

BULK TERMINALS LISBON 2023

THE ONLY EVENT AIMED AT THE ENTIRE BULK TERMINALS INDUSTRY

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

25-26 OCTOBER 2023

VILA GALÉ ÓPERA HOTEL LISBON
INCLUDING A VISIT TO THE SILOPOR
TRAFARIA PORT TERMINAL

Sponsors



**DON'T MISS
THE BOAT TOUR OF
LISBON HARBOUR**

PROGRAMME

OFFERING PRACTICAL SOLUTIONS SESSIONS WILL COVER

- An in-depth sector by sector market analysis
- Streamlining operations and increasing efficiency
- Digitalisation and cyber risk
- Improving stevedore safety
- Ensuring environmental protection and compliance
- Legal questions
- How equipment and service providers can provide solutions to terminal operators' needs

Host port and
local organiser



Porto de Lisboa



Organised by



ASSOCIATION OF BULK
TERMINAL OPERATORS

For more details and to register, visit: bulkterminals.org/index.php/events

Last year, Bulk Terminals Riga was a resounding success and the first time we have all been able to meet in person since 2019 in Amsterdam. Delegates from ABTO members SILOPOR suggested that the Bulk Terminals conference should be held in their port city of Lisbon this year. Other delegates in Riga enthusiastically agreed.

This year the Port of Lisbon is celebrating its 135th anniversary, so we are delighted that they will be our host port for Bulk Terminals 2023 – and very grateful for the support of the Port of Lisbon Authority, our local organisers for the conference.

Lisbon is ideally located along the world's major maritime trade routes, connecting the Mediterranean region with Northern and Central Europe – enabling trade with America, the Far East, Africa and Europe.

The port offers excellent conditions for the handling of all types of solid bulks. Agri-foodstuffs is a major segment, with a storage capacity of more than 420,000 tonnes, serving the oilseeds, edible oils and biodiesel markets. Clinker and cement trades are also served through a dedicated terminal with good river, road and rail access. The handling capacity for cargoes serving the steelmaking industry is over seven million tonnes a year.

With a full programme of presentations, panels and case studies the 2023 conference will start with the traditional analysis of bulk markets, continuing with a full programme focused on the concerns of operators – offering sound practical solutions to terminal operators for improving safety, streamlining operations and ensuring environmental protection.

Digitalisation, the cyber threat, development opportunities together and the ongoing impact of the continuing war in Ukraine on bulk terminal operations, will also be covered.

What will be the effect of the growing closeness between China and Russia on bulk trades? Bulk Terminals 2023 will examine the fallout regionally and internationally.

The Annual ABTO Bulk Terminals Conferences are designed for all those involved in the transportation, storage and handling of bulk commodities. As well as terminals and ports we welcome equipment and service suppliers, professional advisors and academics to the conference. Indeed, ABTO feels strongly it is only through the interaction with these others that bulk terminals will achieve increased operational efficiencies, together with safety and environmental compliance.

For delegates arriving on the evening before the conference the networking starts with ice breaker drinks in the bar of the Vila Galé Ópera Hotel.

After the proceedings at the end of the first day, the Port of Lisbon Authority are kindly hosting a reception at their headquarters near the mouth of the Tagus, the Gare Marítima de Alcântara. Built in 1943 and classified as a Monument of Public Interest, it was designed by Pardo Monteiro, one of the most important architects of the first half of the twentieth century in Portugal. The atrium of the second floor features magnificent fresco panels by the modernist Almada Negreiros. Bringing these two figures linked to contemporary Portuguese art together in the same work makes the Gare Marítima de Alcântara one of the most important modern constructions in Lisbon.

By popular request this year the Bulk Terminals conference will again include a terminal visit. We are delighted to be the guests of ABTO Members SILOPOR at their Trafaria Port Terminal. As well as the valuable networking opportunities afforded by the visit to the Trafaria Port Terminal, there will be a boat tour of Lisbon Port thanks to the generosity of the Port of Lisbon Authority, with lunch on board.

Conference Chairman Professor Mike Bradley and I together with the rest of the ABTO team, look forward to welcoming you to Bulk Terminals 2023 in Lisbon this October.

