



21 FEB 2023
13:00 UTC

POR ZONE

A CONVERSATION ABOUT **DRY BULK**

WITH
**LUKAS
PAUL**



FEATURING
PAUL GORIS
INTERNATIONAL DRY BULK
TERMINALS GROUP

EPISODE 5: SHARING BEST PRACTICES IN THE DRY BULK HANDLING INDUSTRY





PORTZONE

A CONVERSATION ABOUT **DRY BULK**

Episode 05:

*Paul Goris, DBTG: Sharing Best Practices
in the Dry Bulk Handling Industry*

What is PortZone?

- Event Series to support and encourage a **community** of people related to **dry bulk ports**
- **Topics** with relevance for community (everyone can suggest topics and/or present!)
- Every Session will last roughly 30+ min (10...15 min presentation, then discussion) – open ended
- **“Live” Meeting Character** rather than Webinar – everyone has a voice
- Focus on creating and sustaining **connections**



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Housekeeping

- Everyone can potentially see/hear each other – be mindful about how to use this (mute yourself when not planning to speak)
- Be encouraged to start the discussion! – please use the “raise your hand” option during the presentation
- **Video is being recorded;** we will share an edited version including the presentation
- Next event: Mar 21, Anders Berg (Unikie):
Challenging “First Come – First Serve” with New Technology

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Past Episodes

- Episode 01** Jonathan Arnup, Trent Port Consulting
Holistic Port Planning Considering the Concession Period
- Episode 02** Carl Donnelly, Telestack LTD
Added Flexibility with Mobile Bulk Material Handling Systems
- Episode 03** Lars Greiner, Hamburg Port Consulting
Why Dry Bulk Shipping Needs Digitalization
- Episode 04** Richard Spaargaren, ESI Eurosilos
Highly Efficient Fertilizer Storage In Ports

If you want to revisit these Episodes or receive the related presentations, please contact me at Lukas.Paul@beumer.com or via LinkedIn

Paul Goris, Executive Director
International Dry Bulk Terminals Group

- >30 years of experience in port, bulk, inland waterway shipping rail logistics and intermodal industry
- 1990 NS Cargo / Dutch Railways / DB Schenker
- 2003 Commercial Director at EMO
- 2009 General Manager at Sea-Invest, responsible for all dry bulk operations in Antwerp and Ghent
- From 2011 Port & Logistics Consultant
- former President of European Barge Union,
- President of Inland Waterway Transport Platform



Sharing best practices in the dry bulk handling industry

Paul Goris – Dry Bulk Terminals Group

21 February 2023



Introduction Paul Goris and DBTG

- Background in dry bulk industry
- Background / Foundation of DBTG

Key Elements

- Exchanging best practices
- Safety, environment, infrastructure, equipment
- Dry bulk handling
- Exchange information with peer companies
- Choices for equipment, handling and storage facilities
- Platform to compare, discuss
- Best common grounds for operational excellence

Dry Bulk Terminals Group – DBTG in short

- Founded 22 years ago
- Type of Members / Associated Members
- Partnerships with associations CETOA / NAEGA / IMO
- Strong position within IMO <combined with CETOA>
 - NGO with consultative status
- Common ground for all participants ('Areas') / Who are our Members?
- Accepted as authority by Members, Associated Members and other stakeholders
- Small team with short communication lines (Excom – Secretariat)



How do we work?

- Main platform based on Conferences
 - 2x/year
 - Open for Members/Associated Members/Selected participants
 - Sharing practices
- Newsletter with actual information each month
- Working groups amongst Members
 - Safety terminals/vessels interaction
 - Safety and environment
 - Others
- IMO attendance and contributions
- Platform to our Members – Q&A - Assistance

Areas that 'touch' our industry

- Safety, Safety, Safety....first
 - How dangerous is our industry?
 - Safety issues in our industry and vessel interaction
- Environment
 - Dust
 - Sound
 - CO2
- Human Capital
 - Issues
 - Lack of competent staff
- High degree of Digitisation
- Infrastructure issues
- Operational / Technical challenges – Choices to make.



Developments that touch our industry

- Climate Change discussion and government decisions
 - CO2 reduction
 - Changing product handling
- Actual geopolitical situation
- Environment in general – pressure from residential areas
- Port Authorities driven by ‘symbol policy’
- Changing product portfolio to be handled - restructuring of terminals
- High steel and raw materials pricing / Effects to our investments
- Concentration in industry – buying behaviour

- Others, e.g.:
 - Human Capital
 - Alcohol and Drugs abuse
 - Digitisation

Examples

- Change of power use at terminals
- Shore electricity for vessels
- Coal export terminal in Canada restructuring to biomass
- Major redefinition of West European coal terminals
- Warehouses in spite of 'open space storage'
- Closed conveyor belts in spite of truck transport
- Dust protection by conveyor belts
- Complete dust reducing coverage systems

Thank you & Questions always welcome!

- Email: paul@drybulkterminals.org
- Website: www.drybulkterminals.org

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Closing

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Challenging “First Come – First Serve” with New Technology
- Feedback is appreciated: Ideas, Topics, Format →
Lukas.Paul@beumer.com

Thank you for your participation!
Feedback to Lukas.Paul@beumer.com

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