



FALL 2016

ASSOCIATED

WIRE

News & Updates From Associated Terminals



ASSOCIATED TERMINALS

EXPANDS PROJECT AND GENERAL CARGO SOLUTIONS

As the leading cargo handling operator on the Lower Mississippi River, Associated Terminals has long recognized that its success is founded on its ability to provide highly innovative customer solutions. As midstream operations have grown with the acquisition of St. James Stevedoring, so has the demand for project, general and breakbulk cargo handling. To meet this demand, Associated has invested in additional experienced personnel, technology, locations and equipment in the past year. (continued on page 3)

LIKE ASSOCIATED TERMINALS ON



DOCKSIDE CHAT

Matthew Magnuson

Chief Technology Officer,
Associated Terminals

Due to the uniqueness of Associated's operations, customizing and building systems that apply specifically to our breakbulk and midstream production are necessary for our company to remain on

the cutting edge in this field. Our vision is to lead in the creation and direct application of the next wave of technology for midstream and breakbulk production.

We are laying a foundation for the implementation of technology similar to that found in the advanced container ports of today. Over twenty years ago, some of the first automated container ports emerged in Europe. Ports in the United States have been slow to adopt this technology. For example, the Port of Los Angeles is just now beginning to utilize automation technology to handle containers.

Over the last year, we have begun to shape our infrastructure to fulfill our vision of automated production. We have replaced and updated our servers to enhance our system capacity and improve our ability to withstand hardware failure or even the total loss of operational capabilities at one of our offices.

We have invested in constructing dedicated company fiber optics networks to interconnect our primary terminals and offices. A high-speed network reduces latency, increases security and builds efficiency laying the groundwork for future development.

We have built a technology laboratory at our corporate headquarters which will be outfitted with a machine shop and an electronics lab along with the equipment necessary for the production of custom circuit boards. This unique capability allows us to create highly customized tools for our operations.

We are laying the essential groundwork to remain the leading midstream and project cargo handling company on the Lower Mississippi River. Technological development is the hidden foundation that supports this goal.

THE NEXT 25

Associated Terminals welcomed students from St. James Parish Schools Next 25 to its headquarters in Convent, Louisiana in the spring. The students are participants in Next 25, a program aimed at raising awareness of the professional opportunities available in the parish.

Associated Terminals team members Jeff Morton, Tony Collins and Jerry Ryan provided the students an in-depth view of maritime operations and the evolving use of technology in the industry.



Associated Terminals Vice President Jeff Morton discusses the use of technology in the maritime industry with students from Next 25.

"It is always exciting to open the eyes of our youth to the career opportunities available in our industry. We believe that we will see some of our visitors returning in the future for employment with our organization. We are proud to be a part of this program" stated Vice President of Business Analysis, Jeff Morton.

ASSOCIATED ROLLS OUT COMPUTER-BASED SAFETY TRAINING

Safety is the number one priority of Associated Terminals and its employees.

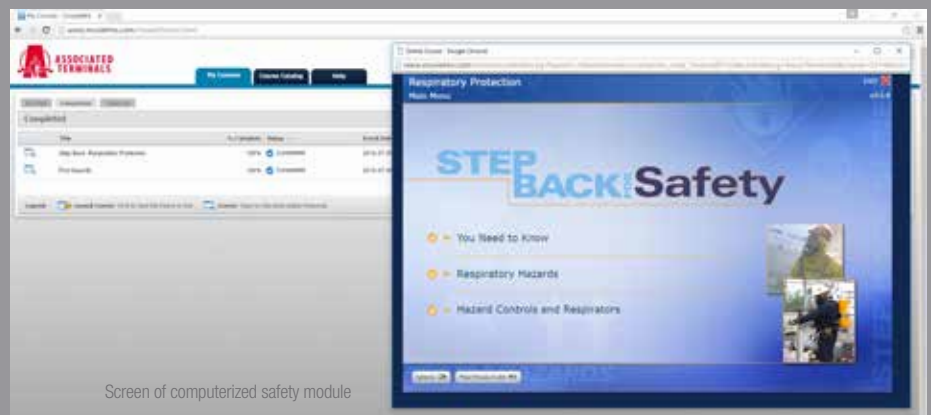
The company is continually examining and evaluating safety and training standards to make certain that every employee at each facility receives the highest level of training to ensure individual and team safety. While traditional classroom and hands-on training have been the basis of learning, the company is utilizing technology to offer employees flexibility when completing monthly training modules and to track individual employee training and performance.

