



SUMMER 2013

ASSOCIATED WIRE

News & Updates from Associated Terminals

When it comes to project cargo and heavy lifts, the team at Associated Terminals has the experience for the job. “Every

project is different and has its own twist. These projects are fun! As a team, we review customer requirements and determine best practices to ensure that we carry out each assignment without a hitch. The customer will often have special requirements that we must take into account. There is no room for error,” stated Greg Miller, Operations Manager.

In May, Associated Terminals discharged a crane and five reactors from the M/V Svenja at the Chalmette Slip. The M/V Svenja is a modern and specialized heavy lift vessel capable of making single lifts of up to 2,000 metric tons. Weighing 1500 tons each, the reactors measured 220 feet long and 18 feet in diameter. The reactors were delivered to a local refinery to be used to manufacture gasoline. The crane, which weighed in at 440 tons, was discharged, stored and later installed on an offshore supply vessel.

At Globalplex, Associated’s crew provided labor to move cargo from the M/V Stellaprima for a chemical plant being built in Geismar, Louisiana (Pictured Above). The vessel loaded in Brazil with the heaviest pieces weighing in at 430 metric tons each. “When dealing with pieces that must be received in a certain sequence as well as pieces that weigh 430 metric tons having the



Project Cargo & Heavy Lifts

right personnel, rigging and transportation is a combined effort of Associated Terminals, the vessel crew, consignee and inland transporters. The vessel had to pump ballast during discharge to maintain stability. This required excellent communication between the vessel and the Associated team during the discharge to maintain a safe and successful operation,” stated Brian Cox, Operations Manager.

With multiple locations along the Lower Mississippi River, Associated is the ideal choice for project cargo transfers. Proximity to area plants, the ability to provide a safe environment for unloading and excellent service allows the Company to continue to be the leading stevedore and terminal operator in the U.S. Gulf.

by Terry May
Senior Vice President



Associated Terminals is widely known throughout the maritime community as the leading midstream cargo handling company on the Lower Mississippi River, with our modern fleet of eight high speed floating cranes and the twelve midstream berths at which we operate.

However, there are many more aspects to the services we provide to our customers, making AT one of the most diverse cargo handling and terminal operating companies in the United States.

The full list of services that we can provide to cargo shippers is unprecedented in our market:

- We operate the Myrtle Grove Midstream Terminal (MGMT), a floating grain elevator at mile 56 on the LMR, specializing in the transfer of grain and grain byproducts between barges and ocean vessels.
- Bulk cargo handling between ocean vessels and ground storage/surface transportation is a primary service that we offer. At the Port of St. Bernard's Chalmette Slip and the Port of South Louisiana's Globalplex Terminal, we operate over 250,000 square feet of covered warehouse space for bulk cargoes, as well as over 18 acres of open storage space. We have the ability to load cargoes to trucks, railcars or back to barges depending on the customer's requirements.
- At both the Chalmette Slip and Globalplex, we offer general cargo handling and storage. These two facilities have combined covered storage of over 400,000 square feet and hard surface laydown areas in excess of 200,000 square feet.
- At the Chalmette Slip, AT offers a slackwater harbor that is perfect for project cargo transfers from ocean vessels to barges or to ground storage/transportation.



Warehouse operations at Associated Terminals in St. Bernard.

- At the Globalplex facility, the newly commissioned finger pier allows us to work two deep draft vessels simultaneously, and barges can be positioned and loaded directly from a vessel on the back side of the finger pier.
- Our Baton Rouge, LA terminal provides over 45,000 square feet of warehouse storage, 130,000 square feet of outside storage, as well as the ability to load bulk cargoes from trucks via hopper/conveyor directly to barges.
- Our In-Plant Services Division offers OSHA and MSHA certified personnel and equipment to handle our customers' cargoes safely and efficiently at their plant sites. We have been providing this service at multiple customer plant locations for over a decade.
- Finally, we have land available for development at multiple deepwater sites. We work closely with owners of other significant riverfront land parcels that could facilitate anything from a tank farm to a coal terminal to a manufacturing plant.

