

FALL 2017

ASSOCIATED WIRE

News & Updates From Associated Terminals

ASSOCIATED TERMINALS COMPLETES RENOVATION OF CORPORATE HEADQUARTERS



Associated Terminals Convent Headquarters entrance.

Associated Terminals completed renovations of its corporate headquarters in Convent, Louisiana. Located at 9100 Safety Drive, the building was originally Romeville Elementary which was in operation from 1966 to 2013. Associated purchased the building in 2015. The expansiveness of the facility has allowed Associated to centralize its corporate leadership, support staff and technology group at the location. In addition to office space, the facility houses two training rooms, a dining area, kitchen and gym facilities. The company also has office locations in Arabi, Port Allen, Gretna and in Reserve at Globalplex. "We are extremely excited about our new space. The environment allows us to centralize many of our key business functions and is a central hub for our operations," stated Associated Terminals President Todd Fuller.

LIKE ASSOCIATED TERMINALS ON 



By Terry May
Senior Vice President,
Associated Terminals

Flashback to Fourth Quarter 2016, Associated had just come out of a “normal” Summer, which means once the spring commodities season ends and before the fall commodities season begins, we must work diligently to find consistent business to fully keep our floating cranes and terminals operating efficiently. Then the unexpected happened: the fall commodities season was less robust than usual and the promise of a strong year ended weakly.

This year, Associated has ended one of the busiest summer seasons in many years and looks to continue through the remainder of 2017 and hopefully beyond!

So what is the difference this year? While some might say it was led by the revival of the Spring commodities or the robust stock market and the feeling that overall business around the country is improving, I have a different theory, and it has very much to do with the revival of the export coal business through the Lower Mississippi River!

All of us can remember back to the “Perfect Storm” of events that led to the last export coal revival. In 2010, heavy flooding occurred in Australia and Colombia causing extensive damage to their coal infrastructure. In addition, a severe equipment outage at one of the two Plaquemines Parish’s coal terminals led to a huge increase in opportunities for midstream operators like us to handle carbon products like coal and petroleum coke. The result of these occurrences was that our tonnage level for these carbon products increased approximately nine-fold in 2011 and 2012 and continued to be a significant part of our tonnage mix until 2015.

As always happens with a “swing” coal supplier like the U.S., other markets became more competitive and demand was reduced in China and other major coal-consuming countries. These brought a rapid halt to U.S. exports, especially through the Mississippi River. In addition, U.S. domestic energy policies and environmental regulations were squeezing the life out of the domestic coal industry to the point where there was little to no tonnage to meet any increases in world markets. This led to the conclusion that coal shipments through the Lower Mississippi River were dead for at least the short term and maybe even longer.

The Illinois Basin was still producing coal in large quantities, and with the change in the domestic utility markets, those producers were looking for the right set of circumstances to sell their product into the export market. In 2016, the circumstances changed. In Europe, the forecast for a cold winter, combined with an outage of a large portion of the nuclear plants in France, led to an increase in the API2, the pricing measure used for trading coal into Europe. In early Fall, inquiries started coming our way to again handle significant tonnages of coal, and we were able to respond.

We are not at the end of this story yet, but from the 4th quarter of 2016 through now, AT has been in a position to handle close to three million tons of coal with more coming through the rest of this year. This is a result of the efficiency of our Gottwald cranes, the strategic locations of our midstream berths and the experience of our people. All of this leads to the recognition by the marketplace that Associated Terminals is the best and most competitive option for the transfer of coal direct from barges to ocean-going vessels. It has again been a great ride and may it continue!

ASSOCIATED TERMINALS CONTRIBUTES TO LOUISIANA CHILDREN’S MUSEUM

Associated Terminals believes in supporting organizations that improve the quality of life in communities in which our team operate and live. The company believes that organizations that focus on the development of children are key for the future of our region. Associated is a proud contributor to the Louisiana Children’s Museum Early Village Capital Campaign which is raising funds for a new early learning campus in City Park in New Orleans. The Early Village Campus will be located on 8.5 acres and include five indoor exhibit galleries, a literacy center, an experiential floating classroom on a lagoon and multiple interactive spaces. Associated Terminals and Turn Services are sponsoring the Rocks and Sprints Tot Spot and the In Dialogue Program Space in the Move with the River Gallery. This gallery will immerse children in an action-packed water world where they explore the importance of the Mississippi River.

