

NOTES FROM THE SECRETARIAT

As 2016 comes to a close and we reflect on what has been a year of geopolitical uncertainty, the Greek philosopher Heraclitus' words of wisdom spring to mind: "there is nothing more constant than change".

Indeed 'change' is very much the foundation stone on which the Association is built. When we launched ABTO six months ago, we were unsure as to what the reception would be. In fact, the only thing we were sure of was the need to change the way in which the bulk terminal sector is represented; something, given the very encouraging response, the industry clearly agrees with.

The response has been extremely positive, added to which the support we have received from other membership organisations keen to forge links with ABTO. It is certainly encouraging to know that others, too, recognise that we must cooperate and work together if we are to improve efficiencies and overcome the multitude of challenges we face.

Certainly the key areas in which we hope to influence over the course of the next twelve months include the liquefaction of bulk cargoes and entry into cargo spaces, which continues to impact the health and safety of workers. Amendments to the Maritime Solid Bulk Cargoes (IMSBC) Code, which enter into force on 1 January, will also present new challenges. But we will continue to represent your interests at International Maritime Organization (IMO) meetings and inform you, the press and the wider community of any developments.

Another key development next year will be the Association's inaugural conference. Taking place in March, in London, *Bulk Terminals 2017 – Achieving Efficiency & Compliance*, is taking shape nicely: we already have a fantastic line up of speakers covering all commercial, financial and technical aspects of bulk terminal operations. More information can be found at www.bulkterminals.org, but I do encourage you to secure your attendance at what will be a very informative event.

The first six months has been remarkable for ABTO and I would like to take this opportunity to thank you all for your support. We will continue to work hard for you, our members, and make sure your voice is heard. And for those that have not yet joined us, try and make ABTO your New Year's Resolution!

The ABTO team would wishes you all a very Merry Festive Season and Happy New Year!



Ian Adams, CE, ABTO

NEWS IN BRIEF

SRL EXPANSION COMPLETE

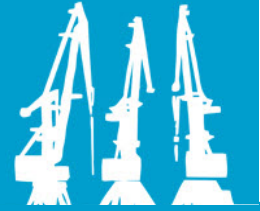
Trans Cargo Terminal SRL has completed its grain export terminal expansion project at Giurgiulesti International Free Port.

The terminal is now able to load more than 1,000t of grain per hour, the fastest loading rate of any grain terminal in the region.

Vaja Jhashi, President of TOG said: "Due to the substantial increase of our capacity we will be able to attract new clients and at the same time enable our group of companies and our existing clients to increase the transshipment volumes."

The expansion project consisted of the construction of an additional berth on the Danube, the erection of a silo with a storage capacity of 12,000t, a brand new deep water jetty as well as the installation of high-capacity loading equipment.

The expanded facility has a total grain storage capacity of 70,000t and increased the transshipment capacity from 300,000t to 800,000t per annum, which is equivalent to about 75% of the Republic of Moldova's annual grain exports.



NEWS IN BRIEF

HUEVLA PORT OPENS NEW MINERAL STORAGE FACILITY

Impala Terminals has opened its new facility for the storage and blending of minerals and metal concentrates at the port of Huelva in Andalusia, on Spain's southern coast.

Twenty percent owned by Berge Infraestructuras y Servicios Logísticos SL, and 80 percent owned by Impala Terminals Group, the new facility is the result of an ambitious construction project which has created a best-in-class facility for the reception, storage, blending and export for minerals and metal concentrates in western Europe, as well as a strategic gateway for Spain's mining industry.

BULK RETURNS TO THE THAMES

The Port of London Authority is to lease the Peruvian Wharf in Newham, London, UK to the Brett Group, the independent construction and building materials group.

Brett will develop an integrated terminal on the site, which is expected to be operational late in 2017.

Fifty wharves on the Thames have been 'safeguarded' for cargo-handling use by the Secretary of State for Transport, following the advice of the Mayor of London and the PLA.

Peruvian Wharf is one of three currently vacant wharves promoted within the PLA's recently published Thames Vision, to be brought back into long-term use. The others are Hurlingham Wharf in Hammersmith & Fulham (currently being used for the Tideway project) and Orchard Wharf in Tower Hamlets.

WATCO TO ACQUIRE TWENTY KINDER MORGAN BULK TERMINALS

Watco Companies has reached a definitive agreement with Kinder Morgan Terminals (KMT) to purchase 20 bulk terminal operations in the United States, expanding Watco's terminal operations footprint to 73 locations.