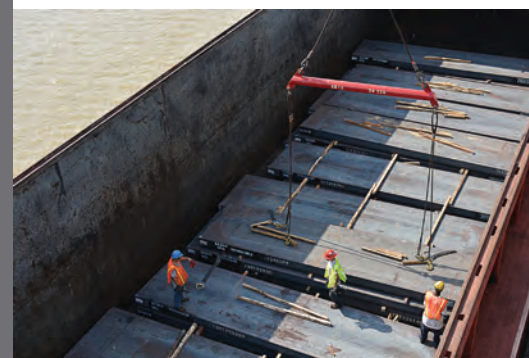
As you can see, Associated Terminals has developed a diverse set of locations and services capable of handling any type of cargo moving in and out of the Lower Mississippi River. We look forward to the opportunity to discuss what we can do for you!



Operations at Myrtle Grove Midstream Terminal.

GENERAL CARGO IS GROWING

Associated Terminals' General Cargo Division has seen diversification in the types of cargo that it has been transloading in 2013. While historically, steel and project cargo have been and remain the primary products handled by the division, Associated Terminals' proximity to southern yellow pine markets and the construction upturn internationally has led to an upswing in the amount of logs that the Company handles. Currently, logs are being shipped to Associated Terminals in St. Bernard from Louisiana and Mississippi and being exported to Turkey, India and China. To date, Associated Terminals has moved over 100,000 tons of logs.



Above: Steel slabs are loaded from vessel to barge.

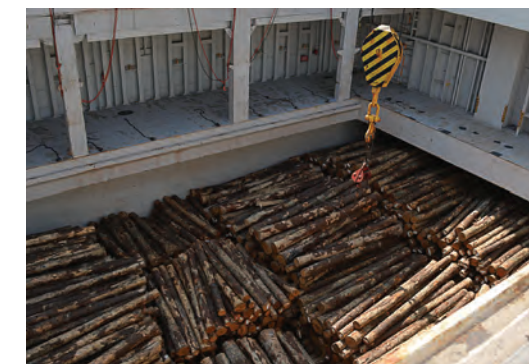
Right: Izell Williams III oversees the movement of logs from truck to ship.

Top Right: General cargo crew supervising movement of steel slabs.

Bottom Right: General cargo crew supervising movement of logs.

The logs are being transported to the facility via truck and barge transport. Sending logs by barge is a cost-saving measure, which allows the equivalent of 80 truckloads to be sent per barge. When the shipment arrives, the logs are off-loaded, fumigated, processed and stockpiled on hard surface lay down areas and once the ship arrives, loaded on the ship.

The division has also seen diversification in the type of steel that it is transloading. Recently, steel slabs from Mexico weighing approximately 30 tons and measuring 25 feet long and 6 feet wide were handled by the division. The slabs were sent via barge and railroad to the Midwest for the manufacturing of railcars. As stated by Vice President Cy Hill: "Rail service at the terminal is key. Norfolk Southern has a reciprocal switching agreement with the other five Class 1 railroads. This rail system offers direct access to many U.S cities as well as connections to all trunk line railroads serving New Orleans."



Strategy is key when handling general cargo. Prior to a ship's arrival, the group meets in a roundtable discussion to formulate a game plan and reviews hazards, risk and exposure to make sure each job is handled safely and to the customer's specifications. Post vessel meetings are held to discuss any complications which may have occurred in order to avoid issues on future vessels. The General Cargo Division's experience runs deep. With over 100 years of experience, the team has the expertise required to handle such complex loads.

ASSOCIATED TERMINALS IN

BATON ROUGE

IS ON THE MOVE

Facility Expanded to Better Serve Its Customers

Located at the foot of the Mississippi River Bridge in Baton Rouge, Louisiana, Associated Terminals in Baton Rouge is firing on all cylinders. This prime location on the Intracoastal Waterway serves as a logistical hub for the movement of commodities such as rice, fertilizer, grain and other cargoes where barge and truck transportation are utilized.

As stated by Terminal Manager Brian Harden, "Just like all of our terminals, we aim to be the strategic answer for our customer. Major facility upgrades have been completed and further upgrades are on the way for our equipment and dock. With easy access to the interstate, our location and storage capabilities allow us to serve as an ideal distribution center for customers who need to service clients along the I-10 corridor and surrounding areas."

Construction is complete on a new 17,500 square foot warehouse. The new warehouse will be primarily utilized for the storage of urea. A phased dock expansion is also underway at the property. Phase I of the renovation is a new dock measuring 60' x 130'. The expansion will ultimately result in a 400' linear waterfront. The increase in surface area is needed to accommodate the increased number of trucks that will be visiting the facility due to long-term contracts that will increase cargo volumes handled at the facility.

