



BULK TERMINALS 2018

Improving safety, streamlining operations and ensuring environmental protection

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

Tuesday 23 – Wednesday 24 October 2018, Radisson Blu Hotel, Hamburg

DRAFT PROGRAMME

Please note topics are subject to change

1. Speakers

2. Conference Themes

3. Programme

1. Speakers

Ian Adams CDir, FIoD, IEng, FIMarEST, Chief Executive, Association of Bulk Terminal Operators (ABTO)

Professor Mike Bradley BSc Hons, PhD, Director, The Wolfson Centre for Bulk Solids Handling Technology, University of Greenwich and Chairman, Solids Handling and Processing Association

Captain Richard Brough BA, OBE, Director, Brough Marine Ltd and Technical Advisor, ICHCA International

Dr Federico Carvajal, Telecommunications Engineer, Universitat Politècnica de València

Chris Gibson, Director MCERT, Templar Executives

Michael Gubbins, Logistic Optimization Vice President, CODELCO – Corporación Nacional del Cobre de Chile

Anthony van der Hoest, Director Commerce, MTBS

Daniel Hosseus, Managing Director, ZDS – Association of German Seaport Operators

Andrew Huxley ACII, Regional Development Director, TT Club

Mathias Karlsson, Researcher, RISE Research Institutes of Sweden AB

Ian Mills, Director, Lawrence Mills Consulting and Researcher, Solent University

Malte Moeller, Project Manager, igus GmbH

Axel Mattern, CEO, Port of Hamburg Marketing Association

Jens Christian Nielsen, Managing Director, Frachtcontor

Garry O'Malley, General Manager, Redcar Bulk Terminal Limited

Philip Rabe, Sales Manager, Damen Green Solutions

Dr Sebastian Saxe, Chief Digital Officer, Ministry of Economy, Transport and Innovation, Free and Hanseatic City of Hamburg and Chief Digital Officer, Hamburg Port Authority AöR

Richard Steele MEd, Chartered FCIPD, Executive Director, Ports Skills and Safety (PSS)

Martin Tiling, Industry Manager Shore Power, igus GmbH

2. Conference Themes

Improving safety, streamlining operations and ensuring environmental protection are the themes that will run throughout the two-day Bulk Terminals 2018 conference.

Have the optimistic first half 2018 forecasts for the bulk trades been sustained? Setting the scene for terminal operations, Bulk Terminals 2018 will undertake a strategic overview of the markets and future trends.

Safety and environmental factors are investment drivers. And for good reason, upping the industry's act on safety continues to be a priority. Addressing ways to minimise the hazards of handling bulk cargo and how to prepare for the inevitability of fire and explosions will feature in the programme – as will what can be done to improve safety training without which there will be little, or at the best, slow progress

The environment and sustainability steadily move higher up the agenda, driven by regulation and emissions concerns. Ballast water and tank washings regulation are seen by many as a problem for ports, but maybe an opportunity for others? Similarly other green port initiatives, such as cold ironing and dust control.

Other investment drivers, such as new and smart technologies which enhance operational efficiency, will be compared. So will which systems are suitable for which application. Clearly always crucial, but with the increasing need to be flexible and adaptable to changing markets, a further variable is added to the purchasing decision.

Access; position; connectivity; technology; equipment and operational efficiency are all vital and well known factors contributing to a bulk terminal's attraction to customers. Can terminals improve their performance with better marketing?

Both physical and cyber security remains a particular weak spot for the ship shore interface. Ports and terminals are not only at risk not only from breaches in their own security but also their customers.

If terminals do suffer a cyber attack – or for that matter natural disaster, significant power loss, or terrorist incident – do they have a robust business continuity plan in place and if so how do they test it?

With terminal case studies and a programme of expert speakers providing insight, advice, solutions and networking, Bulk Terminals 2018 is the only event all those involved in the transportation, storage and handling of bulk commodities need to attend.

