for its members to discuss the issues impacting seaborne trade and the global transportation of bulk commodities.

ABTO encourages the free and frank exchange of opinion to enable the bulk sector to present a united front in all discussions with governments, shippers, shipowners and operators in order to promote and protect member interests

ABTO co-operates with other industry organisations, associations and institutions to ensure that our members' voices are heard at an inter-governmental level.

## BULK TERMINALS *international*

*is the official magazine and is published by*



## WHAT WE DO

- Represent the interests of Bulk Terminal Operators at the highest level
- Provide a forum for discussion on the issues affecting Bulk Terminal Operators
- Provide relevant events and conferences at which Bulk Terminal Operators can meet to exchange their views
- Publish regular updates, articles and White Papers covering the issues impacting terminal operations and performance
- Develop training schemes and educational seminars to facilitate advancement and best practice
- Market members' news and developments
- Provide a service to bulk terminal operating companies by helping to establish a favourable operating environment.
- Act as a forum for discussion on non-competitive issues
- Provide up-to-date information and market intelligence for bulk terminal operators in order to help strengthen and support their business development strategies.
- Lobby governments and administrations and to ensure they are aware of all the issues affecting the transportation of bulk cargoes and consequently, global trade.

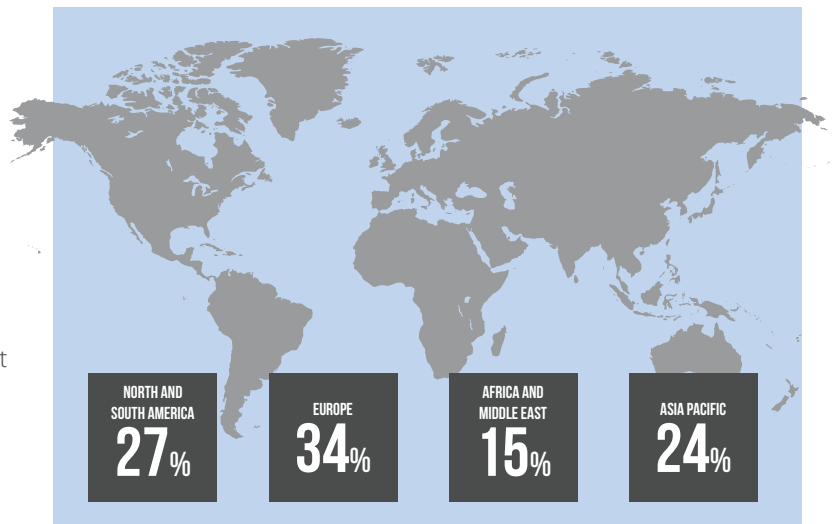
## CIRCULATION

*Bulk Terminals International* has an international circulation to Bulk Terminal Operators throughout the world as well as Ship Owners, Ship Managers, Ship Charterers, and other transport/logistic suppliers, Primary Producers and Consumers and Materials Handlers. These include both ABTO members and trusted non-members.

There is also a bonus circulation at relevant events throughout the world including Breakbulk Europe, TOC Asia, SMTC Singapore, Coaltrans, Global Grain and Dry Cargo Europe.

*Bulk Terminals International* will also be available to view on

**[WWW.BULKTERMINALS.ORG](http://WWW.BULKTERMINALS.ORG)**



# BULK TERMINALS

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Bulk cargo terminal operators face a challenging environment. Tough market conditions, together with ongoing environmental, security and political issues, have an enormous effect on bulk terminal operations and the smooth transportation of commodities.

*Bulk Terminals International* keeps operators ahead of these technical, commercial, environmental and economic challenges. With insightful articles written by industry experts, we guide operators through today's turbulent times with clarity and knowledge. We also provide in-depth analysis of the political drivers faced by bulk terminal operators and enable them to show a united front when making their mark in the political arena.



