

WINTER 2020



ASSOCIATED

WIRE

News & Updates From Associated Terminals



**30 YEAR ANNIVERSARY OF
ASSOCIATED TERMINALS**



In June, Associated Terminals will celebrate 30 years of serving South Louisiana, our nation and, by extension, the world. From our founding in 1990 to 2020, Associated Terminals has always been dedicated to excellence, safety, innovation and family. Excellence in our service. Safe operations whether midstream, dockside or shoreside. Innovative in how we transfer cargos at Myrtle Grove, Violet, Chalmette, Reserve, Convent, Port Allen, Michoud and where we offer our offsite services. All held together by you, our team members and colleagues. Through ups and down, both familiar times and trying times, you've made these years successful—and a joy. Thank you. Here's to the next 30 years.

LIKE ASSOCIATED TERMINALS ON 

Associated Terminals Acquires New Orleans Bulk Terminal



Associated Terminals acquired New Orleans Bulk Terminal in January 2020. Located on the Michoud Slip, just off the Intracoastal Waterway, New Orleans Bulk Terminal is a privately owned 50-acre facility. The terminal offers Associated's customers various transfer options for their cargo, including barge to rail, rail to barge, barge to truck or barge to storage. The facility is located on the CSX and is capable of handling unit trains. "We are excited about the acquisition of this facility," said Todd Fuller, President of Associated Terminals. "This facility comes with a new client base and offers unique opportunities to handle cargo for existing clients."



In conjunction with this acquisition, Larry Arnold has joined the Associated Terminals team and is managing the facility. He founded New Orleans Bulk Terminal in 2008 where he served as Managing Partner. "We are pleased that Larry has joined the Associated family," said Fuller, "With over 32 years of experience, Larry brings a wealth of knowledge in material handling, terminal design and terminal operations."

AT A GLANCE

WATER LOCATION

Michoud Canal
Off of GIWW East
Mile Marker 15

BARGING

Served by Turn Services
Full-Service Michoud
Canal Fleet

RAIL LOCATION

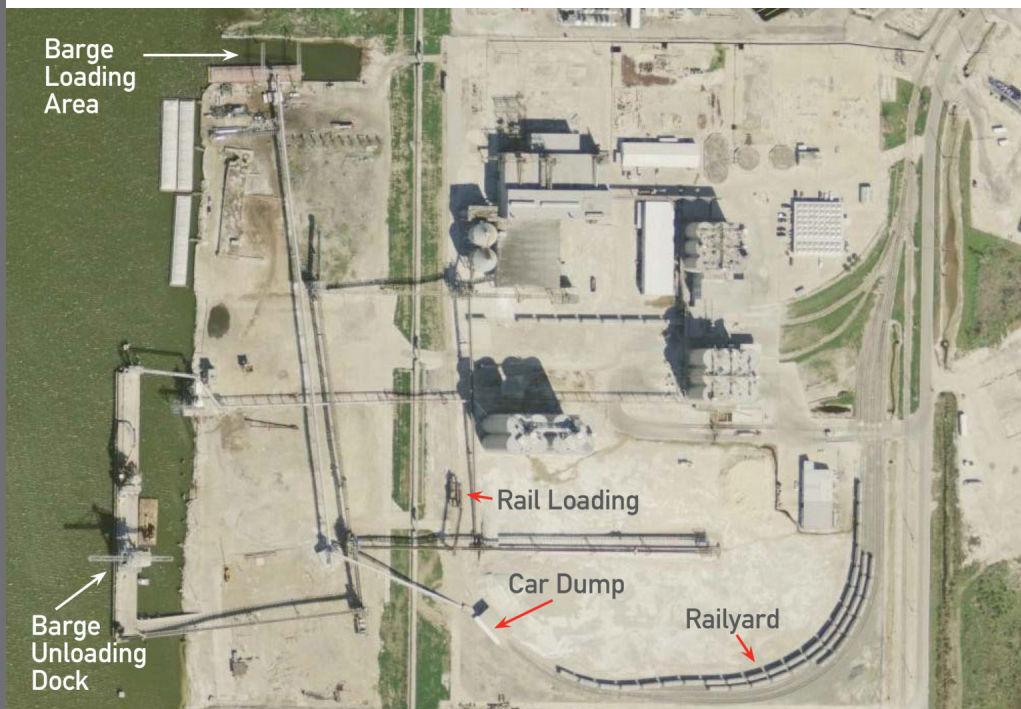
CSX - Michoud Siding
Unit Train Capable

SERVICES

Bulk Transfers

- Barge to Rail
- Rail to Barge
- Barge to Truck
- Barge to Container
- Bagging Services

