

# BULK TERMINALS 2017

## ACHIEVING EFFICIENCY AND COMPLIANCE

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

31 October – 1 November 2017, Danubius Hotel, London

More details at  
[www.bulkterminals.org/events.html](http://www.bulkterminals.org/events.html)



The only event aimed  
at the whole terminal  
operations industry

### KEY SPEAKERS INCLUDE

Susan Oatway, Associate,  
Drewry Shipping Consultants

Professor Mike Bradley,  
Director, The Wolfson Centre

Aron Frank Sørensen,  
Head of Maritime Technology  
and Regulation, BIMCO

David Wragg, Business  
Development Director,  
Hargreaves Industrial Services

Organised by

**abto**  
ASSOCIATION OF BULK  
TERMINAL OPERATORS

### Media Partners and Supporting Organisations

**BULK TERMINALS**  
*international*

Official magazine of Association of  
Bulk Terminal Operators (ABTO)

**ICHCA**  
INTERNATIONAL



UNIVERSITY of  
GREENWICH  
The Wolfson Centre  
for Bulk Solids Handling Technology

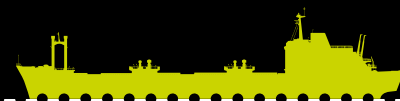


### Sponsors and Exhibitors



# BULK TERMINALS 2017 ACHIEVING EFFICIENCY AND COMPLIANCE

31 October – 1 November 2017, Danubius Hotel, London



## FROM CYBER-CRIME TO ENVIRONMENTAL ISSUES, WHAT DOES THE FUTURE HOLD FOR BULK TERMINAL OPERATIONS?

How are terminal managers responding to operational challenges? What are the security and financial issues facing modern terminals? How do the latest systems and technologies enable terminals to run safe, compliant and profitable operations?

BULK TERMINALS 2017, ACHIEVING EFFICIENCY AND COMPLIANCE takes a strategic look at the markets, future trends and sources of finance for the world's bulk terminals.

Providing an authoritative voice in uncertain times, the conference examines the environmental, financial and security issues every terminal manager faces and the latest technology available to ensure a smooth-running operation that achieves both efficiency and compliance.

Join us for a full programme of expert speakers providing insight, advice and solutions at the only event all those in the bulk ports and terminals industry need to attend.

### KEY TOPICS INCLUDE

- » Which way now for the dry bulk market
- » Integrating biomass and planning for uncertainty
- » Achieving balance between security and operability
- » Managing potential liquefaction of cargoes
- » How to achieve operational efficiencies

### WHO SHOULD ATTEND?

BULK TERMINALS 2017 is the essential event for operational and technical directors, managers and business analysts from:

- » BULK TERMINAL OPERATORS
- » PORT AUTHORITIES
- » TERMINAL DEVELOPERS
- » MINING COMPANIES
- » COMMODITY PRODUCERS AND TRADERS
- » SHIP OWNERS, OPERATORS, CHARTERERS, MANAGERS AND BARGE COMPANIES
- » SHIPPERS
- » LOGISTICS COMPANIES, SHIP BROKERS AND FREIGHT FORWARDERS
- » MATERIALS HANDLING ENGINEERS
- » SHIP BUILDING AND REPAIR
- » PORT AND TERMINAL EQUIPMENT AND SERVICE SUPPLIERS
- » GOVERNMENT AND REGULATORS
- » PORT AND INFRASTRUCTURE CONSULTANTS
- » FINANCE
- » INSURANCE AND P&I
- » LAWYERS

## SPONSORSHIP AND EXHIBITION OPPORTUNITIES

### GET INVOLVED AS A PARTNER

Attending this event as either a partner exhibitor or sponsor 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 – the ideal way to enhance your company profile and communicate effectively to 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**

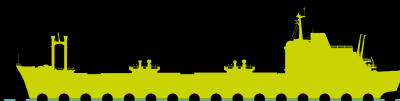


### BENEFITS OF ATTENDANCE

- » Understand the challenges the bulk terminal industry faces
- » Enjoy invaluable networking opportunities with industry peers, consultants and investors
- » Meet technology suppliers and learn how they can improve your compliance and efficiency
- » Improve awareness of issues surrounding the terminal investment planning

For more information please call +33 (0)321 47 72 19 or email [events@bulkterminals.org](mailto:events@bulkterminals.org)

# PROGRAMME DAY ONE



## Conference Day One: Tuesday 31 October 2017

08:15	Registration and refreshments
09:15	<b>Chairman's opening remarks and introducing ABTO</b> Ian Adams CDir, FIOD, IEng, FIMarEST, Chief Executive, Association of Bulk Terminal Operators

