



New Orleans Welcomes Ability and Attitude



Associated Terminals capped off the largest investment in company history with the christening of the derrick barges Ability and Attitude. Associated managed to complete this project not only on a tight schedule, but also in the midst of one

of the most difficult economic recessions on record.

The decision to embark on this significant construction project was reached after much discussion and analysis. However, the decision

on naming the cranes was reached with ease. In keeping with the company's motto, "The Ability and Attitude to Accomplish Anything," Associated chose to recognize and honor the

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Dockside Chat

By Cy Hill
Vice President

In early 2004 I had the good fortune to join Associated Terminals to further develop the general cargo segment of our stevedoring business. I was excited to bring my background of more than 35 years of maritime industry experience to the company.



Often referred to as break bulk cargo operations, general cargo represents only a small percentage of the overall tons handled annually by

AT. However, it represents a significant percentage of overall stevedoring revenues.

General cargo is typically considered any cargo that is unitized or can be counted as individual items or packages. It can be loose, packaged in super sacks, palletized, containerized, bundled or skidded. Each form requires specialized handling procedures that require various types of cargo handling gear, machinery and knowledge.

General cargo operations are often labor intensive compared to bulk cargo operations. Additionally, tons handled are typically at a slower rate per working hour than bulk cargoes. Despite the labor intensity and the specialized knowledge needed to handle the variety of cargoes, I am proud to report that our operations have gone **more than ONE year without an OSHA recordable incident!**

Our goal is to maintain Associated Terminals' position as the leading provider of general cargo stevedoring services on the Lower Mississippi River. We are well positioned to accomplish this with the best employees, equipment and facilities available in the Gulf Coast region.

Retirement of Phillip Wright



Phillip Wright joined the Associated Terminals team in May 2002 with the acquisition of Gulf Coast Dockside, the bulk stevedore operating at the Port of St. Bernard. Initially his efforts were focused on sales and customer service for Associated Terminals' St. Bernard location. Phillip later assumed the responsibility of managing the sales and operation of the Baton Rouge and Manchac facilities.

In 2005, when Associated commenced operations in Galveston, Phillip spearheaded this effort spending much of his time on the road between Galveston and Baton Rouge. He was instrumental in getting this operation off the ground and instilling the "Associated Terminals style" in the employees at the terminal.

Phillip inspired all in different ways during his career with Associated. He is a true leader who has focused much of his energy teaching others and passing on the vast knowledge gained throughout his career. Phillip was honored at the 2007 employee Christmas party for having served in the maritime industry for over 50 years!

Phillip Wright stated, "It has been a most rewarding several years with AT. I sincerely appreciate the opportunity to be a part of this wonderful organization. I have outlived every other company where I have worked. Leaving one that has a bright future, a winner, will be a lasting memory."

Although he will be missed, Phillip's significant contributions to the Associated Terminals organization will not be forgotten. The entire AT family wishes him all the best in his retirement.



(from left to right) – Cy Hill, Barry Hoth, Todd Fuller, Gary Poirrer, Phillip Wright, David Fennelly, Kevin Tarleton, Zeljko Franks, Terry May and Thomas Lange.



New Warehouse Dedicated at Globalplex



The Port of South Louisiana and Associated Terminals recently dedicated a new 40,000 square foot multipurpose warehouse at the Globalplex Intermodal Terminal.

This new warehouse, which has been in operation since early this year, significantly increases the product storage capacity at this facility and allows AT to continue to develop new services to offer to shippers and receivers of bulk and break-bulk cargoes on the Lower Mississippi River.

The new building, designed by URS Corporation and built by Harris Builders, is the model for efficient cargo operations. Twenty-one foot high concrete walls form the base of the building, allowing bulk cargoes to be stacked to maximize the building's capacity. This warehouse can also be subdivided to handle multiple cargoes simultaneously, and the large truck doors on all sides allow easy

ingress and egress.

With this new warehouse, AT will be able to handle and store bulk cargoes that move in larger volumes than would have been possible in the past. The design is conducive for handling large quantities of fertilizers, minerals, and other similar cargoes, arriving by vessel, barge, railcar or truck.

Globalplex Terminal is located at mile 138.6 AHP on the Lower Mississippi River. The facility is comprised of four warehouses, extensive open lay down areas and a deep water dock equipped with two gantry cranes. The terminal is operated by Associated Terminals and is staffed with 18 full time employees.

Typical bulk cargoes handled at this facility include alloys, scrap, coal, alumina, coke, DDG, sand, fluorspar and rice. General cargoes handled include containers, pipe,



coils, plate, granite blocks, vehicles, heavy lifts and project cargo.

When Associated Terminals became the exclusive operator of the Globalplex facility in 2005, a goal was established to become more than a typical transfer terminal by increasing specialty terminal operations. Since then, AT has developed services such as automated cargo bagging, ocean container stuffing, cargo transfer from ocean container to barge, and transloading bulk products directly from hopper trucks to barges or to bags. Future plans for the facility include expansion of the dock and additional covered storage/warehouse buildings.



(from left to right) – Catherine Davis, Cindy Martin, Lee Buddy Amedee, Melissa Folse, Dale Hymel, Shelia Bonnette, Louis Joseph, Sherri LeBas, Joel Chaisson, David Fennelly, Linda Prudhomme, Henry Sullivan and Mike Patorno.



The Ability & Attitude to Accomplish Anything



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contributions of every employee with the naming of these cranes.

