



## **BULK TERMINALS 2019**

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

**Tuesday 8 and Wednesday 9 October 2019**

**Mövenpick Hotel Amsterdam City Centre, The Netherlands**

### **PROSPECTUS AND PACKAGES**

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*The Annual ABTO Bulk Terminals Conference takes place October or early November each year. Here are the sponsorship rates and packages information for Bulk Terminals Amsterdam 2019.*

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**1. The Annual Bulk Terminals Conference – *the only event aimed at the whole bulk terminals industry***

The high-value programmes for the Annual Bulk Terminals Conferences are designed for all those involved in the transportation, storage and handling of bulk commodities – including many senior buyers. Please click [here](#) for the 2017 and 2018 brochures and final programmes.

Ample time is provided for sponsors and exhibitors to participate and contribute to the discussions and learn about the challenges bulk terminals face – and most importantly an opportunity to network. In addition to networking breaks and discussions, the relaxed and convivial atmosphere of the conference reception – last year on a boat during a tour of Hamburg Harbour – is not to be missed.

As well as terminals, we welcome equipment and service suppliers, professional advisors and academics. Indeed ABTO feels strongly it is only through the interaction with these others that terminals will achieve increased operational efficiencies, together with safety and environmental regulatory compliance. *So, sponsors with a positive message on safety, efficiency or the environment are very welcome on the programme.*

Our first – and very well received – gathering in London represented all sectors on the bulk terminals industry. Achieving efficiency and compliance was the theme that ran through **Bulk Terminals 2017**. The conference covered markets, IMO regulation, biomass, liquefaction, achieving operational efficiencies, environmental & safety issues, rail connectivity and security.

Following the success of the 2017 London conference the focus of our second conference **Bulk Terminals 2018** in Hamburg was on the topics of most concern to bulk ports – improving safety, streamlining operations and ensuring environmental protection – and how the wider industry serving them can provide solutions.

**Bulk Terminals 2019** will continue to focus was on the issues which bulk terminal operators tell us they most want to understand and find the solutions for namely: improving operations; keeping abreast of increasing environmental regulation; improving safety as well as security and how suppliers' technologies can assist them to achieve these objectives. Feedback from Bulk Terminals 2018 showed a high level of interest in market analysis and development opportunities, which will also be examined.

## **2. Why Sponsor or Exhibit at Bulk Terminals 2019?**

The Bulk Terminals Conference offers an exciting opportunity to demonstrate the advantages of your products and services directly to senior executives and buyers working in the dry bulk terminal operating community.

In addition to giving you access at the conference to valuable personal contacts from bulk terminals, our promotion of the event takes your branding and message straight to those key decision makers.

All sponsors and exhibitors receive an integrated package of benefits, including delegate places. Our promotional and PR efforts for Bulk Terminals 2018 – and the benefits to your organisation – start immediately, maintain during and continue well after the event.

*The benefits of sponsorship to your organisation include:*

- Reaching terminal managers holding key operational and technical responsibility
- Targeted direct mailings to ABTO key contacts
- Email campaigns featuring your corporate logo and links
- Branding through advertising, a web presence and conference signage
- Press and advertising campaigns in ABTO supporting publications – *Bulk Terminals International (BTI)*, the ABTO members quarterly magazine, and *ABTONews*, the organisation's monthly newsletter
- Face to face contact and valuable networking opportunities
- The opportunity for thought leadership: where appropriate share your knowledge by chairing, giving a presentation, running a roundtable or joining a panel discussion
- High level influence: Ian Adams, ABTO Chief Executive attends IMO meetings relevant to the bulk terminal sector – no commercial event provider can offer conference participants such a unique opportunity to feed directly into discussion on and therefore influence the future direction of terminal regulation
- Advantageous rates for additional delegates or VIP guests

### **3. An Overview of Packages**

These high profile sponsorship packages will maximize your exposure to the senior operational and technical decision makers in the bulk terminal community.

Ours is not a 'one size fits all' approach to sponsorship, rather that of a partnership. The offerings are all designed to offer an integrated package of benefits, whether your requirement is principally for exposure through branding, hospitality or personal contact.

Here is a list of the standard packages we can offer. In addition to these we are also experienced in designing bespoke packages, so if you have something particular in mind we would be very glad to discuss.

Please see pages 7 to 16 for full details and contact Simon Gutteridge by telephone on +33 (0)321 47 72 19 or email [events@bulkterminals.org](mailto:events@bulkterminals.org) to discuss your requirements.