All facilities and locations will have access to monthly awareness-based safety training and a learning management system via computers based at all sites. The training incorporates numerous medias such as videos, PowerPoints, lectures and individual and group based activities. The system offers every individual and manager a method

to track training progress.

Vice President Tony Collins and Training Coordinator Merritt Parsons are creating the computer-based learning along with the management system which allows the company to track STEPS (Skills training evaluation and progression standards), field training and certifications. The system is designed to provide real time data on the progress of all employees based on location, position or manager.

"The new system allows both managers and employees to easily track individual progress. All field and support employees will be required to complete training assignments in the areas of safety, employee development and workforce practices. We believe that this additional resource will greatly improve the performance of our workforce both midstream and shore-side" stated Vice President Tony Collins.



Screen of computerized safety module

The Chalmette Slip is an ideal location for unloading project cargo.



Growth of the General and Project Cargo division's skilled workforce is a key factor to the success of the operations.

Led by Senior Vice President of Operations Zeljko Franks, Senior Vice President of Sales David Wilkins and General Manager Don Zemo, the division's senior management has over 100 years of combined experience in handling all types of general, project, breakbulk and steel cargoes.

From an equipment and technology standpoint, the company has purchased additional reach stackers, cranes, spreaders, Mafi trailers, Ottawa trucks, specialized attachments and forklifts. Associated is also utilizing its fleet of Gottwald cranes in the handling of project, general and breakbulk cargo.

The team works closely with customers to choose the most strategic site from Associated's multiple locations for the transfer of cargo between vessel, dock, barge, truck or rail. Located just below New Orleans between mile posts 83.5 and 90.5 AHP, the St. Bernard Port, Harbor and Terminal District is an ideal location for the offloading of cargo. A key attraction is the Chalmette Slip which is the only slackwater harbor on the Lower Mississippi River. The slip allows for the handling of any project cargo regardless of river stage. The facility consists of three deepwater docks, mooring dolphins, ample warehouse and outside storage space. Transloading of general cargo can also be performed at

the Violet docks, located at mile post 83.5. The Port is serviced by all six Class 1 railroads and is within minutes of the U.S. interstate system.

As the exclusive operator of the the Port of South Louisiana's Globalplex, Associated Terminals offers general and project customers transloading options in the center of one of the most highly industrialized areas on the Lower Mississippi River. Located at 138.5 AHP, the site features a 1,285 foot multipurpose dock served by two Manitowac 2250 gantry cranes, warehouse and

open storage space. In addition, greenspace is available for additional expansions.

"We are experts at finding answers for the most complex cargo handling issues. Our number one concern is the safety of our team members and the satisfaction of our customers and we focus on doing both at the highest level" stated President Todd Fuller.



ASSOCIATED OPERATIONS AT VIOLET DOCKS

Associated Terminals of St. Bernard has increased its operating footprint with the addition of five deepwater ship docks at Violet, Louisiana.

The company signed a multiyear lease with the St. Bernard Port, Harbor and Terminal District.

The property is located on a seventy-one acre parcel on the east bank of the Mississippi River between mile post 83 and 84 AHP. The docks have in excess of 40 feet of water at mile marker 83.5 AHP. Experienced Associated Terminals personnel manage the facility and the company is utilizing its Gottwald cranes and marine equipment.