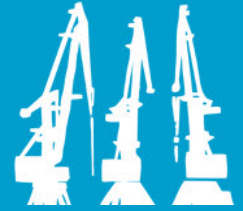
The deal includes 14 locations on the inland waterways, 4 rail/truck terminals, and 2 deep water locations. The locations are focused on the dry and break bulk industries handling a diverse mix of commodities including fertilizer, ferro alloys, salt, coal, and various break-bulk products.

"The Watco team is excited to continue expanding our waterways presence. We realised tremendous success through the terminals that were acquired in our previous transaction with Kinder Morgan in early 2015 and we expect continued success with these facilities as well," said Watco's Senior Vice President of Network Strategy Will Patterson. "We have identified many opportunities to expand our terminal operations and rail presence with these new sites and look forward to further developing operations with our customers."

Watco Chief Operating Officer Dan Smith, said: "This group of terminals provides yet another great opportunity to grow with our Customers. We have continued to evolve and refocus our operations and marketing efforts. We are extremely appreciative of the opportunity to provide a high level of safe and efficient service to Customers at these locations and will work to expand business in these new markets with this abundant new base of assets."

"We are delighted to enter into this mutually beneficial transaction with Watco. It allows us to monetise non-core assets, representing less than 2% of the segment's earnings, on attractive terms while giving employees at those terminals an opportunity to work on assets that are core to Watco's business," said John Schlosser, Kinder Morgan Terminals president.

In anticipation of the terminal acquisition, a new equity investment was closed on September 30th, 2016, with SkyKnight Capital (SkyKnight). The Crowley Family, who owns and operates Crowley Maritime, are the seed investors behind SkyKnight. Watco expects that Crowley Maritime, one of the largest maritime businesses in the U.S., will be a long-term strategic partner. As part of SkyKnight's initial investment into Watco, Tom Crowley has joined Watco's Board of Directors.



NEW GUIDE TO THE SAFE CARRIAGE OF BULK CARGOES

When bulk cargoes shift, liquefy, catch fire or explode due to poor loading procedures, the consequences can be critical – ships could capsize, lose stability or sustain severe structural damage.

“Carrying solid bulk cargoes safely: Guidance for crews on the International Maritime Solid Bulk Cargoes (IMSBC) Code”, is an updated version of a 2013-published guide for ships’ officers and agents who arrange cargoes for loading, produced jointly by Lloyd’s Register, UK P&I Club, and Intercargo.

This new edition outlines the precautions that need to be taken before accepting solid bulk cargoes for shipment and sets out procedures for safe loading and carriage and details the primary hazards associated with different types of cargoes. The guide includes a quick reference checklist and flowchart summarising the steps to be followed.

Updated guidance includes a warning on the possible liquefaction properties of bauxite (which was considered until recently a cargo not liable to liquefaction), advice on the issue of cargo residues deemed harmful to the marine environment, changes to the IMSBC Code’s structure, advice on SOLAS mandatory enclosed space entry and rescue drills, and updated references to supporting IMO Circulars.

Sam James, Lloyd’s Register’s Head of Regulatory Affairs, said the guide is extremely useful to crew members as an aide memoire: "Since the release of the original guide in 2013, it has heightened the awareness of seafarers, managers, charterers and shippers to the hazards associated with carrying solid bulk cargoes.

Stuart Edmonston, Loss Prevention Director at UK P&I Club, added: "The main purpose of the guide is to provide on-the-spot references to help in practical situations."

A PDF of the pocket guide can be downloaded at www.lr.org/imsbc and hard copies can be ordered from www.ukpandi.com.

NEWS IN BRIEF

MINING WASTES REVIEWED

New work to assess the environmental impacts of wastes from mining operations which have been disposed into the marine environment is set to begin shortly.

The work will be undertaken by a dedicated working group, established by the Joint Group of Experts on the Scientific Aspects of Marine Environmental Protection.

GESAMP, which is a UN advisory body, set up the working group when it met for its 43rd annual session, in Nairobi, Kenya (14-18 November).

The move to assess the impacts of mining wastes at sea comes in response to a request from the Parties to the London Convention and Protocol, which regulate the dumping of wastes at sea.

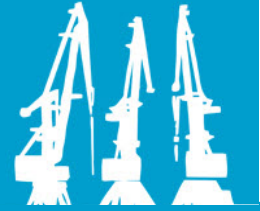
GESAMP’s annual meeting was attended by scientists and representatives of GESAMP’s UN sponsoring organizations.

The agenda covered the group’s current work, including the evaluation of the hazards of harmful substances carried by ships and the review of applications for ‘active substances’ to be used in ballast water management systems. The experts also discussed the input of chemicals to the oceans from the atmosphere. They also looked at trends in global pollution in coastal environment and the current studies on the sources, fate and effects of micro-plastics in the environment.