- Platinum Lead Sponsorship – £20,000
- Gold Support Sponsorship – £8,000
- Conference Dinner – Price on application
- Conference Reception – £10,000
- Welcome Reception – £8,000
- Lunch – £5,000
- Conference WiFi Sponsor – £5,000
- Refreshment Breaks – £4,500
- Networking Breakfast – £4,500
- Corporate Gifts – £3,500
- Delegate Wallets – £4,000
- Documentation Pack – £3,500
- Conference Bag – £3,500
- Lanyards – £3,500 \*
- Badges – £3,500 \*
- Exhibition Space Package – £3,000

*\* Badge or Lanyard sponsorship will only be available to compatible non-competitive organisations, after the first one of the two has been taken*

#### **4. Organisations who have attended previous Bulk Terminals Conferences**

Associated British Ports – Ajwa Group – ZDS – Association of German Seaport Operators – Beumer Group GmbH & Co. KG – BIMCO – Bulk Terminals International (BTI) – Buttimer Engineering – CILT – Chartered Institute of Logistics and Transport – CODELCO – Corporación Nacional del Cobre de Chile – Damen Green Solutions – Drewry Shipping Consultants – Frachtcontor Junge & Co. GmbH – Grupo Nogar – Gard P&I Club – Hamburg Port Authority – Guven Grab – Hargreaves Industrial Services – IBAU Hamburg – igus GmbH – igus UK – International Group of P&I Clubs – Johannes Hübner Fabrik elektrischer Maschinen GmbH – Konecranes GmbH – House of Lords, UK Parliament – Lawrence Mills Consulting and Research – Lloyd’s List – Logistec Stevedoring Inc – Maritime & Transport Business Solutions – MTBS – Morski Terminal Masowy Gdynia – Nemag Grabs – Oils & Fats International (OFI) – PCA Maritime Ltd – PD Ports – Port of Gdynia Authority – Peel Ports Group – Port of Hamburg Marketing Association – Port of Korsoer – Port of Vyborg – Ports Skills and Safety Ltd – Ragged Edge Recruitment and Consulting – Redcar Bulk Terminals Ltd – RISE Research Institutes of Sweden – Silopor SA – Solent Stevedores – Spencer Group – Templar Executives – Telestack – The Wolfson Centre for Bulk Solids Handling Technologies – TT Club – Turner & Townsend Suiko – Universitat Politècnica de València – University of Greenwich – Verstegen

#### **5. Past and Present Sponsors and Exhibitors**



“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, Projects and Installations Manager, igus*

“Great conference, good programme and networking – met some useful people. Looking forward to the next event” *Fergal Buttimer, CEO, Buttimer Engineering*

## 6. Supporting Organisations

*ABTO is grateful to the following organisations for their support of this and past events*



## 7. Supporting Media

*ABTO is grateful to the following media for their support of past events*

**BULK TERMINALS**  
*international*



## **8. Packages and Opportunities**

### **PLATINUM LEAD SPONSORSHIP – £20,000**

*The Platinum Lead Sponsorship completely identifies your organisation with the conference and themes. It is an exclusive, valuable integrated package including branding, communication and the networking opportunities afforded by a personal presence. It can be integrated with other sponsorships.*

#### **PRE-EVENT BENEFITS**

- Your company is identified as the Platinum Lead sponsor on all versions of the conference programme and brochure. This includes targeted direct mailings to key contacts and potential delegates
- Your company is identified as the principal sponsor on all press, PR, advertising and email campaigns where possible. Our marketing reaches corresponding members who hold key operational responsibility
- Your company logo and credit for your Platinum Lead sponsorship will be displayed on the ABTO conference webpage with a hyperlink to your company website for the duration of the campaign
- A Welcome email from your company will be sent to all delegates before the conference

#### **EVENT BENEFITS**

- Your company will receive an editorial profile – *plus* – a one page advertisement in the Conference Edition of the Official ABTO magazine, *Bulk Terminals International*
- Your company will receive a 200 word profile in the conference pack
- Your company's marketing material which will be distributed to all delegates
- Your company will be identified as the Platinum Lead sponsor on the conference holding slide
- A company representative will have the opportunity to make a welcome address
- Your company will receive five complimentary conference delegate passes
- Your company will be entitled to discounted rates on additional conference registrations at the full member's rate.