The site has access by road, rail and water. Land access is provided by Louisiana Highway 46 (St. Bernard Highway) which is located within minutes of the interstate highway system. The facility is rail served directly by the Norfolk Southern Railroad and with a reciprocal switch agreement with all six Class 1 Railroads.

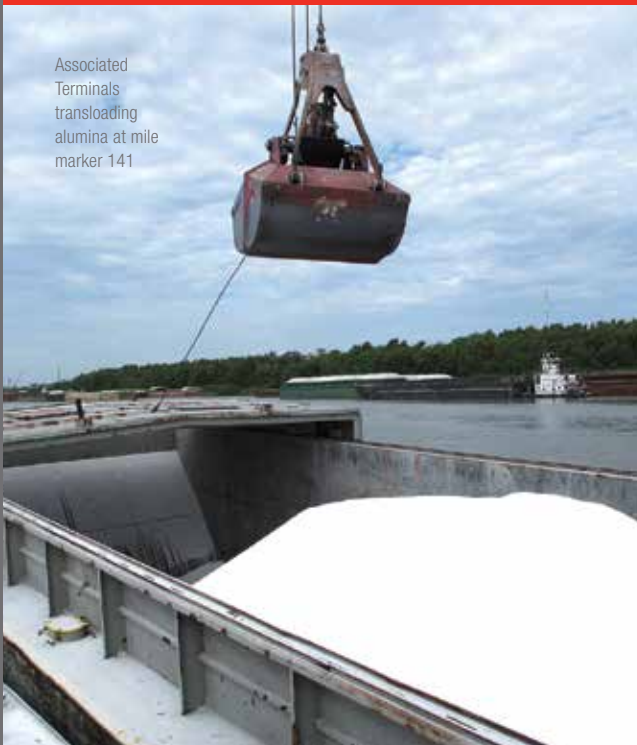
Adjacent acreage is available for the development of warehouse space for storage of both bulk and breakbulk cargo, liquid bulk and additional value-added facilities. Public utilities available on the site include electricity, water, natural gas, telephone and sanitary sewer.



“We are continually expanding our footprint to service our customers. This location allows us to offer additional logistical solutions for our customers and is ideally situated for further development” stated Senior Vice President of Operations Zeljko Franks.

CARGO FOCUS: ALUMINA

Associated Terminals transloading alumina at mile marker 141



Aluminum Oxide, more commonly referred to as “alumina” is a white granular material, which is finer than table salt. Alumina is derived from bauxite by a four step process of digestion, clarification, precipitation and calcination. To turn bauxite into alumina, producers grind the ore and mix it with lime and caustic soda, pump the mixture into high-pressure containers and heat it. The aluminum oxide is dissolved by the caustic soda, precipitated out of the solution, washed and then heated to drive off water. When the process is complete, what remains is the white powder of alumina.

Alumina is most commonly known as the building block for aluminum, where alumina is transformed into aluminum metal in the smelting process. In addition to its use in the production of primary aluminum and because of its durability, aluminum oxide

has many additional industrial uses. It is often used as a filler for plastics, as an abrasive and as a less-expensive substitute for industrial diamonds.

The largest scale use of alumina occurs in refineries where the aluminum oxide compound is used to convert dangerous hydrogen sulfide waste gases into elemental sulfur.

Alumina can be dazzling as well! When alumina occurs in a natural, free form state, it is referred to as the mineral corundum. In special circumstances, corundum forms into sapphire and ruby gemstones.

Associated Terminals will likely never see the dazzling corundum version of alumina passing through our crane buckets; nonetheless, we are happy handling millions of tons of the more useful table salt look-alike, alumina. Beauty truly is in the eye of the beholder!

TEAMWORK LEADS TO IMPROVED RANDY W GOTTWALD CRANE

Associated Terminals Gottwald Randy W underwent a summertime makeover receiving a fresh paint job. The 8400 B crane became the first of last year's newly acquired cranes to be aligned with the Associated Terminals red and white color scheme. Because there was availability of the crane at the end of the summer, a decision was made to undertake the painting project "in-house" using Associated team members.