Simon Gutteridge, Chief Executive, ABTO



Simon Gutteridge,
Chief Executive, ABTO



Mike Bradley,
Director, The
Wolfson Centre

KEY TOPICS

- Grain markets 20 months on from the conflict in Ukraine
- Unloading bulk cargoes – choosing the right system
- Handling cargoes with a high moisture content
- Update of the latest cyber risks and lessons learned
- Industry measures to combat enclosed spaces fatalities
- Developments in maritime decarbonisation technology
- The importance of an embedded safety culture in managing risk
- The role of electrification in reducing port emissions

WHY ATTEND?

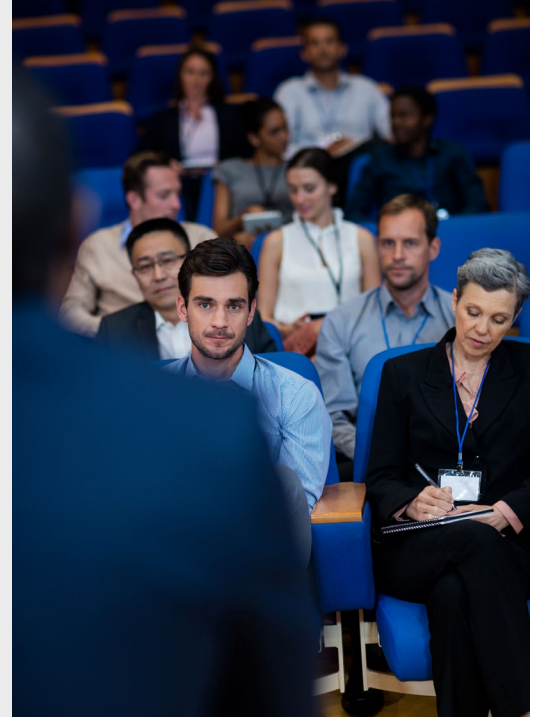
- Understand the challenges the bulk terminal industry faces
- Learn from the experts
- Appreciate the needs of your customers
- Join the discussion with industry peers, consultants and investors
- Meet technology suppliers and find out how they can improve your compliance and efficiency



WHO SHOULD ATTEND?

BULK TERMINALS 2023 LISBON is the essential event for operational and technical directors, managers, business development and analysts from:

- Bulk terminal operators
- Port authorities
- Mining companies, commodity producers and traders
- Shippers
- Ship owners, operators, charterers, managers and barge companies
- Logistics, brokers and forwarders
- Materials handling engineers
- Equipment and service providers
- Government and regulators
- Terminal developers
- Ports and construction consultants
- Finance
- Insurance and P&I
- Lawyers



SPONSORSHIP AND EXHIBITION OPPORTUNITIES

BE INVOLVED AS A PARTNER

Attending this event as a partner – exhibiting or sponsoring – 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. It's the ideal way to enhance your company profile and communicate effectively with 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

For more information, please call **+33 (0)321 47 72 19**



18:00 Ice Breaker Drinks

CONFERENCE DAY ONE

WEDNESDAY 25 OCTOBER 2023

08:15 Registration and refreshments

OPENING WELCOME ADDRESSES

09:00 **Simon Gutteridge** BA Law (Hons), FIMarEST, Chief Executive, ABTO

Conference Chairman's opening remarks

09:05 **Professor Mike Bradley** BSc Hons, PhD, Director, The Wolfson Centre for Bulk Solids Handling Technology, University of Greenwich; Chairman, Solids Handling and Processing Association (SHAPA) and the ABTO Members' Advisory Panel

09:10 Representative of the Portuguese Government

09:20 **Carlos Alberto do Maio Correia**, Chairman, Port of Lisbon Authority

BULK MARKETS

Session Chairman: **Rahul Sharan**, Lead Analyst Bulk Shipping Research, Drewry

09:30 **Grain markets 20 months on from the conflict in Ukraine**

João Roda, Country Lead, BUNGE Ibérica Portugal

Market and policy trends for solid biomass fuels

10:00 **Manolis Karampinis**, Business Development & Membership Director, Bioenergy Europe

Trends and challenges for the biofuels market

10:30 **Gonçalo Santos**, CEO, Iberol & Biovegetal

11:00 Refreshments

11:30 **Prospects for the minerals dry bulk market in 2023 and beyond**

Rahul Sharan

12:00 **Coal – still in demand despite alternative energy sources**

Basil M Karatzas, CEO, Karatzas Marine Advisors & Co

12:30 Panel discussion and questions – Previous speakers and Chairman

13:00 Lunch

OPERATIONS AND OPPORTUNITIES

Session Chairman: **Garry O'Malley**, Operations Director, Teesworks and Chairman, ABTO Technical Committee