GESAMP also discussed its role in and contribution to UN related processes such as the 2030 Agenda for Sustainable Development.

**REACH OUT TO THE WORLD’S BULK
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ENCOURAGING THE FREE AND FRANK EXCHANGE OF OPINION



NEWS IN BRIEF

HIAB's NEW RECYCLING CRANE

Hiab has unveiled a new recycling crane for scrap metal handling and heavy duty recycling.

The new JONSERED 1500RZ supports lower lifetime costs as the fuel consumption is reduced with the variable pump system. The maximum lifting capacity of the new recycling crane is 13.8t and its outreach exceeds 9m. The safety features include variable stability limit, over load protection and a load holding valve to prevent load dropping. An operator protection system protects the driver by preventing the crane from accessing the operator area.

The company, a division of Cargotec, has also introduced the HIAB X-HiDuo 228 E-5 loader crane, a new mid-range loader crane with an outreach of 17.3m; the Moffet M4NX truck mounted forklift; and new Multilift hooks for recycling operations.

HYDROGEN FUELLED FORKLIFT

Kalmar is to cooperate with Sweden's SSAB to develop a hydrogen-powered medium-range forklift truck. The aim is to find a more sustainable solution for our customer SSAB and help them to contribute in diminishing carbon dioxide emissions at the site.

The forklift truck to be developed will have a lift capacity of 9-18t and it will use hydrogen gas as fuel. As the exhaust will be only water, the machine will provide a more environmentally sound solution for material handling. The project will last for approximately two years and it will include the development, demonstration and testing of the forklift truck.

FREE REPLACEMENTS FOR MARTIN BELT CLEANING TENSIONERS

In a first for the bulk material handling industry, a global manufacturer of conveyor belt cleaning systems is offering lifetime no-cost replacement of tensioners and mainframes for belt cleaners that are fitted exclusively with the company's cleaner blades.

Under the Forever Belt Cleaner Guarantee, Martin Engineering will provide replacement parts as required, for all cleaner assemblies using its urethane belt scrapers, regardless of model or blade type.

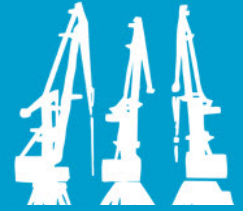
The company's replacement blades are mixed, formed and cured in a computer controlled, modular work station designed and built by the company's engineers, rather than subcontracting the production as some suppliers do. This process allows for the highest quality control and a one-day turnaround on most orders.

Engineered to effectively remove carryback, reduce material loss and provide longer belt life, the six color-coded blade types allow operators to perfectly match urethane compounds to the specific belt, speed and types of material. Some blade types are designed to perform under extreme temperatures as low as -40° Fahrenheit and as high as 300° F, and others are best suited for specific cargo such as hot slag and clinker, or moist materials.

Martin Engineering primary cleaners are produced using the patented Constant-Area Radial Pressure (CARP) curved design, first introduced by Martin, to deliver consistent cleaning throughout all stages of blade life. Martin assemblies allow one-pin replacement, making maintenance a safe, no-tool operation performed from outside of the transfer chute.

With a solutions-based philosophy, the family-owned company supplies equipment for productive bulk material processing in applications such as coal handling, mining, cement, aggregates, biomass, grain and other channels.





REGULATORY UPDATE



Peter Modev, Senior Loss Prevention Executive at UK P&I Club, and the Club's local correspondent (Pandiman Philippines) provides an update on the risks in transporting nickel ore from the Philippines

"Nickel ore cargo originates principally in the Southern region of the Philippines, where it is loaded at Mindanao, but loading areas are private enterprises and at present shippers/mines are not allowing any access to these facilities.

"It is difficult for foreign experts to currently travel to the area, as most Embassies have strict travel warnings about going to the region. There are numerous terrorist groups operating in the area, with bombings and kidnappings and the death of one Canadian mine manager, while Philippine military forces are at war with several factions.

"The Foreign and Commonwealth Office (FCO) advises against all travel to south-west Mindanao and the Sulu archipelago because of ongoing terrorist activity and clashes between the military and insurgent groups. The FCO also advises against all but essential travel to the remainder of Mindanao for the same reasons.

"A bomb attack on a market in Davao City, Mindanao, killed more than a dozen people on 2 September 2016. The FCO already advises against all but essential travel to eastern Mindanao, including Davao City, and against all travel to the rest of Mindanao.