“We are honored to partner with Associated Terminals and Turn Services and recognize the important contributions they have made to the regional economy, the river industry’s sustainable practices and youth education over the years,” said Julia Bland, LCM CEO.



Move with The River Gallery rendering. © GYROSCOPE, INC

ASSOCIATED TERMINALS CORPORATE HEADQUARTERS



Main entrance and reception area.



Logistics and operations center.



Main hallway leading to logistics and operations center.



Outdoor space.

Architect and Interior Designer: WHLC Architecture

General Contractor: Deumite Construction

Electrical Subcontractor: Phillips Electric

Mechanical Subcontractor: Regional Mechanical

Furniture and Workspace Setup: AOS

Furniture: Workplace Resource

Landscaping: Hydroscaapes

FAMILY DAY AT THE AUDUBON ZOO

Associated Terminals and Turn Services held their Third Annual Family Day at Audubon Zoo on October 28. Dressed in costumes to celebrate Halloween, team members and their families toured the zoo and gathered for camaraderie at the Zoo Pavilion. Games, arts and crafts, face painting and a picnic were just a few of the activities enjoyed at the Zoo Pavilion!



GLOBALPLEX WAREHOUSE EXPANDED TO MEET CUSTOMER'S NEEDS

The Port of South Louisiana and Associated Terminals celebrated the expansion of Building 19 at Globalplex Intermodal Terminal Facility on May 23 in Reserve, Louisiana.

The expansion of Building 19, a 67,000 square-foot annex, will aid in streamlining operations for a dedicated port client. This addition offers a total footprint of 122,000 square feet of space for bulk-processing, distribution and storage for products imported along the Lower Mississippi River.

"This state-of-the-art structure is an indication of how the Port of South Louisiana accommodates the needs of its clientele to grow business," stated Todd Fuller, Associated Terminals President.

"Associated Terminals has had a long-term relationship with this client. This new facility allows for the company to consolidate its



Ribbon cutting of Building 19 expansion.

operations into one convenient cost-effective location," said Barry Hoth, Vice President of Operations at Globalplex. He added that the location is designed specifically for handling bulk materials and dry processing. The Building 19 addition consists of sectioned-off areas which will store finished general cargo, bulk cargo and break-bulk cargo side-by-side.

The warehouse's unique heavy-duty floors are capable of storing up to 10,000 pounds of cargo per storage area. "The building has six separate cement-walled storage bins which allows the

client to utilize and maximize their square footage," said Hoth.

Paul Aucoin, Executive Director of the Port of South Louisiana said, "The Port and Associated Terminals are always looking to partner with customers who need specialized solutions. Our goal is to make our tenants happy."

The Globalplex Intermodal Terminal continues to serve as a world-class facility. Storage, warehousing, space for light and manufacturing and storage areas are available on the 60 acres which comprise the Globalplex grounds.



Associated President Todd Fuller addresses crowd at ribbon cutting.



BUILDING 19

BUILDING 19 EXPANSION

Photo credit: Bryce Ellis Photography

CARGO FOCUS:

GARNET SAND

Associated Terminals knows that garnet is a lot more than a shiny red gem and a January birthstone! Garnet is a mineral found in silicate groups that is utilized as gemstones and abrasives. The word garnet comes from the Middle English word garnet meaning “dark red.” The use of garnet dates back thousands of years. Egyptian Pharaohs used garnets for decorative and ceremonial purposes. In the 1800s, garnet became a source of the jewelry industry.

While garnet is most commonly known by its shiny appearance in lavish jewelry, many are unaware of its industrial uses. In 1878, garnet sand was discovered to be an equivalent to sand as an abrasive agent and has been utilized as an industrial agent in many types of manufacturing ever since. The modern industrial uses of garnet sand are waterjet cutting, abrasive blasting media, water filtration granules and abrasive powders.

Garnet sand is a relatively hard mineral which allows for it to be an effective abrasive in manufacturing. It is divided into two categories: blasting grade and water jet grade. As the substance is mined, it is crushed into a powder-like substance. The

larger grain sizes are used for sand blasting while smaller pieces are used for glass polishing.