PART ONE: SHORESIDE SYSTEMS

14:00 **Unloading bulk cargoes – choosing the right system**

Professor Mike Bradley

14:30 **CASE STUDY: Handling cargoes with a high moisture content**

Garry O'Malley

15:00 **Shoreside transport and storage systems**

Professor Mike Bradley

15:30 Refreshments

PART TWO: DIGITALISATION AND THE CYBER THREAT

16:00 **Optimising the productivity and profitability of dry bulk handling operations through enhanced data visualization and analysis**

Kristoffer Alm, Business Solution Developer, BRUKS Siwertell

16:30 **Update of the latest cyber risks and lessons learned**

Nick Chubb, Managing Director, Thetius

17:00 Panel discussion and questions – Previous speakers and Chairman

LEGAL PANEL – Panel Chairman: **Tim Springett**, Policy Director - Employment and Legal, UK Chamber of Shipping

Updates and over the horizon

Ricardo Gebauer, Abogado, Schenke + Brancoli (SLBZ Abogados)

17:30 **Dr Mark Hoyle PhD**, Barrister, International Dispute Resolution Centre, ArbDB Chambers



Raphael Picard, VP Sales EMEA, Ellona

Rahul Sharan

18:00 Chairman's conclusions and close of day one

EVENING SESSION

18:15 Conference Reception kindly hosted by the Port of Lisbon Authority at the Gare Marítima de Alcântara.

08:30	Refreshments
09:00	Conference Chairman's opening remarks Professor Mike Bradley
SAFETY AND RISK	
Session Chairman: Professor Mike Bradley	
09:05	Managing risk and reducing incidents through information sharing Yücel Yildiz , Assistant Director Commercial, Ports & Terminals, RightShip
09:30	The importance of an embedded safety culture in managing risk, reducing accidents and ensuring resilient operations Dorota Jilli , Senior Underwriter, TT Club
09:55	Focus on enclosed spaces Garry O'Malley
10:20	PANEL: Industry measures to combat enclosed spaces fatalities Discussion of the findings of the MAIB report into the fatalities of three stevedores on the Isle of Man registered Berge Mawson bulk carrier and where we go from here in preventing future enclosed spaces fatalities Panel Chairman: Garry O'Malley Mike Bradley Dorota Jilli Richard Steele , Head of ICHCA International Captain Kuba Szymanski , Secretary General, InterManager
10:45	Refreshments
ENVIRONMENT MATTERS	
Session Chairman: Professor Mike Bradley	
11:10	Developments in maritime decarbonisation technology Nick Chubb , Managing Director, Thetius
11:35	Environmental benefits of containerised bulk handling (CBH) Frank van Laarhoven , Senior Sales Manager Europe, RAM Spreaders
12:00	Decarbonisation and asset optimisation using real-time Digital Twin Guy Barkley , CEO, Atmo Technology
12:25	The role of electrification in reducing port emissions Malte Moeller , Project Manager, igus GmbH and Dan Seeney , Ports & Cranes Industry Manager, igus UK
12:50	Panel discussion and questions
13:00	Chairman's summary of conference deliberations
HARBOUR BOAT TOUR AND TERMINAL VISIT	
13:15	Depart for boat tour of Lisbon Harbour kindly hosted by the Port of Lisbon Authority 
15:00	Visit to SILOPOR's Trafaria terminal 
16:00	Close of conference and return by coach to central Lisbon



The programme is subject to change. For the most up-to-date and detailed programme for this event, please visit bulkterminals.org/events

Registration

BULK TERMINALS 2023 LISBON – CHANGING PATTERNS OF INTERNATIONAL TRADE

25-26 October 2023: Vila Galé Ópera Hotel, Lisbon, Portugal

TWO EASY WAYS TO REGISTER

- 1** Online: www.bulkterminals.org/events/event-registration
- 2** Email: events@bulkterminals.org

REGISTRATION FEES

ABTO Members £1,000 + VAT

*Non-Members £1,200 + VAT

DISCOUNTS AVAILABLE FOR GROUP BOOKINGS

Contact **Simon Gutteridge +33 (0)321 47 72 19** or events@bulkterminals.org

** For details of how join ABTO and its benefits, including reduced conference fees, please visit:*

www.bulkterminals.org/membership

On receipt of your registration we will email an invoice with details of payment, which is due immediately, together with details of specially negotiated hotel rates.