#### **POST-EVENT BENEFITS**

- Electronic and web versions of the conference programme stay on line for a considerable period after the conference
- Your editorial profile and advertisement in *Bulk Terminals International* will be current for three months after the conference and remain permanently on-line in the Members part of the website
- Your company will have the first opportunity to take Platinum Lead sponsorship in 2020

**GOLD SUPPORT SPONSORSHIP – £8,000**

*A package promoting your organisation and a limited number of others alongside all our communication and marketing activity associated with a conference, reinforced by your networking presence at the event.*

**PRE-EVENT BENEFITS**

- Your company is identified as Gold Support sponsor on all versions of the conference programme and brochure. This includes targeted direct mailings to key contacts and potential delegates
- Your company is identified as a Gold sponsor on all press, PR, advertising and email campaigns where possible. Our marketing reaches corresponding members who hold key operational responsibility
- Your company logo will be displayed on the ABTO conference webpage with a hyperlink to your company website for the duration of the campaign

**EVENT BENEFITS**

- Your company will receive a 150 word profile in the conference pack
- Your company's marketing material which will be distributed to all delegates
- Your company will be identified as a Gold Support sponsor on the conference holding slide
- Your company will receive three complimentary conference delegate passes
- Your company will be entitled to discounted rates on additional conference registrations at the full member's rate.

**POST-EVENT BENEFITS**

- Electronic and web versions of the conference programme stay on line for a considerable period after the conference.

**Conference Dinner – Price on Application**

*This sponsorship is a high profile hospitality package linking your company with the main focal point of the evening's activity; integrating branding and communication together with the reinforced networking opportunities afforded by your personal presence as hosts of the Conference Dinner. Sponsor will have the opportunity have their own VIP table. Part of the agenda if sponsored.*

**PRE-EVENT BENEFITS**

- Your company is identified as the Conference Dinner sponsor on all versions of the conference programme and brochure. This includes targeted direct mailings to key contacts and potential delegates
- Your company is identified as the Conference Dinner sponsor on all press, PR, advertising and email campaigns where possible. Our marketing reaches corresponding members who hold key operational responsibility
- Your company logo and credit for your Conference Dinner sponsorship will be displayed on the ABTO conference webpage with a hyperlink to your company website for the duration of the campaign
- An Invitation email from your company will be sent to all delegates before the conference

**EVENT BENEFITS**

- Your company have a one page advertisement in the Conference Edition of the Official ABTO magazine, *Bulk Terminals International*
- Your company will have the opportunity to provide flags and graphics to brand the dinner venue
- Your company will have the opportunity to host a VIP table with the seating plan organised in consultation with ABTO
- A representative of your company will have the opportunity to welcome delegates to the Conference Dinner
- Your company will receive a 150 word profile in the conference pack
- Your company's marketing material which will be distributed to all delegates
- Your company will be identified as the Conference Dinner sponsor on the conference holding slide
- Your company will receive four complimentary conference delegate passes
- Your company will be entitled to discounted rates on additional conference registrations at the full member's rate.

**POST-EVENT BENEFITS**

- Electronic and web versions of the conference programme stay on line for a considerable period after the conference
- Your advertisement in *Bulk Terminals International* will be current for three months after the conference and remain permanently on-line in the Members part of the website
- Your company will have the first opportunity to take Conference Dinner sponsorship in 2020

**Conference Reception – £10,000**

*Hosting the Conference Reception is a special opportunity to raise your company profile when all the delegates come together to enjoy that first drink after the first days deliberations – a great networking opportunity including valuable branding and communication benefits.*

**PRE-EVENT BENEFITS**

- Your company is identified as the Conference Reception sponsor on all versions of the conference programme and brochure. This includes targeted direct mailings to key contacts and potential delegates
- Your company is identified as the Conference Reception sponsor on all press, PR, advertising and email campaigns where possible. Our marketing reaches corresponding members who hold key operational responsibility
- Your company logo and credit for your Conference Reception sponsorship will be displayed on the ABTO conference webpage with a hyperlink to your company website for the duration of the campaign
- An Invitation email from your company will be sent to all delegates before the conference

**EVENT BENEFITS**

- Your company will have the opportunity to provide flags and graphics to brand the Conference Reception venue
- A representative of your company will have the opportunity to welcome delegates to the Conference Reception
- Your company have a half page advertisement in the Conference Edition of the Official ABTO magazine, *Bulk Terminals International*
- Your company will receive a 150 word profile in the conference pack
- Your company's marketing material which will be distributed to all delegates
- Your company will be identified as the Conference Reception sponsor on the conference holding slide
- Your company will receive four complimentary conference delegate passes
- Your company will be entitled to discounted rates on additional conference registrations at the full member's rate.