Blasting grade garnet sand is utilized to smooth and clean oxidation products from metals, bricks and stones without damaging the surface. Water jet grade garnet sand is used as a filtration agent because the pore spaces of the garnet sand allows passage of liquid but blocks the flow of contaminant particles.

The largest industrial use of garnet sand in

the US is in waterjet cutting. A waterjet cutter produces a high-pressure jet of water with entrained garnet granules. When these are directed at a piece of metal, ceramic or stone, a cutting action occurs that produces very little dust and cuts at a low temperature. Waterjet cutters are used in manufacturing and mining.

Associated Terminals is proud to store and distribute garnet sand at Building 19 at Globalplex. We look forward to continuing to explore the industrial side of this versatile gemstone.



ASSOCIATED TERMINALS AND CHAIRMAN DAVID FENNELLY DONATE TO GODCHAUX-RESERVE HOUSE HISTORICAL SOCIETY

In 1997, the Godchaux-Reserve House Historical Society was founded to preserve the history and culture of St. John the Baptist Parish. Central to the Society's goal is the restoration of the Godchaux-Reserve House which will act as a museum and visitor center. The home was built in 1764 and was once a part of the Godchaux sugar refinery complex.

At an event to celebrate the continued restoration and preservation of the House, Associated Terminals Chairman David Fennelly announced a surprise contribution commitment to the cause. In addition, Associated Terminals donated the company's former headquarters located at 1342 Highway 44 in Reserve, Louisiana to the Society. The Society will operate from the building and will lease out space to tenants to raise funds for the restoration.

“Obviously, Reserve is so important to us. It was our corporate home for almost twenty years. We realize how important the sugar industry was to the community and its ties to the river and the railroad. Reserve is really at the heart of it all. Transporting cargo and operating port facilities is exactly the business we are in and when you understand the history, you understand why preserving this historical gem is important to us,” stated David Fennelly, Chairman of Associated Terminals.



Chairman David Fennelly donates Reserve office to Godchaux-Reserve House Historical Society.



Godchaux-Reserve House rendering.

ST. BERNARD PORT EXPERIENCES GROWTH

Associated Terminals began managing the St. Bernard Port, Harbor and Terminal District's Violet Terminal in 2015. Since that time, the Terminal's cargo handling has grown substantially.

In the fourth quarter of 2015, Associated Terminals offloaded four ships at the Violet Terminal containing 19,800 short tons of dry bulk cargo. In 2016, the terminal's first full year of operation, the Violet Terminal handled 254,000 tons of total cargo and received 41 ship calls within the year. There was an increase in dry bulk, breakbulk and short tonnage.

To date, over 700,000 short tons of all types of cargo have been transported from the terminal. The total tonnage is expected to grow rapidly in the future.

Associated Terminals is excited to be a part of the expansion of the Violet Terminal and appreciates the ability to add these berths to the portfolio of strategic locations it can offer to its customers.



SAFETY MILESTONES

Associated Terminals congratulates our crews who have achieved anniversaries incurring no OSHA recordable incidents. The team members have demonstrated their ability to keep focused on the importance of safety as they complete their daily tasks.

Associated Terminals' D/B K. Robertson's has achieved its six year safety milestone. What makes this accomplishment truly remarkable is that it spans from the service date of the crane and encompasses 260,498 man-hours. The D/B K. Robertson continues to raise the bar each year as the first midstream derrick barge to achieve these yearly milestones.

When asked about how this milestone was accomplished, Reserve Crane Manager Brian Deslatte said: "The K. Robertson crew has been a TEAM for the last 6 years, but more importantly we are a family. I would like to recognize Farrest Russell, Clement Bell, Milton Morgan, Shawn McNab, Todd Doucet, Barry Broadway, Troy LaFrance, David Naquin, Michael Juneau, Joseph DeAngelis, Emmanuel Herring, Michael Murphy, Justen Nickles, Tristan Eschette and Fujikol Simpson for their commitment to safety and to each other that made this milestone possible."

6
YEARS

D/B K. ROBERTSON

4
YEARS

D/B T.MAY
AT BATON ROUGE

2
YEARS

D/B TALLEY PEREZ
AME MAINTENANCE
ATSB MAINTENANCE
D/B RANDY W
D/B KEVIN D
D/B ATTITUDE

1
YEAR

ATSB RAIL
D/B DON D
D/B F WALKER
GLOBALPLEX



D/B K. Robertson in action.