Open Pad Storage



COAST GUARD COMMANDANT TOURS ST. BERNARD PORT

Admiral Karl Schultz, the 26th commandant of the U.S. Coast Guard visited New Orleans to tour port facilities on the Lower Mississippi River from aboard the Port of New Orleans fireboat, the M/V Gen. Roy S. Kelley. Coast Guard, State of Louisiana, port and industry representatives participated in the tour.



The commandant's visit was part of a nationwide tour of strategic ports meant to highlight both the Coast Guard's Maritime Commerce Strategic Outlook and the significant

impact maritime commerce has on the United States and the world. Schultz's time in New Orleans highlighted the intersection of brown water and blue water operations as the group visited St. Bernard Port's Chalmette Slip, a slack water terminal operated by Associated Terminals and Associated Terminal's midstream cargo transloading operations featuring the company's towering barge-mounted Gottwald cranes.

Associated Terminals President Todd Fuller introduced Schultz to Associated Terminals' operation at St. Bernard Port's Chalmette Slip and farther downriver at Meraux. Fuller said he envisions technology continuing to help boost the efficient handling of cargos. Further, Fuller explained that Associated Terminals is counting on connecting with the next generation of mariners and terminal operators by regular school outreach efforts seeking to introduce students to opportunities in the maritime industry.

"I believe that the partnership between the Coast Guard and industry, and collaboration among individual companies, will be even more important as we move into the future" stated Fuller.



ATBR EXPANDS FOOTPRINT WITH NEW WAREHOUSE

Associated Terminals continues to expand the company's Port Allen facility, which serves the greater Baton Rouge area. The company added a new 12,500-square-foot warehouse, which brings the facility's total warehouse space to 60,000 square feet.

The new warehouse is used to store red potash fertilizer.

Associated Terminals' facility near Baton Rouge is located on the Port Allen Route of the Gulf Intracoastal Waterway, which meets the Lower Mississippi River at mile post 229 Above Head of Passes. With its proximity to the Port Allen Lock, the facility offers easy access to the Port of Greater Baton Rouge, the Mississippi and Atchafalaya rivers, and the Gulf Intracoastal Waterway. The location serves as a logistical hub for the movement of agricultural commodities such as rice, fertilizer, grain and other cargos that involve both barge and truck transportation.

Besides its 60,000 square feet of warehouse storage, the facility also offers 130,000 square feet of outside storage, along with the ability to load bulk cargos from trucks via hopper/conveyor directly to barges.



INSIDE LOOK: MIDSTREAM LOGISTICS

At the Associated Terminals headquarters in Convent, La., a team of four logistics coordinators sit in adjacent office spaces, each working a multicolored spreadsheet representing ships, fleets, barge-mounted cranes, cargos, carriers, arrivals and anticipated departures.

Their spreadsheets represent a wide angle view of what the term “midstream logistics” truly means. It’s a daunting and multifaceted document.

“This is our Bible,” said Evan Roundtree, one of Associated Terminal’s logistics coordinators. “We update it every day, multiple times a day, to make sure it’s as close to accurate as we can get it.”

The process for loading and unloading a ship depends on excellent communication at all levels throughout the process. To begin, a customer “nominates” a vessel or movement of cargo, and the Associated Terminals sales team accepts it. Then, Yvonne Stein, Associated Terminals logistics manager, places the vessel on the schedule.

“It’s pretty much a puzzle,” Roundtree said, “and Yvonne is putting that puzzle together.”

From there, the customer identifies an agent or agency, which then acts as the liaison for the ship, responsible for coordinating the vessel’s movement up the river to the appropriate Associated Terminals berth.

Ships served by Associated Terminals stevedores vary widely according to size and cargo, said Vice President of Sales & Marketing Bill Sullivan.

“Associated Terminals coordinates vessels carrying from 1,500 metric tons of cargo and integrated ocean tug and barge units to Capesize vessels carrying 140,000 metric tons of cargo,” Sullivan said.

Logistics coordinators work with a myriad of partners to make each vessel movement happen. They coordinate with the agent to track each vessel’s ETA and plan where to stow or offload cargo. The customer provides tonnage-to-destination requirements, the barge

carrier to be used, and which surveyor to expect.