3. Programme

Tuesday 23 October 2018: Conference Day One

08:00 Registration and refreshments

OPENING SESSION

09:00 Conference Chairman's opening remarks

Ian Adams CDir, FIoD, IEng, FIMarEST, Chief Executive, Association of Bulk Terminal Operators (ABTO)

09:05 Official Welcome to Hamburg

Axel Mattern, CEO, Port of Hamburg Marketing Association

MARKET PROSPECTS AND PLANNING FOR THE FUTURE

Session Chairman

Ian Adams

09:15 Prospects for the dry bulk market

- Drybulk – since mid 2017 on the road to recovery
- Opportunities – low orderbook – steady growth in demand
- Challenges – MARPOL 2020 fuel regulations – has China's iron ore imports peaked? Future of steam coal?

Jens Christian Nielsen, Managing Director, Frachtcontor

09:40 Investment drivers for dry bulk terminals

- Investment opportunities in dry bulk terminals
- The changing market and lessons learned
- What are the main investment drivers in dry bulk terminals?

Anthony van der Hoest, Director Commerce, MTBS

10:05 DISCUSSION: What will the likely outcome be of market predictions on investment plans?

SECURITY AND BUSINESS CONTINUITY

Session Chairman

Andrew Huxley ACII, Regional Development Director, TT Club

10:20 Security update – *latest challenges and responses*

- The latest threats to bulk terminals and the maritime sector
- The need for greater collaboration
- An introduction to the MCERT

Chris Gibson, Director MCERT, Templar Executives

10:45 Regional security initiative – EU SAURON project

- Project overall presentation
- Project tools overview
- Hybrid Situation Awareness concept explanation
- Project scenarios description

Dr Federico Carvajal, Telecommunications Engineer, Universitat Politècnica de València

11:10 Refreshments

11:40 Business continuity – *the frequently overlooked factor*

- Types of disruptions
- Minimising impact of disruptions
- Minimising time to recover – the Business Continuity Plan

Andrew Huxley

12:05 DISCUSSION

Protecting operations from threats and responding to interruptions

ENVIRONMENT AND SUSTAINABILITY

Session Chairman

Captain Richard Brough BA, OBE, Director, Brough Marine Ltd and Technical Advisor, ICHCA International

12:20 Introduction and current issues

- Incidents
- Port Waste Reception Facilities
- ICHCA's Working Groups

Captain Richard Brough

12:45 Ballast water port solutions

- New ballast water regulation put harbour operations at risk of disruption
- Mobile harbour ballast water reception facilities as a solution
- Progress towards a worldwide network of reception facilities
- Road ahead for harbours and water management – the situation today, possibilities for the future, pains and gains

Philip Rabe, Sales Manager, Damen Green Solutions

13:10 Lunch

14:10 CASE STUDY: Greening bulk operations – *Chile's greenest port*

- Evolution in handling and loading copper concentrates through our main ports
- Zero material loss from mine to ships
- Higher safety standards

Michael Gubbins, Logistic Optimization Vice President, CODELCO – Corporación Nacional del Cobre de Chile

14:35 Electrification of port equipment

- Achieving less emissions
- Reduced energy use
- **CASE STUDY:** Cold ironing

Malte Moeller, Project Manager and Martin Tiling, Industry Manager Shore Power, igus GmbH

15:00 DISCUSSION: Regulation, economics or customers. What will be the main drivers for sustainability?