"As a result of this unrest, the Philippines government has declared a 'state of national emergency on account of lawless violence in Mindanao' so anyone who does need to visit the area should expect heightened security measures at airports and other major transport hubs, and should co-operate with the Philippine authorities and allow extra time to pass through security.

"A further significant issue in the region has been Philippine Government's decision to suspend export licences for nickel ore mines, due to environmental issues. In a recent statement, the government declared: 'We have had mining in this country for over 100 years and until now we don't even have one rehabilitated mine, just gaping holes, destroyed rivers and children with brain disease'."

NEWS IN BRIEF

YARA OPENS FERTILISER FACILITY AT GARSTON

Yara UK has opened a new fertiliser facility at the Port of Garston to supply customers in the north-west of England and Wales.

The first shipment of fertilizer from Yara's factory in Norway arrived at the Port of Garston earlier this month as the latest addition to Yara's distribution network gets up and running.

Peter Smith, Commercial Director of Yara UK Limited said: "Yara UK Limited works closely with ABP in several locations around the UK and is delighted to add Garston to our network of sites distributing our high quality fertilisers to local farmer customers."

The Garston facility enables Yara to bring in the appropriate high quality solid fertilizer products from plants in Europe close to end users in the North-west of England and Wales.

PUMA BUYS BULK STORAGE

Puma Energy has signed a purchase agreement with BP to buy its bulk storage fuel terminal in Belfast, Northern Ireland.

The addition takes Puma Energy's global network of bulk storage terminals to 100, culminating in a total storage volume of 7.9Mm³ of storage capacity. This acquisition builds on the purchase of the 1.4Mm³ capacity Milford Haven Terminal in 2015, further supporting Puma Energy's growth within the European Market, and helping to ensure high quality, reliable fuels supply to Northern Ireland.



The inaugural conference of the Association of Bulk Terminal Operators

BULK TERMINALS 2017

14-16 March 2017, London

How can terminal managers respond to the operational challenges they face?

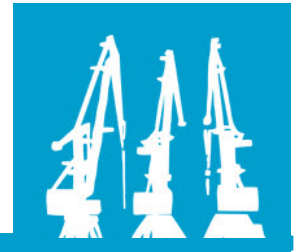
What are the security and financial issues impacting the modern bulk terminal?

What role does technology play in optimising performance and efficiency?

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THE OPERATOR'S VIEW

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Impala Terminals has invested over \$1 billion in to an project to transform its terminal in Barrancabermeja, Colombia to create a new multimodal facility that moves wet and dry bulk cargoes and containerised products—including oil and its derivatives, break-bulk, containers, and project and oversized cargo—up and down the Magdalena River, the country's main waterway.

Nearing completion, a milestone was reached in June when the port become fully operational with Colombian group Corona and Impala Terminals successfully completing the first export of container cargo from the port to the Caribbean coast ready to be shipped to its final destination.

The port of Barrancabermeja is part of Impala's USD1 billion state-of-the-art multimodal logistics investment in Colombia. A fleet of over 120 double-hulled, dry and wet cargo barges will transport oil and other liquid bulk products, containers and other commodities to and from the main Colombian ports on the Caribbean Sea. The purpose-built river port at Barancabermeja acts as a consolidation hub, connecting river, road and rail cargoes.

Construction of the inland port at Barrancabermeja is now 60 percent complete and early operations are underway. Since March this year 92 voyages have been made along the Magdalena River transporting more than three million barrels of crude oil and naphtha, replacing 11,700 individual journeys by tanker trucks. Early operations for dry cargoes began in June, as well as a series of trials for container transport.

Multimodal transport operations mean a reduction in greenhouse gas emissions. A recent study by Environmental Resources Management found that Impala's multimodal transport model, involving navigation along the Magdalena River, represents a substantial reduction of GHG emissions compared to goods being transported by truck.

The study calculated carbon emissions for routes carrying the heaviest volumes of liquid and dry cargo based on fuel consumption figures for a truck only, vs a truck and a tugboat pushing six barges (i.e., the multimodal scenario). It was found that there was a 67 percent reduction of GHG in liquid cargo and a 56 percent reduction of GHG in dry cargo.

Impala Terminals is a multimodal logistics provider focused on export-driven economies. It owns and operates a network of ports, port terminals and warehouses which, combined with its transport assets, provide end-to-end logistics solutions for dry and liquid bulk cargoes, general cargo and containers. Impala Terminals is a wholly owned subsidiary of Trafigura, a market leader in the global commodities industry. Impala Terminals employs over 2,000 members of staff, owns and operates over 23 facilities across 18 countries around the world, and has \$2.6 billion of assets under management.