From an equipment standpoint, a Hyundai L800 material handler and an additional Hyundai 740-9 wheel loader will be in put in service this year. New marine radios have been installed to enhance communication between the scale master, the towboats and the truck drivers increasing the operational and safety integrity of the location.



First load of urea in new warehouse in Baton Rouge.

"While our upgrades will allow us to provide our customers with the ideal location for the movement of their product, our team members are what make this operation successful. We have just reached a safety milestone of five years without a recordable incident. I have 100% trust in our team and believe that this translates into a win-win for Associated and our customers,"

stated Vice President Barry Hoth.



New 17,500 square foot warehouse at Associated Terminals in Baton Rouge.

ASSOCIATED TERMINALS ANNOUNCES PROMOTIONS

Associated Terminals is pleased to announce the promotion of seven of its key team members. President Todd Fuller stated: "At Associated Terminals, we value all of our employees and are especially pleased that our team is so strong that we can turn to our colleagues and ask them to accept greater responsibilities. All of these individuals have been great teammates and have always accepted any challenge presented to them."

ZELJKO FRANKS has been promoted to Senior Vice President. Zeljko has been with the Company for 11 years and previously held the position of Vice President. He will continue to lead the day to day bulk operations and customer service functions for Associated Terminals' St. Bernard and Reserve locations.

BILL SULLIVAN has been promoted to Vice President of Sales. He joined AT in 2001 as a Logistics Coordinator and has served as Logistics Manager, Terminal Manager and has had sales responsibilities with Associated Marine Logistics and Associated Grain Terminals (MGMT). Bill has been pivotal in the development and growth of the Company's client base.

FRANKIE WALKER has been named Vice President of Bulk Operations. He has been a member of Associated since 1999 and most recently served as Senior Operations Manager. Frankie's operational expertise and commitment to safety make him an ideal choice as Associated continues to expand its bulk operations.

THOMAS CAGLE has been promoted to Safety Manager. Tommy joined the team in 2005 and most recently served as Director of Safety. Tommy will be responsible for the day to day management of Associated's safety program including the development and monitoring of all safety initiatives.

BRIAN HARDEN has been promoted to Terminal Manager of Associated's Baton Rouge operation. Brian joined Associated Terminals in 2004 and most recently served as Operations Manager at Globalplex. Brian will lead operations and customer service functions in Baton Rouge.

CHASE MOLLERE will be joining Forrest Russell as Operations Manager for Associated's Reserve Midstream Operations. He joined the Company in 2009 as a Crane Manager. His operational and maintenance background will further enhance the Reserve Midstream Operations.

BRETT SCHNEIDER has been named Training and Compliance Manager. He joined AT in 2007 as Director of Team Safety and most recently served as HSSE Manager. His responsibilities will include further developing and managing the Company's training programs. He will continue with duties relative to facility security and compliance.

SAFETY MILESTONES



Associated Terminals in Baton Rouge was recognized on August 5, 2013 for completing 5 years without a recordable incident. All team members received Weber Grills and gift cards in recognition of this major milestone. Left: (Pictured from left to right) Todd Fuller, Tommy Cagle, Brian Harden, Windom Lemoine, Tony Collins, Jeremy Kador, Alvin Vicknair, Barry Hoth, Gary Poirrier).

Derrick Barge Ability team members were honored at a breakfast and received awards for their accomplishment of 3 years without a recordable incident. Right: *First Row:* Emile Evans, Kareem Valentine, Glenn Gueret, Larry Turner, Roland Morgan, Cameron Troxler, Marty Martin *Second Row:* Cory Hebert, Roberto Garcia, Cornell Steptore, Richard Mitchell, Brent Jackson, Derick Bright, Nathan Falgoust *Third Row:* Richard Scott, Mark Trammel, Brian Reed, Dwayne Stokes

FINGER PIER DEDICATION

The Port of South Louisiana dedicated a new finger pier and maritime security operations center during ceremonies held April 9th at the Globalplex terminal in Reserve.

Associated Terminals Director David Fennelly helped to cut the ribbon during the event.



Ribbon cutting at finger pier dedication.



First ship docked at new finger pier at Port of South Louisiana.