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.



*“My colleagues and I attended the
ABTO conference in Riga, which was an
excellent and well-coordinated event”*

Grant Honzik, Operations Director – Bulks, Teesport,

*“It was certainly a very good experience for me to be part of the
ABTO conference. I met a lot of very interesting people from
different sectors and believe me it exceeded all my expectations”*

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

*“Great conference, good
programme and networking
– met some useful people.”*

Fergal Buttimer, CEO, Buttimer Engineering



ABTO Courses and Training 2023-2024

A key feature of ABTO's Mission is developing training schemes and educational seminars to facilitate advancement and best practice.

IMechE Compliance in Bulk Materials Handling 2023 – ABTO Supported Event

10 October 2023

There are many industries which require the practice of bulk handling. A number of regulatory frameworks govern the handling of bulk solids, but there is a lack of formal training in this area and the amount of available information is quite limited.

This event aims to provide an overview of these issues to engineers from both end-users and equipment manufacturers. The seminar will provide a broad overview of the practical examples of common pitfalls. The event will cover procurement, design, operation, and maintenance stages in order to comply with regulation and foster best practice.

The seminar's agenda will focalise the complexities associated with materials selection in the design and manufacturing process of equipment as well as the difficulties associated with EU minimum safety requirements such as the ATEX directive or wider DSEAR user directive.

ABTO Members can register at the IMechE Member price. Visit the event website **HERE**

Understanding the Total Cost of Ownership

Dates TBA

All too often the operational requirements of the equipment to be supplied to bulk terminals is not properly understood by either the buyers or the sellers. Purchase decisions purely based on price or a lack of knowledge of the characteristics of the material to be handled – or frequently both – will fail to understand the true cost of a bulk solids handling system to a business in terms of down-time; energy; maintenance and manning.

The OBJECTIVE OF THE COURSE is to raise awareness amongst bulk terminal buyers of the need to behave in a better informed way and equipment suppliers to understand the operational needs of the equipment they are supplying.

The course will be delivered through EXPERT PRESENTATIONS, CASE STUDIES and GROUP WORKING facilitated by The Wolfson Centre for Bulk Solids Handling Technology and the Solids Handling & Processing Association (SHAPA).

Port and Terminal Operations for Bulk Cargoes

Dates TBC March 2024

Held in collaboration with The Wolfson Centre, this popular ONLINE SHORT COURSE is ideal for anyone with responsibility for the safe handling and storage of bulk cargoes.

Delegates will gain an understanding of the reasons for the varied behaviour of, and how to handle, bulk particulate materials as they travel across the seas or are stored and transported to and from port terminals.

"I consider this course has been a very useful to approach a number of questions about bulk cargoes. The variety of subjects covered was high, from port equipment to the unloading and loading of ships, the various forms of storage, and the risks of fire and explosion."

Duarte Bastos, Terminal Manager, SILOPOR - Empresa de Silos Portuários, SA

Biomass Operations and Handling Technologies

Dates TBC April 2024

Held in collaboration with The Wolfson Centre, this course has been designed to help delegates identify and resolve common problems when handling the various biomass materials.

"The course is very detailed and informative on a technical level. It also provides a lot of in-depth insight into the wood pellet bio-mass industry and provides a good foundation of knowledge to someone new to that industry"

Lin Delassus, Logistec, USA

For further details of all of these courses including fees, registration and discounts for ABTO members and partners please click **HERE** or contact **Simon Gutteridge** events@bulkterminals.org +33 (0)3 21 47 72 19

Other Short Courses offered by The Wolfson Centre for Bulk Solids Handling Technology, particularly those dealing with the pneumatic conveying of bulk solids will be of interest to many in the bulk terminals community.

ABTO members have been kindly offered a discount on fees for this and The Wolfson Centre's other short courses.

Please click **HERE** or contact **Caroline Chapman** wolfson-enquiries@gre.ac.uk +44 (0)20 8331 8646 for further details.

With thanks to IMechE for their support of these courses

**Institution of
MECHANICAL
ENGINEERS**



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BEDESCHI

Bedeschi, leader in bulk material handling for more than a century, has an outstanding experience in the realization of complete bulk terminal solutions for the marine sector. Bedeschi is the only company able to provide both stacking/reclaiming and loading/unloading systems, as shiploader, mobile shiploaders, shipunloader, transshipment, eco-hoppers, conveyors system, etc.

