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WHY GRAIN TERMINAL PROJECTS STALL BEFORE THEY BEGIN – AND WHAT THE MARKET OFTEN MISSES

Grain terminals represent one of the most dynamic and high-throughput segments in global dry bulk logistics. Yet, a significant number of projects never progress beyond initial budgeting discussions.

WHY?

THE INVESTMENT GAP

A key barrier is the perceived imbalance between upfront investment and long-term operational value.

Mechanical unloaders are well established for their robustness, energy efficiency, and consistent performance over time. Despite this, lower-capex alternatives - such as pneumatic systems - often gain early traction in project evaluations.

THE FULL COST PICTURE

However, the long-term operational reality tells a more complex story.

When factoring in energy consumption, wear part replacement, and overall system reliability, the total cost of ownership shifts significantly. What appears cost-efficient in the early stages can result in higher operational expenditure and increased risk over time.

THE REAL DECISION

The real challenge is therefore not simply selecting a technology - it is understanding and quantifying the value of reliability across the entire lifecycle.

This is exactly where a new approach is needed.