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## **1. THE GRAIN MARKET HAS CHANGED - HAS YOUR UNLOADING STRATEGY?**

**Global grain flows are evolving. Volumes fluctuate, vessels standardize, and pressure on terminal uptime increases. Yet many unloading concepts remain unchanged.**

### **THE REALITY FACING GRAIN TERMINALS TODAY**

- Over 360 million tonnes of grain are transported annually
- Most vessels operate within 600-1200 t/h requirements
- Even short downtime creates cascading supply chain disruptions

Despite this, many terminals still rely on legacy unloading concepts that were never designed for today's operational demands.

### **WHEN RELIABILITY FAILS, THE ENTIRE SYSTEM REACTS**

- Vessel delays and demurrage costs increase
- Storage and inland logistics become disrupted
- Contractual delivery commitments are put at risk

In modern grain logistics, reliability is not a feature - it is a prerequisite.

### **IT'S NO LONGER JUST ABOUT CAPACITY**

Traditional discussions focus on tonnes per hour.

But leading operators are now asking a different question: How do we secure capacity - even during downtime?

### **A NEW APPROACH TO GRAIN UNLOADING**

Over the coming weeks, we will explore:

- Redundancy beyond "two machines"
- Capacity flexibility in the 600-1200 t/h segment
- Energy efficiency vs total lifecycle cost
- How to reduce downtime risk without overinvesting

### **DEVELOPED BY BRUKS SIWERTELL**

- Global leader in dry bulk handling solutions
- Proven installations worldwide

- Specialized in high-reliability unloading systems