## MARKETS AND STRATEGIC OVERVIEW

09:30	<b>Keynote: Which way now for the dry bulk market?</b> Susan Oatway FICS, Associate, Drewry Shipping Consultants
10:00	<b>Sources of finance for investment - Case study: Takoradi Dry Bulk Terminal</b> <ul style="list-style-type: none"><li>» PPP brief from the client: Ghana Ports &amp; Harbours Authority</li><li>» The selection process</li><li>» Our goal: transparent public procurement, improving efficiency, reducing cost and pollution.</li></ul> Paul van Eulem, Director, MTBS
10:30	<b>Panel session and questions</b> Panel Chairman: Ian Adams
11:00	Refreshments

## BIOMASS

11:30	<b>Simulations: tools for capacity analysis - support transitions to biomass handling</b> <ul style="list-style-type: none"><li>» The impact of stochastic on terminal operations</li><li>» Biomass handling: similarities and differences</li><li>» Case study: simulations for biomass handling</li></ul> Dr Mi-Rong (Kimberly) Wu, MSc. Project Manager, TBA Netherlands
12:00	<b>Cargo flexibility in terminal design: integrating biomass and planning for uncertainty</b> <ul style="list-style-type: none"><li>» Biomass one of the few growth areas of bulk handling in UK ports - but the future of the business is dependent on subsidies which are uncertain</li><li>» Significant investments need to be made to handle biomass correctly and the lifetime of such facilities may outlast the "biomass boom"</li><li>» How can we plan such facilities to obtain a good prospect of lifetime pay-back even if the biomass trade dies or alters?</li></ul> Professor Mike Bradley, Director, The Wolfson Centre

The programme is subject to change. For the most up-to-date and detailed programme for this event, please visit [www.bulkterminals.org/events.html](http://www.bulkterminals.org/events.html)

12:30	<b>Case Study: New biomass operation and maintenance facility Lynemouth Power Station, Port of Tyne</b> <ul style="list-style-type: none"><li>» Contract mobilisation</li><li>» First months of operation</li><li>» Systems and processes going forward</li></ul> David Wragg, Business Development Director, Hargreaves Industrial Services and Former Chairman, Coal Industry Society and Coal Industry Benevolent Association
13:00	<b>Panel session and questions</b> Panel Chairman: Ian Adams
13:30	Lunch

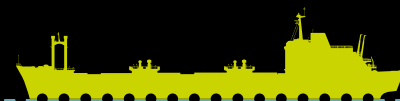
## SECURITY

14:30	<b>Cyber crime: update</b> <ul style="list-style-type: none"><li>» The international cyber threat landscape</li><li>» Choices for return on investment</li><li>» Cyber governance: what organisational good looks like</li></ul> Andrew Fitzmaurice, CEO, Templar Executive
15:00	<b>Physical security of a bulk terminal</b> <ul style="list-style-type: none"><li>» The importance of the ISPS Code as the standard tool for security</li><li>» Vulnerabilities in the cargo supply chain</li><li>» Plagues of the seas: smuggling, trafficking and stowaways</li></ul> Peter Cook, Director, PCA Maritime Ltd
15:30	Refreshments
16:00	<b>Industry initiatives on cyber security</b> <ul style="list-style-type: none"><li>» Revision of the industry guidelines on cyber security onboard ships adds focus to the ship/terminal interphase</li><li>» Cyber resilient ships and equipment start with the development of software</li></ul> Aron Frank Sørensen, Master Mariner, Dip. Bus. Admin., Head of Maritime Technology and Regulation, BIMCO
16:30	<b>Achieving the balance between security and operability</b> <ul style="list-style-type: none"><li>» Web-enabled communications and controls</li><li>» Cyber stealth renders business impossible</li><li>» The workable balance</li></ul> Dr Andrew Adekunle, Lecturer, University of Greenwich Faculty of Engineering and Science
17:00	Panel session and questions