The growing scale of international transport of bulk-material requires quick and flexible solutions to react to the fast changing market demand. Our transshipment expertise is the best answer combined with our on-shore applications both for cost and time saving. Of course, reducing environmental pollution and producing eco-friendly bulk handling solutions in line with the most strictly regulations in this field, are Bedeschi first commitments.

www.bedeschi.com



Bruks Siwertell is a market-leading supplier of dry bulk handling and wood processing systems. With thousands of installations worldwide, our machines handle your raw materials from forests, fields, quarries and mines, maintaining critical supply lines for manufacturers, mills, power plants and ports.

We design, produce and deliver systems for loading, unloading, conveying, storing, and stacking and reclaiming dry bulk materials, alongside equipment for chipping, screening, milling and processing wood for the biofuel, board, saw mill, pulp and paper industries.

We are global and local. You will find our main offices in the US, Sweden, Germany, China, Philippines, Russia and Taiwan, supported by a dedicated network of hundreds of representatives and dealers worldwide.

www.bruks-siwertell.com

To view a video of the Siwertell ship unloader in action please click [HERE](#)



igus® GmbH is a globally leading manufacturer of energy chain systems and polymer plain bearings.

The Cologne-based family business has offices in 35 countries and employs 3.180 people around the world. Iigus® operates the biggest test laboratory in the industry: 2.750 m² bring the idea of «motion plastics®» – polymer machine elements that drive and move – right to life. Here, around two billion test cycles are completed annually.

The goal of all this is to provide our customers with the very best product for their individual requirements – configurable online and deliverable after 24 hours. In the area of predictive maintenance, igus develops intelligent solutions that issue a warning of failure in good time before an unscheduled and very cost-intensive shutdown occurs. Click for details of Long travels with energy supply systems and Solutions for mining and bulk handling

Please click on the links below for igus® Whitepapers

1. **Energy Chain -vs- Festooning**
2. **Energy Chain -vs- Cable Reeling Drum**
3. **Busbars -vs- Energy Chains**

To watch a video of igus® solutions in action please click [HERE](#)





RAM Spreaders have been supplying container handling equipment to ports and terminals worldwide for over five decades. Expanding their product portfolio by entering the bulk handling industry a decade ago with their environmentally friendly RAM Revolver Containerised Bulk Handling Solution (RAM CBH).

The RAM CBH solution allows bulk terminals, handling facilities and traditional container terminals the ability to handle bulk without loss of commodity or contamination, as the CBH system uses open-top sealed containers as a mode of transport and unloading of bulk, with the commodity only seeing the light of day immediately prior to being unloaded at its final destination.

The flexibility of CBH allows traditional container ports using the same equipment to turn into a bulk port in less than two hours, resulting in a twofold increase in profits.

www.ramspreaders.com



ProStack has an extensive suite of mobile conveyors to suit every port and terminal application. A diverse range of port hoppers, mobile telescopic conveyors, bulk reception feeders and tracked conveyors ensure operational flexibility along with excellent technical performance as port loading conveyors.

The ProStack portfolio consists of the Manta Port Hopper series, the Hornet Bulk Reception Feeder series, the Telson Telescopic Conveyor series and the Ranger Tracked Conveyor series. All are designed to include a multitude of options to tailor these machines to meet customer demands.

With no civil construction needed a ProStack conveyor has a lower capital investment than traditional ship loading systems.

In addition to their own products ProStack partners with Buttimer Engineering for the supply of DOCKSOLID ship unloading hoppers, bringing this equipment to market under the Manta product range.

www.terex.com/prostack/en



TT Club is the established market-leading independent provider of mutual insurance and related risk management services to the international transport and logistics industry. The Club's services include specialist underwriting, claims management and risk and loss management advice, supported by a global office network.

TT Club's primary objective is to help make the industry safer and more secure. Established in 1968, TT Club has more than 1200 Members, spanning owners and operators, ports and terminals, and logistics companies, working across maritime, road, rail, and air. Members range from some of the world's largest logistics operators to smaller, bespoke companies managing similar risks.

The Club is renowned for its high-quality service, in-depth industry knowledge and enduring Member loyalty. It retains more than 95% of its Members with a third of its entire membership having chosen to insure with the Club for 20 years or more.