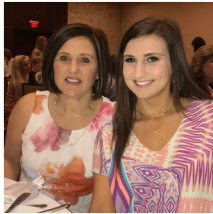
2017 CAROL BALLARD SCHOLARSHIP RECIPIENTS



Ashlie Russell, daughter of Forrest Russell, is a junior majoring in Early Childhood Development at Nunez Community College and plans to have a career where she works with children.



Chloe Collins, daughter of Tony Collins, is a junior majoring in Mass Communication at Nicholls State University. She plans to pursue a career in public relations and event planning.



Emily Thibodeaux, daughter of Ann Thibodeaux, is a sophomore majoring in Accounting at Louisiana State University and plans to become an accountant.



Gregory Vicknair, son of Alvin Vicknair, is a senior majoring in Exercise Science at the University of South Alabama. He plans to become a physical therapist.



Jordan Duhon, daughter of Tait Duhon, attends nursing school at Our Lady of the Lake College. Jordan plans to become a Nurse Practitioner.



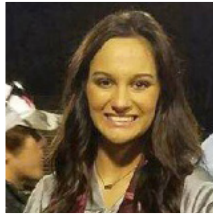
Kaitlyn Boudreaux, daughter of Terri Boudreaux, graduated from St. Charles Catholic High School and attends Louisiana State University. She plans to become a labor and delivery nurse.



Kaleena Fleming, daughter of Eliza Fleming, graduated from East St. John High School and attends South Central Louisiana Technical College. She plans to become a neonatal nurse.



Karly Mooney, daughter of Jeremy Mooney, is a sophomore majoring in English at Southeastern Louisiana University. She plans to become a teacher.



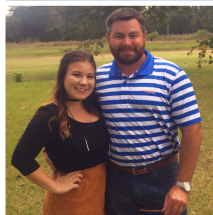
Katie Williams, daughter of Eric Thigpen, graduated from Picayune Memorial High School and attends Pearl River Community College. Katie plans to become a NICU nurse.



Madison Duhon, daughter of Tait Duhon, graduated from Riverside Academy and attends Delgado Community College. She plans on becoming a Veterinary Technician.



Michael Bosarge, son of Ruth Bosarge, is a junior majoring in Construction Management at Louisiana State University. He is interested in the field of estimation as well as construction management.



Payton Claverie, daughter of Louis Claverie IV, is a sophomore majoring in English at Louisiana State University. "With a degree in English, I can teach, go to law school or work in publishing or advertising," stated Payton.

ASSOCIATED TERMINALS PROMOTES INLAND RIVER CAREERS

On March 23, Associated Terminals partnered with RiverWorks Discovery to inform high school students on potential skilled labor jobs in the inland river industry. Over 150 juniors and seniors from Plaquemines, St. Bernard, Orleans, Jefferson and St. Charles Parish participated in the event. The career awareness program is held annually at locations around the US. Entitled "Who Works the Rivers," the program is led by RiverWorks Discovery, which is a nationally recognized education outreach effort of the National Rivers Hall of Fame.

Utilizing a Gottwald crane model and samples of different cargos, Associated Terminals representatives Joycelyn Himel, Joseph Noto, Tommy Cagle, Jason Perez and Mark Pisani explained the vast number of commodities handled on the Mississippi River and the river's role in US commerce. The ample career opportunities and focus on safety training provided by Associated Terminals were discussed with the students.



Jason Perez explains midstream operations to students.



Associated Terminals

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Convent, LA 70723

YOU NIGHT HONORS CLAIRE SCIONEAX

Associated Terminals has been a long-time sponsor of You Night, an empowering six-month program for cancer survivors which focuses on overcoming the physical and psychological effects of treatment through teamwork, coaching and skill training activities. The program culminates in a graduation – a fashion show that celebrates life.

Associated Terminals was honored to sponsor team member Claire Scioneaux this year. Claire was diagnosed with breast cancer on February 5, 2010. She said the hardest part was telling her children, husband and mother. She is now cancer-free. “No one wants to hear the words cancer but I feel this disease made me a stronger person inside and out. The support of my family, friends, co-workers and amazing doctors helped tremendously. Thank you!” said Claire.



Claire and the Associated team at You Night event.



You Night honoree Claire Scioneaux.