Vice President Barry Hoth stated: "The finger pier is a 700-foot by 65-foot extension of the general cargo dock, which will berth Panamax size ships with ease. Barges can moor on the inshore side and both barges and ships on the outside. This improves efficiency of cargo transferred between ships and barges utilizing gantry and floating cranes simultaneously. Direct transfer between trucks and vessels can be accomplished utilizing the two dock mounted gantry cranes."

Brian Deslatte, Dan Fredricks, Forrest Russell and Bobby Blanchard participate in Sinex training.



INTERNAL PROCESSES FOCUS

Arrival of First Generation Anvil Bucket

The first in a series of newly designed buckets for the Talley-Perez and the newest addition to the fleet, the T. May, has been received by Associated Terminals of St. Bernard. The 55 yard bucket is awaiting assembly at the ATSB dock. Upon receipt of the remainder of the buckets, each rig will be equipped with three buckets similarly designed. The environmentally friendly design should further enhance overall efficiencies for high volume cargoes. All buckets should be received and in service by the third quarter of 2013.

Arrival of Anvil Bucket.



Associated Implements Sinex System

Sinex is a complete web-based solution that helps companies manage and maintain assets throughout their lifecycle. Associated Terminals is implementing Sinex companywide. At any time, information will be able to be viewed including tasks that need to be accomplished, pending work orders and projected costs.

Implementation of the Sinex Maintenance Management Program is continuing with the teams of the K. Robertson, Talley-Perez, Attitude and F. Walker having received training. The complete system will be implemented and live for all Associated Terminals operations during the fourth quarter of 2013. The system will replace the current manually administered maintenance program resulting in the reduction of paperwork and the automation of the overall maintenance tracking system.

When asked about the benefits of Sinex, Brian Deslatte, Crane Manager of the K. Robertson stated: "It's a great tool! All of our personnel (derrick crews & maintenance department) can see the maintenance priorities for their shift. As tasks are completed, they are logged into the system. Our entire maintenance records will be accessible electronically. When a team member signs off on an item, that task is recorded in the logbook. There is no confusion associated with paging through books and lists to see what tasks have been completed."



Associated Terminals
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2013-2014 ASSOCIATED EFFORTS' CAROL BALLARD SCHOLARSHIP

Associated Efforts is proud to announce the recipients of the 2013-2014 Carol Ballard Scholarship. To be eligible for the scholarship, the student must be the child of an Associated Terminals employee, a graduating senior in high school or a student enrolled in an accredited college or university with a cumulative GPA of 3.0.

The scholarship was established in 2010 to honor Carol Ballard, Associated Terminals' first employee, who passed away in 2009. To date, Associated Efforts has awarded over \$50,000 to children of Associated team members!

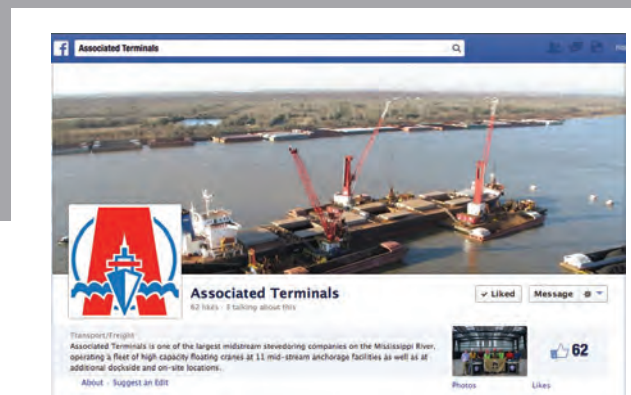
Recipients of the 2013-2014 Carol Ballard Scholarship:

Korin Adams: Daughter of Stephanie Adams
Brandon Addison: Son of Larry Addison
Sean Breaux: Son of Leon Davis Jr.
Alyssa Evans: Daughter of Emile Evans Jr.

Hayes Pipsair: Son of Donna Pipsair
Caroline Thibodeaux: Daughter of Ann Thibodeaux
Brittany Walker: Daughter of Frankie Walker

“For me, this scholarship represents a small portion of the success that I hope to one day achieve. This scholarship has given me the confidence to pursue my dreams even more passionately knowing that someone else other than my family believes that my goals are worth pursuing,”

stated 2013-2014 recipient Brandon Addison.



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