Associated President David Fennelly spoke of how the slogan came to be more than a decade ago. As with any company just starting out, Associated sought to create marketing materials and a slogan to assist in business development efforts. A marketing firm was hired to handle this task and as part of the process interviewed every employee. The firm reported back that, without hesitation, our employees had an undeniable passion for the industry and this young company that fostered a feeling that they had the ability and attitude to accomplish anything. "It is this spirit that our employees have maintained from the early days with only one floating crane to becoming an industry leader on the Lower Mississippi River," stated Fennelly.

The event was held on a beautiful day where more than 400 customers, vendors,

employees and friends gathered for the christening celebration. Rear Adm. Mary Landry, commander of the Eighth Coast Guard District, spoke to the audience and presented the U.S. colors. Thomas Hagen, Board Member of Demag Cranes and Gottwald

Port Technology, traveled from Düsseldorf Germany to address the crowd, congratulating Associated on taking delivery of their third and fourth Gottwald cranes. Johnny Conrad, Co-Chairman, President & CEO of Conrad Industries, expressed his company's pride in



(from left to right) – Patrick Castillon, David Schallenberg, Kerry Carroll, Jovan Narcisse, David Dardar, David Fennelly, Mike Treadway, Charlie Weaver, Lionai Franklin, Curtis Stubs, Gary Poirrier, Tony Hems, Jarrel Johnson and Jody Jarrell.



being a part of this exciting project having built the new barges.

The Ability and Attitude are identical GHPK 6400 B mobile harbour cranes supplied by Gottwald Port Technology. Both barges, which measure 250'x72'x12', were built by Conrad Industries. Hyundai loaders and trackhoes for each crane were supplied by State Machinery, while Wintech supplied the electric winches.

The cranes rotate 360 degrees on a pedestal, have 164 feet of boom, 125 tons of counterweight and the operator cab sits 72 feet above the water. Each crane is powered by 1,490-hp Cummins engines supplied by Cummins Mid-South. The cranes are self-lubricating and self-fueling. The barges have 21 watertight holds, load capacity of 2,000 pounds per square inch on the deck, built-in entry stairwells on each side and two 10,000 gallon fuel tanks.

Each crane is equipped with two loaders and two trackhoes featuring Tier III low-emission engines and sealed wiring systems to prevent corrosion. Additionally, each crane is outfitted with two Piener buckets (24 yard and 40 yard) and one 11 yard grapple bucket.

This significant investment is yet another example of AT's commitment to provide best in class equipment for both employees and customers. It further underscores the determination of Associated Terminals to continue to build upon its position as the premier stevedoring company operating on the Lower Mississippi River.



Thomas Hagen, Board Member, Gottwald Port Technology, Rear Admiral Mary Landry, USCG with David Fennelly and Gary Poirrier following the event.



Gary Poirrier, Sr. Vice President of Associated Terminals addresses the crowd.



Senior Operations Managers (left)-Frankie Walker christens the Ability and (right) - Kerry Robertson christens the Attitude.



ATSB Facility Reaches Milestone



Associated Terminals' operations at the Port of St. Bernard have achieved a monumental benchmark. The entire facility, comprising 102 full time employees, working in multiple capacities and environments, recently surpassed the milestone of one year without an OSHA Recordable Incident. This goal encompassed over 355,000 man-hours, including all midstream operations, rail, general cargo, and maintenance crews.

Brett Schneider, Corporate Health, Safety and Environmental Manager stated, "It is through the hard work and determination of the men and women of ATSB that such a goal could be reached. I believe their drive

for a safer workplace will lead to continued success in the future."

This major accomplishment is a confirmation of the commitment and effort of the entire company. Organizational and personal accountability have allowed ATSB to reach this milestone and define a higher level of performance for future operations.

"This is extremely remarkable considering all of the dynamics involved to achieve such an accomplishment," said Tony Collins, Vice President of Risk Management. "It truly shows the commitment of the entire company to the safety of our team members."





Ability and Attitude Team Up on First Vessel



Following the christening on March 25th, 2010, the derrick barges Ability and Attitude handled their first cargo together from the M/V Vega Pioneer. The vessel arrived from South Africa carrying 34,568 metric tons of titanium slag that will be used in the manufacturing of paint. The cargo was transferred from ship-to-barge at the Chalmette midstream buoys, mile 89.5 AHP, between March 30th and April 1st.

Associated Announces Corporate Promotion



Associated Terminals is pleased to announce the promotion of Brett Schneider to Corporate Health, Safety and Environmental Manager. In his new capacity, Brett will assume the responsibility for all health and safety initiatives for all Associated Terminals' locations.

Brett joined AT in October 2007 and has been instrumental in providing support, guidance and assistance to operational needs at several company locations. His efforts, in conjunction with those of operations management, have contributed to the continued reduction in the number of OSHA Recordable Incidents. It is this demonstrated energy, dedication and commitment that Brett will bring to his new role.



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News & Updates from Associated Terminals

Long-Term Colleagues Honored



Four Associated team members received special recognition in honor of their service to the company. Joycelyn Himel, Claire Scioneaux and Daniel Donaldson celebrated 10-year anniversaries and Glenn Schexnayder celebrated 15 years with Associated Terminals. The occasion was celebrated over lunch by a gathering of long time employees. It is individuals like this that reflect the firm's long-held commitment of ***"The Ability & Attitude to accomplish anything for our customers."***