TT Club is managed by Thomas Miller – an independent and international provider of insurance, professional and investment services.

www.ttclub.com



Host Port and Local Organiser

With thanks to our Host Port & Local Organiser of Bulk Terminals 2023 Lisbon

Atlantic Meeting Point

Located in the Tagus Estuary, the Port of Lisbon is a natural port, with a sheltered hydrographic basin of 32 thousand hectares. It is managed by APL - Administração do Porto de Lisboa, S.A. and is supported by an experienced port community.

It is today, as it has always been, one of the engines of development for the entire region and the country. It is one of the most important gateways for the trade that feeds the region and is a real launch pad for exports and economic growth. Inserted in the country's biggest economic and consumption center, the Lisbon and Tagus Valley (Vale do Tejo) region, the hinterland of the Port of Lisbon extends to the Iberian market, being one of the core ports of the Trans-European Transport Network (TEN-T).

The mission of the Port of Lisbon is clear: to provide a multifunctional client-oriented service and according to principles of operational and economic-financial rationality, social and environmental effectiveness and in accordance with best maritime and asset safety practices.

A Multifunctional Port

The Port of Lisbon is a two-margin port, equipped with 14 terminals serving all segments of the port business, and handling around 12 million tonnes per year.

With regular shipping lines is the link between the Mediterranean and northern Europe and a hub for international trade between Europe, America and Africa.

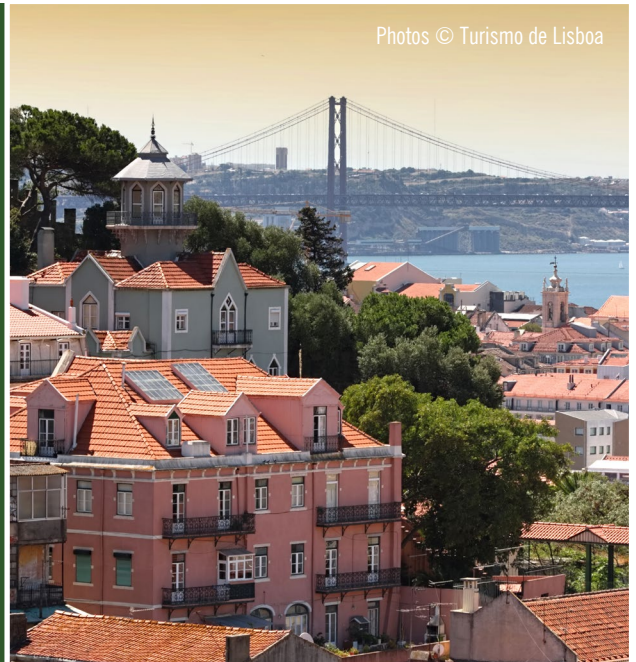
On the north bank, all segments of cargo are handled, of particular note are the specialized container terminals. Also on this shore, we have one of the most modern and functional cruise terminals in Europe and the largest marina in the country, the Lisbon Marina, with four recreational docks. On the south bank, there are port terminals specialized in the handling of solid and liquid bulk cargoes.

The Port of Lisbon is furthermore the stage for ship repair, recreational boating, maritime-tourism and river passenger and cargo navigation activities.

The Port of Lisbon offers excellent conditions for the handling of all the type of solid bulks. Of particular note is the supply in the agri-food segment, where conditions are very competitive and there is an instantaneous storage capacity of over 420,000 tonnes.

Some of these terminals integrate industrial units of international relevance in the oleaginous, food oil and biodiesel markets. In this segment, the logistical conditions are equally excellent for the handling of clinker.

Photos © Turismo de Lisboa



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With thanks to our Supporting Associations and Media Partners

Supporting Associations



Media Partners



“The programme gave me a good insight into our terminal customers’ needs. We will be back.”

Mark Smith, Projects and Installations Manager, igus

“I think you cover most if not all the relevant topics that need discussing and would not add anything to them. As far as I’m concerned – you’re doing an excellent job”

Stewart Boyle, Sales Manager – Maritime Cranes & Port Equipment, Liebherr



“Thank you very much for putting a very good conference together again this year.”

Frank Robertson, Vice-President Operations Ontario, Logistec Stevedoring Inc

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



Photos © Turismo de Lisboa

“The sessions were very pertinent and the subject matter wide ranging. It was very informative for me. I would certainly recommend.”

Ian Jacobs, Director, IDJ Consulting Ltd