CHALLENGES AND OPPORTUNITIES: PART ONE

Session Chairman

Ian Adams

15:15 CASE STUDY: Redcar Bulk Terminal – *life after coal and steel making*

- Carbon Tax introduced in April 2015 – subsequent fall in steam coal imports into UK ports as energy providers looked to alternative fuels such as biomass
- Closure of the Redcar steelworks in October 2015 resulted in the loss of 95% of terminal throughput
- Restructuring, training, consolidation and diversification
- Adapting to survive and investing for the future

Garry O'Malley, General Manager, Redcar Bulk Terminal Limited

15:40 Refreshments

16:10 Better marketing – *improved performance*

- What and why is marketing important to all – including bulk terminals
- What exactly is marketing in the bulk ports context
- What makes good or excellent marketing – how do you know you are good?
- How to improve your marketing, learning from others
- My research into 'Marketing of Maritime Ports'

Ian Mills, Director, Lawrence Mills Consulting and Researcher, Solent University

16:35 DISCUSSION: Taking advantage of the opportunities

16:45 Close of day one

17:15 Depart for a tour of Hamburg Harbour and Conference Reception on board the luxury launch "Diplomat".

Wednesday 24 October 2018: Conference Day Two

08:15 Registration and refreshments

09:00 Conference Chairman's opening remarks

Ian Adams

CHALLENGES AND OPPORTUNITIES: PART TWO

Session Chairman

Ian Adams

09:05 IMO report and regulation update

- Updated and pending legislation
- IMO Model Courses

Captain Richard Brough

09:30 Macro challenges

- Trade and the international trading system
- Impact of agricultural and energy policies
- Port and transportation infrastructure – public investments, private investments and state aid
- Sustainability

Daniel Hosseus, Managing Director, ZDS – Association of German Seaport Operators

09:55 DISCUSSION: Meeting market and regulatory challenges

SAFETY

Session Chairman

Captain Richard Brough

10:10 Hazards of handling bulk cargo and continuously improving industry's performance

- What are the hazards of handling bulk cargo
- Approaches to managing risk
- Raising standards

Richard Steele MEd, Chartered FCIPD, Executive Director, Ports Skills and Safety (PSS) Ltd

10:35 Fire and explosions – *not if, but when?*

- What materials are at risk
- Common causes and measures to prevent fire and explosion
- Being prepared

Professor Mike Bradley BSc Hons, PhD, Director, The Wolfson Centre for Bulk Solids Handling Technology, University of Greenwich and Chairman, Solids Handling and Processing Association

11:00 Refreshments

11:30 Safety training

- Why do we need safety training
- How much training should be done
- Training programs
- Creating a safety culture

Andrew Huxley

11:55 World Port Sustainability Programme

- Key themes in the WSP
- Plans for action
- How ABTO can get involved

Captain Richard Brough

12:20 DISCUSSION: How effective will safety initiatives be?

12:35 Lunch

OPERATIONS

Session Chairman

Professor Mike Bradley

13:35 Which system?

- Grab unloading versus continuous ship unloaders
- Conveying technologies – options, pro's and con's
- Storage and reclaim systems – options, pro's and con's
- How to choose – based on material, performance and quality expectations

Professor Mike Bradley

14:00 smartPORT – *driving sustainable economic growth*

- Facts and figures of the Port of Hamburg
- Challenges for the future
- smartPORT – digitalization of the Port and the Authority

Dr Sebastian Saxe, Chief Digital Officer, Ministry of Economy, Transport and Innovation, Free and Hanseatic City of Hamburg and Chief Digital Officer, Hamburg Port Authority AöR

14:25 Port Collaborative Decision Making (PortCDM) – *the way to increase efficiency in ports*

- Improve efficiency and optimisation of port calls through adoption of Sea Traffic Management standards and compliant systems.
- Maximize contributions to safe, secure and environmentally optimized operations in ports.
- Greater cooperation among all actors and stakeholders in the maritime industry

Mathias Karlsson, Researcher, RISE Research Institutes of Sweden AB

14:50 DISCUSSION: Which will do most to improve operational efficiency, engineering or software?

15:05 Conference conclusions
Conference, session and panel Chairmen

15:20 Chairman's close of conference

15:25 Refreshments

CONFERENCE ORGANISER



SPONSORS AND EXHIBITORS



SUPPORTING ORGANISATIONS





OFFICIAL CONFERENCE PUBLICATION

BULK TERMINALS

international

MEDIA PARTNERS