## TECHNOLOGIES

17:30	Technology showcase
18:00	Conference reception

# PROGRAMME DAY TWO



## Conference Day Two: Wednesday 1 November 2017

08:30 Registration and refreshments

08:55 Chairman's opening remarks  
Ian Adams

## MAINTAINING SAFETY AND ENVIRONMENTAL ISSUES

09:00	<p><b>IMO regulation update</b></p> <ul style="list-style-type: none"> <li>» MARPOL Annex V</li> <li>» IMSBC Code</li> <li>» Liquefaction: latest developments</li> </ul> <p>Ian Adams</p>
09:30	<p><b>Cargo sampling</b></p> <ul style="list-style-type: none"> <li>» Reasons to sample: compliance and safety</li> <li>» Stockpile sampling versus running sampling</li> <li>» Safety considerations</li> <li>» Common mistakes and misconceptions: the representative sample?</li> </ul> <p>George Bradley, Technical Manager, Environmental Scientifics Group</p>
10:00	<p><b>Managing potential liquefaction of cargoes: a lack of compliance with an inadequate IMO code</b></p> <ul style="list-style-type: none"> <li>» How common is this problem?</li> <li>» Terminals recognise their responsibility in the management of these cargoes</li> <li>» Need for greater cooperation between terminals, shippers and ship operators.</li> </ul> <p>Dr Rob Berry HND, BEng, PhD, Research Fellow and Consultant Engineer, The Wolfson Centre</p>
10:30	<p><b>Unloading, storage and discharge of bulk commodities - dealing with resultant emissions</b></p> <ul style="list-style-type: none"> <li>» Emissions from dry bulk commodities is a serious concern.</li> <li>» Emissions can result in loss/devaluation of product</li> <li>» Emissions can be harmful pollutants and safety hazards</li> </ul> <p>Sean O' Sullivan, Engineering Director, Buttimer Engineering Group</p>
11:00	Refreshments

11:30 **Risk factors to keep you awake - an analysis of operational claims within bulk terminals**

- » Injuries
- » Quay cranes and booms
- » System and processes

Andrew Huxley, Regional Development Director, TT Club

12:00 **Modernising the role of bulk terminal operations**

- » An overview of the role of bulk terminals in the reduction of supply chain CO2
- » How bulk terminals can create a nexus for the circular economy
- » What 21<sup>st</sup>-century manufacturing & logistics is doing to deliver supply chain excellence and the role of bulk terminals in achieving this

Chris Griffin, Group Business Development Manager Bulks & Energy, Peel Ports Group

12:30 Panel session and questions

Panel Chairman: Ian Adams

13:00 Lunch

## ACHIEVING OPERATIONAL EFFICIENCIES

14:00	<p><b>Operational efficiency from the ships perspective</b></p> <ul style="list-style-type: none"> <li>» In 2014 BIMCO launched its bulk terminal vetting scheme</li> <li>» BIMCO gives a star rating showing the performance of the terminal, together with more detailed information about the ship's experience during the port visit</li> <li>» Results achieved so far and future possibilities</li> </ul> <p>Aron Frank Sørensen Master Mariner, Dip. Bus. Admin., Head of Maritime Technology and Regulation, BIMCO</p>
14:30	<p><b>How to achieve operational efficiencies</b></p> <ul style="list-style-type: none"> <li>» Develop high-performance work teams</li> <li>» Ensure effective performance management</li> <li>» Utilise best practice assessments and process excellence</li> </ul> <p>Gavin Longley, UK Operations Manager, Hargreaves Industrial Services</p>
15:00	<p><b>Learning from coal chain logistics</b></p> <p>Speaker to be confirmed</p> <p>Panel session and questions</p>
15:30	<p>Panel Chairman: Justin Atkin, Director, Ragged Edge Recruitment and Consulting</p>
16:00	Chairman's closing remarks
16:15	Refreshments

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## 3 EASY WAYS TO REGISTER



**ONE** Online: [www.bulkterminals.org/events/event-registration.html](http://www.bulkterminals.org/events/event-registration.html)

**TWO** Email: [events@bulkterminals.org](mailto:events@bulkterminals.org)

**THREE** Post completed booking form to: Event Registrations, Association of Bulk Terminal Operators (ABTO), 35 Beacon Drive, Newton Abbot, Devon TQ12 1GG, UK

*Attendance at the event will be confirmed on receipt of the full balance and participants are advised to bring a copy of their confirmation with them*

## DELEGATE DETAILS

Please print clearly or attach business card – your details may appear incorrectly listed if this part of the form is unclear.

Title: (Prof, Dr, Mr, Mrs, Ms)

Surname:

Initials:

Name for badge

Job title

Organisation/company

Address

Postcode

Country

Tel

Fax

Mobile

Email

Company website

ABTO member Yes No Membership no

### Additional requirements

Vegetarian/special dietary meals (please specify)

Access requirements (please specify)

## REGISTRATION FEES

Please complete the appropriate box

### Two Day Delegate Package:

ABTO Members £1000 + VAT

\* Non-Members £1200 + VAT

Early Bird Discount (up to September 30) £100

### Single Day Entry Delegate Package

ABTO Members £800 + VAT

\* Non-Members £1000 + VAT

Early Bird Discount (up to September 30) £50

**Discounts available for GROUP BOOKINGS –**  
contact **Simon Gutteridge** on +33 (0) 321 47 72 19  
or [events@bulkterminals.org](mailto:events@bulkterminals.org)

\* For details of how join ABTO and the benefits including reduced conference fees please see:  
[www.bulkterminals.org/membership.html](http://www.bulkterminals.org/membership.html)



On receipt of your registration we will email an invoice with payment options, which is due immediately

**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.