The job included a complete high pressure washing of all areas prior to the repainting of the tower, superstructure and boom. The work required very meticulous and careful attention as most of the painting was conducted with the use of a high-reach man-lift to access the surfaces. At times, team members were working in a man-lift over 100' above the water to get this job done.

Associated Terminals Senior Vice President Zeljko Franks had this to say about the project: "While the results were impressive, the real recognition is given to our team members who performed the work. It was their enduring enthusiasm, dedication and pride in their company that was the driving force to the success of this project. Great job guys, keep up the outstanding work!"

Associated Terminals will continue this process on the other acquired cranes utilizing team members' diverse talents and determination while maintaining the highest commitment to safety.



CORPORATE PROMOTIONS

Melissa Hotard has been promoted to Controller. Melissa joined the team in 2003 and previously held the position of Accounting Supervisor. She holds a Bachelor of Science with a concentration in Accounting from Southeastern Louisiana University.

Dawn Lopez has been promoted to Vice President of Marketing and Public Relations. Dawn joined Associated Terminals in 2012 as Director of Marketing. She earned a Bachelor of Arts in English and Political Science and a Juris Doctorate from Louisiana State University.

Mark Pisani has been promoted to Vice President of Human Resources and Risk Management of Associated Terminals. He joined Associated Terminals in 2014 as Human Resources and Risk Manager. Mark holds a Bachelor of Science in Finance from Louisiana State University.

ASSOCIATED HONORS DANNY WRIGHT AND ROY WEST



Associated Terminals lost two of its valuable team members, **Danny Wright and Roy West** after courageous battles with cancer in August. Danny joined Associated Terminals in February 1997 and would have celebrated twenty years of service next year. He was a leader in the OSU division. Roy joined Associated in 2002 as a crane operator. Both men were not only highly respected employees but also mentors to many of their co-workers.

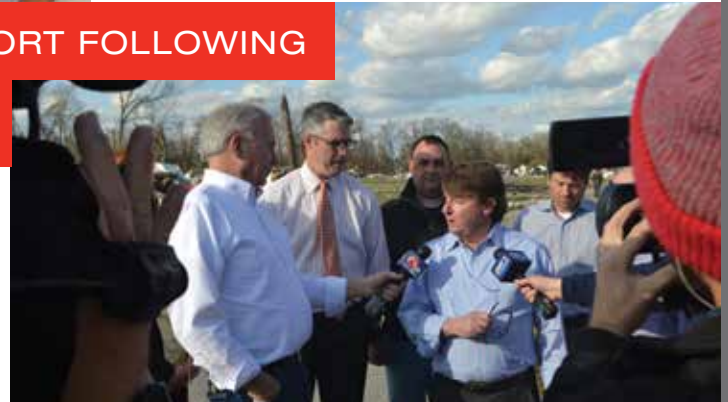
On June 21, Danny Wright and Roy West were honored with a retirement luncheon at the company's headquarters in Convent, Louisiana. At the event, fellow employees shared stories and gave thanks to the leadership that the men have provided to countless team members at the company. To honor Danny and Roy, the company named the two new training rooms after the two individuals. Both men will be missed by everyone at Associated Terminals.

*Top: Danny Wright is presented is honored by his team at Associated Terminals.
Middle: Roy West and Danny Wright
Bottom: Roy West is thanked by his fellow team members for his service.*

ASSOCIATED TERMINALS PROVIDES SUPPORT FOLLOWING TORNADOES IN SOUTHEAST LOUISIANA

On February 22, 2016, twelve tornadoes touched down in seven parishes in Southeast Louisiana. One of the tornadoes touched down at a recreational vehicle park that parallels Associated Terminals corporate headquarters in Convent, Louisiana. Due to the proximity of the office, first responders set up a temporary shelter and a triage area at Associated Terminals the night the tornados hit. Associated team members joined together to provide food and clothing following the tornado.