**POST-EVENT BENEFITS**

- Electronic and web versions of the conference programme stay on line for a considerable period after the conference
- Your advertisement in *Bulk Terminals International* will be current for three months after the conference and remain permanently on-line in the Members part of the website
- Your company will have the first opportunity to take Conference Reception sponsorship in 2020

**Welcome Reception – £8,000**

*Like the Conference Reception, an ideal hospitality opportunity for arriving delegates and speakers the evening before the conference starts, including valuable branding and communication benefits.*

**PRE-EVENT BENEFITS**

- Your company is identified as the Welcome Reception sponsor on all versions of the conference programme and brochure. This includes targeted direct mailings to key contacts and potential delegates
- Your company is identified as the Welcome Reception sponsor on all press, PR, advertising and email campaigns where possible. Our marketing reaches corresponding members who hold key operational responsibility
- Your company logo and credit for your Welcome Reception sponsorship will be displayed on the ABTO conference webpage with a hyperlink to your company website for the duration of the campaign
- An Invitation email from your company will be sent to all delegates before the conference

**EVENT BENEFITS**

- Your company will have the opportunity to provide flags and graphics to brand the Conference Reception venue
- Your company will receive a 150 word profile in the conference pack
- Your company's marketing material which will be distributed to all delegates
- Your company will be identified as the Welcome Reception sponsor on the conference holding slide
- Your company will receive three complimentary conference delegate passes
- Your company will be entitled to discounted rates on additional conference registrations at the full member's rate.

**POST-EVENT BENEFITS**

- Electronic and web versions of the conference programme stay on line for a considerable period after the conference
- Your company will have the first opportunity to take Welcome Reception sponsorship in 2020

**Lunch – £5,000**

*The ideal way to target a captive audience all in one place at one time during a conference with branding placed around the lunch area in front of all the delegates.*

**Refreshment Breaks – £4,500**

*This package enables you to take advantage of the important focus on networking, with branding placed around the area delegates break for refreshments.*

**Networking Breakfast – £4,000**

*Similar benefits to Lunch and Refreshment Breaks, available on day two*

**PRE-EVENT BENEFITS**

- Your company is identified as lunch, refreshment break or networking breakfast sponsor on all versions of the conference programme and brochure. This includes targeted direct mailings to key contacts and potential delegates
- Your company is identified as a sponsor on all press, PR, advertising and email campaigns where possible. Our marketing reaches corresponding members who hold key operational responsibility
- Your company logo and credit for your lunch, refreshment break or networking breakfast sponsorship will be displayed on the ABTO conference webpage with a hyperlink to your company website for the duration of the campaign

**EVENT BENEFITS**

- Your company will have the opportunity to provide flags and graphics to brand the lunch, refreshment break or networking breakfast area.
- Your company will receive a 150 word profile in the conference pack
- Your company's marketing material which will be distributed to all delegates
- Your company will be identified as lunch, refreshment break or breakfast area sponsor on the conference holding slide
- Your company will receive two complimentary conference delegate passes
- Your company will be entitled to discounted rates on additional conference registrations at the full member's rate.

**POST-EVENT BENEFITS**

- Electronic and web versions of the conference programme stay on line for a considerable period after the conference

**Conference WiFi Sponsor – £5,000**

*By providing delegates with free wifi access you will be a highly popular sponsor. We will send delegates to your stand to pick up the wifi code – providing an ideal opportunity to collect cards and engage with delegates*

**PRE-EVENT BENEFITS**

- Your company is identified as wifi sponsor on all versions of the conference programme and brochure. This includes targeted direct mailings to key contacts and potential delegates
- Your company is identified as a sponsor on all press, PR, advertising and email campaigns where possible. Our marketing reaches corresponding members who hold key operational responsibility
- Your company logo and credit for your wifi sponsorship will be displayed on the ABTO conference webpage with a hyperlink to your company website for the duration of the campaign

**EVENT BENEFITS**

- As delegates register ABTO will direct them to your stand to pick up the wifi code.
- Your company will receive a 150 word profile in the conference pack
- Your company's marketing material which will be distributed to all delegates
- Your company will be identified as wifi sponsor on the conference holding slide
- Your company will receive three complimentary conference delegate passes
- Your company will be entitled to discounted rates on additional conference registrations at the full member rate.