Within each issue, we tackle the range of subjects affecting bulk terminal operators. We consider how markets for bulk cargoes such as iron ore or steel have been affected by economic conditions. We keep operators ahead of new environmental legislation aimed at reducing shipping's emissions footprint and we tackle safety issues such as cargo liquefaction, which has caused the loss of vessels and their crews.

We examine how changing trading patterns and sourcing of cargo affect ships' ability to deliver high-value products to customers in a timely and effective manner, and we take an in-depth look at the technological advances within ports that streamline facilities and ensure fast vessel turnarounds.

*Bulk Terminals International* keeps operators ahead of the legal issues affecting ports, crew and vessels, as well as security of staff and cargoes. With port conditions varying dramatically throughout the world and massive expansions underway to develop the hinterland around ports, we keep our readers informed on new developments at different hubs, as well as the challenges facing the personnel and ships that operate within them.

## EDITORIAL SYNOPSIS WINTER 2018

### SPECIAL FEATURES

#### TRADE AND COMMODITIES

##### WORLD GRAIN TRADES

Grain producers have been hit by weather conditions recently. We look at the key indicators in the market for bulk cargoes.

#### EQUIPMENT AND ENGINEERING

##### COAL HANDLING SYSTEMS

Cost effective and above all environmentally friendly equipment is vital to the trade.

##### CRANE CONTROLS AND COMPONENTS

Flexibility and longevity are key to this segment.

##### MARINE PAINTS

We look at some of the products available in a sector where it is easy to fall foul of environmental legislation.

##### GRABS

We look at new developments as ports drive to increase efficiency and throughput.

##### CONVEYOR SYSTEMS

Effective conveyor systems are key to ports' ability to move products safely and swiftly. We consider some of the new designs and their suppliers.

### BULK TERMINALS

##### CEMENT HANDLING AND STORAGE

We explore the challenges, particularly on health and safety when dealing with a vital product.

##### SOFTWARE AND AUTOMATION

Autonomous is a much used word in both the port and bulk shipping segments.

### SHIPPING AND TRANSPORTATION

##### BREAKBULK AND BAGGING

We look at the latest drives to increase efficiency.

### REGIONAL REPORTS

##### US GULF PORTS

We look at how successful Gulf ports are in attracting business away from East and West Coast competitors.

##### CHINA

The country continues to be a main driver of bulk trades, so what happens next?

##### GERMAN PORTS AND TERMINALS

We look at the latest developments following ABTO's conference in Hamburg.

##### UAE

The region is keen to develop bulk trades alongside containers. We assess progress so far.

##### ITALIAN EQUIPMENT MANUFACTURERS

We look at key players and equipment providers.

### SPECIAL REPORTS

##### BULK SHIPBUILDING AND REPAIR

There has been plenty of activity in bulk shipbuilding and yards are full with ships seeking to retrofit to meet new environmental requirements.

### REGULAR FEATURES

##### FROM THE EDITOR

##### CHIEF EXECUTIVE'S REPORT

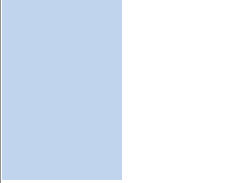

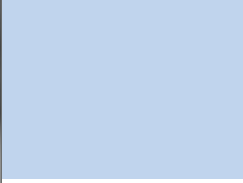

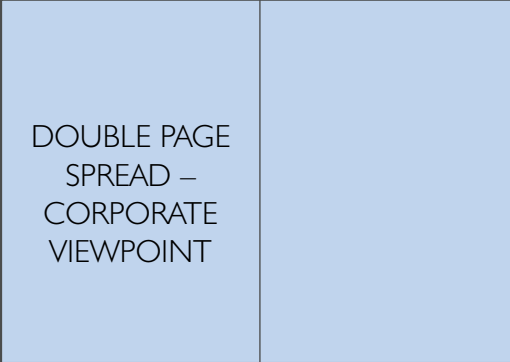
##### INDUSTRY NEWS

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##### JOIN ABTO

##### INTERVIEW

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