Associated Terminals and Turn Services partnered with the United Way and American Red Cross and gave monetary support for tornado relief efforts and challenged other businesses and individuals to join in helping the storm victims.



In appreciation of the proactive efforts displayed by the team members at Associated Terminals, the American Red Cross honored the company at the organization's "Sleeves Up. Hearts Open. All in." event held in Baton Rouge on April 12th.



FAMILY DAY AT THE AUDUBON ZOO

Over 700 team members and their families attended Associated Terminals and Turn Services Family Day at the Audubon Zoo on September 24th. Attendees packed the Zoo Pavilion which served as the site for the company picnic. Children enjoyed multiple activities including a Zooathlon, face painting, games and crafts.



FENNELLY JOINS 2016 JUNIOR ACHIEVEMENT BUSINESS HALL OF FAME LAUREATES



Junior Achievement of New Orleans chose David Fennelly to join the 2016 Business Hall of Fame Laureates.

Laureates are chosen based on the example they set for today's students through demonstrated integrity, respect and excellence in business and philanthropy. He was honored at a reception on May 18th at the Roosevelt Hotel.

Junior Achievement is a not-for-profit organization whose purpose is to inspire young people to succeed

David Fennelly pictured with Junior Achievement Lifetime Honoree Chef Leah Chase of Dooky Chase restaurant at 2016 Junior Achievement induction ceremony.

in a global economy. Since its founding in 1919, JA has contributed to the business and economics education of young people throughout the world.

When asked about his advice to young students participating in the Junior Achievement program, David stated: "Anyone can accomplish anything and so my advice is to stay focused and follow your path. Think big. You are important and there are jobs for everyone. You just have to expose yourself to these opportunities."



Associated Terminals
 9100 Safety Drive
 Convent, Louisiana 70723

CAROL BALLARD SCHOLARSHIP RECIPIENTS

CONGRATULATIONS TO THE RECIPIENTS OF THE 2016 CAROL BALLARD SCHOLARSHIP!

Recipients were awarded up to \$2,000 for the Fall 2016-Spring 2017 academic year to be used at an accredited university or community college. The scholarship is named in honor of Carol Ballard, Associated Terminals' first employee who passed away in 2009.

- PAYTON CLAVERIE, Daughter of Louis Claverie
- CHLOE COLLINS, Daughter of Tony Collins
- JORDAN DUHON, Daughter of Tait Duhon
- MADISON FOSTER, Daughter of Rickey Roussel
- ASHLIE RUSSELL, Daughter of Forrest Russell
- NICHOLAS SCIONEUX, Son of Claire Scioneaux
- CAROLINE THIBODEAUX, Daughter of Ann Thibodeaux
- EMILY THIBODEAUX, Daughter of Ann Thibodeaux
- GREGORY VICKNAIR, Son of Alvin Vicknair
- BRITTANY WALKER, Daughter of Frankie Walker



Payton Claverie is the daughter of General Manager of Associated Mooring, Louis Claverie. Payton is a graduate of John Curtis Christian School and is attending Louisiana State University. She graduated first in her class with a 4.0 GPA. She was a right fielder with her school's 4-time state champion softball team. She is majoring in Journalism at LSU.



5
 YEARS
 K. ROBERTSON

SAFETY MILESTONES

3

YEARS
T. MAY

2

YEARS
MGMT

2

YEARS
ATSB
MAINTENANCE

1

YEAR
ABILITY

1

YEAR
F. WALKER

1

YEAR
ATBR

1

YEAR
GLOBALPLEX

1

YEAR
ALEX G

1

YEAR
MISS TARA

1

YEAR
RANDY W

1

YEAR
T. LANGE

1

YEAR
TALLEY
PEREZ