**POST-EVENT BENEFITS**

- Electronic and web versions of the conference programme stay on line for a considerable period after the conference

**USB Stick – Baseball Cap – or other Corporate Gift – £3,500**

*This package gives the sponsor the opportunity to give all attendees at the conference a USB stick or gift to take away. This gives exposure during and long after the event. Sponsor to provide or ABTO at cost.*

**Delegate Wallets – £4,000**

*If sponsored, each delegate will be given a wallet on arrival bearing your company logo ensuring that it is seen by all delegates and used during and after the event. Sponsor to provide or ABTO at cost.*

**Documentation Pack – £3,500**

*This package ensures that your organisation's logo is seen by all delegates – the conference Documentation Pack as is given to everyone at registration.*

**Conference Bag – £3,500**

*All delegates receive and are sure to be used as a useful way to safely keep all those corporate gifts and materials which delegates receive*

**PRE-EVENT BENEFITS**

- Your company is identified as a sponsor on all versions of the conference programme and brochure. This includes targeted direct mailings to key contacts and potential delegates
- Your company is identified as a sponsor on all press, PR, advertising and email campaigns where possible. Our marketing reaches corresponding members who hold key operational responsibility
- Your company logo and credit for your sponsorship will be displayed on the ABTO conference webpage with a hyperlink to your company website for the duration of the campaign

**EVENT BENEFITS**

- Your company will receive a 150 word profile in the conference pack
- Your company's marketing material which will be distributed to all delegates
- Your company will be identified as a sponsor on the conference holding slide
- Your company will receive two complimentary conference delegate passes
- Your company will be entitled to discounted rates on additional conference registrations at the full member rate.

**POST-EVENT BENEFITS**

- Electronic and web versions of the conference programme stay on line for a considerable period after the conference

**Lanyards – £3,500 \***

*On registration every participant will be presented with a lanyard which secures to the conference name badge. These will be worn throughout the conference and networking elements of the event. The sponsor's name will be printed on the lanyard guaranteeing their continuous display at the event and enhancing awareness of your brand to all conference attendees.*

**Badges – £3,500 \***

*Every participant will be given a name badge, which will be worn throughout the conference and networking elements of the event. The sponsor's logo will be printed on the badge alongside the ABTO, guaranteeing their continuous display at the event and enhancing awareness of your brand to all conference attendees.*

\* Badge or Lanyard sponsorship will only be available to compatible non-competitive organisations, after the first one of the two has been taken

**PRE-EVENT BENEFITS**

- Your company is identified as a sponsor on all versions of the conference programme and brochure. This includes targeted direct mailings to key contacts and potential delegates
- Your company is identified as a sponsor on all press, PR, advertising and email campaigns where possible. Our marketing reaches corresponding members who hold key operational responsibility
- Your company logo and credit for your sponsorship will be displayed on the ABTO conference webpage with a hyperlink to your company website for the duration of the campaign

**EVENT BENEFITS**

- As delegates register they will be presented with a badge and lanyard which will be displayed throughout the conference and networking elements of the event
- Your company will receive a 150 word profile in the conference pack
- Your company's marketing material which will be distributed to all delegates
- Your company will be identified as badge or lanyard sponsor on the conference holding slide
- Your company will receive two complimentary conference delegate passes
- Your company will be entitled to discounted rates on additional conference registrations at the full member rate.

**POST-EVENT BENEFITS**

- Electronic and web versions of the conference programme stay on line for a considerable period after the conference

**Exhibition Space Package – £3,000**

*Raise your profile and showcase your products & services directly to delegates with a visible presence in the refreshment area – plus benefit from our pre-event promotional activity.*

**PRE-EVENT BENEFITS**

- Your company is identified as a sponsor on all versions of the conference programme and brochure. This includes targeted direct mailings to key contacts and potential delegates
- Your company is identified as a sponsor on all press, PR, advertising and email campaigns where possible. Our marketing reaches corresponding members who hold key operational responsibility
- Your company logo and credit for your sponsorship will be displayed on the ABTO conference webpage with a hyperlink to your company website for the duration of the campaign

**EVENT BENEFITS**

- Your company will have their own display table in the refreshment area to display your literature and graphics
- Your company will receive a 150 word profile in the conference pack
- Your company's marketing material which will be distributed to all delegates
- Your company's logo will be displayed on the conference holding slide
- Your company will receive two complimentary conference delegate passes
- Your company will be entitled to discounted rates on additional conference registrations at the full member rate.

**POST-EVENT BENEFITS**

- Electronic and web versions of the conference programme stay on line for a considerable period after the conference

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**To discuss sponsorship opportunities or speaking at Bulk Terminals 2019 please telephone Simon Gutteridge on +33 (0)321 47 72 19 or email [events@bulkterminals.org](mailto:events@bulkterminals.org)**

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