Logistics coordinators then work with carriers to plan which specific barges will be used and when they will be needed at the berth. Marine surveyors are involved in approving specific barges for loading and when those barges are released for transport.

Internally, logistics coordinators partner with the Associated Terminals’ operations team to compile a list of barges, set drafts for loading barges, identify the specific vessel hold for loading or offloading cargo, and maintain a list of barges

that have passed preloading inspections for watertight integrity and hopper cleanliness.

Amazingly, that coordination goes on even during high river, fog, rain and draft restrictions at Southwest Pass. Midstream logistics is just part of the maritime transportation system that rolls on, just like the river itself. At the center of that effort are Associated Terminals’ logistics coordinators.

“Midstream logistics coordinators function as the nexus of the stevedoring operation,” Sullivan said.



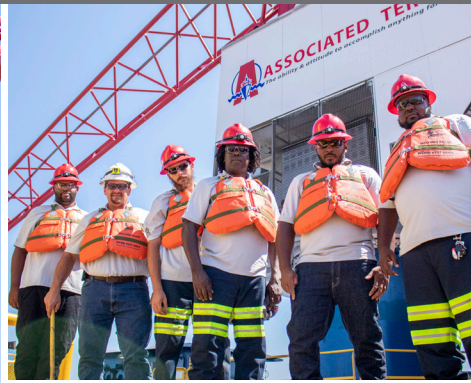
Logistics Command Center

PORT OF SOUTH LOUISIANA RECEIVES FEDERAL GRANTS FOR GLOBALPLEX UPGRADES

The U.S. Department of Transportation awarded the Port of South Louisiana a \$13.4 million grant that will be used to make improvements to its Globalplex industrial park.

Globalplex is operated by Associated Terminals. Specifically, the money will be used to construct a heavy load capacity floor in an existing bulk cargo warehouse, conveyor improvements, improvements on one of the park’s access roads, a rail spur connection, and a new dock access road and bridge to support the movement of heavy cargo at the Globalplex facility.





ASSOCIATED TERMINALS D/B ATTITUDE TEAM MEMBERS ASSIST IN DISASSEMBLY AND REASSEMBLY OF GOTTWALD

The D/B Attitude team worked closely with Gottwald representatives and Boh Brothers managers to disassemble and reassemble the entirety of two cranes, including hoist ropes, boom cylinder, counterweights, boom, tower and superstructure, to allow for the replacement of the bearing and resurfacing of both the pedestal and superstructure surfaces.

After two months of hard work, D/B Attitude is looking sharper than ever. Associated Terminals would like to thank Rig Manager Jeremy Mooney and his team for their incredible restoration job.



ASSOCIATED TERMINALS OFFLOADS PROJECT CARGO SHIPMENTS



Associated Terminals successfully transloaded wind energy components at Associated Terminals of St. Bernard with zero damage and provided a low-cost solution for its customers. The wind turbine blades were made abroad and were transported to the United States on large ocean vessels.

“The Chalmette marine terminal possesses a distinct selling point. When you are moving a valuable piece of cargo, you want calm water. Even during high water on the Mississippi River, we have no waves in the slip.” said David Wilkins, Senior Vice President of Associated Terminals.

ASSOCIATED TERMINALS RECEIVES BUSINESS OF THE YEAR AWARD FROM JUNIOR ACHIEVEMENT



Associated Terminals was chosen as Junior Achievement of Greater New Orleans 2019 Oscar J. Tolmas Business of the Year. Co-chairman David Fennelly accepted the award on behalf of the team members of the company.

“JA inspires so many young individuals to dream big and reach their full potential. We thank you for this incredible honor!” stated David Fennelly.

ASSOCIATED UNVEILS NEW SAFETY CAMPAIGN

SEE SOMETHING DO SOMETHING

This safety campaign raises awareness of the unsafe behaviors and conditions that lead to incidents. The campaign stresses the importance of reacting to those unsafe behaviors and conditions.

Informed, alert employees play a critical role in keeping every crew member safe. At Associated Terminals, we are committed to strengthening the safety culture by continuously promoting opportunities to not only speak up but to do something to address unsafe behaviors and conditions.

See Something. Do Something. expands Associated Terminals' philosophies of Focus 12, Stop Work Authority and the BOOM program. Together, these programs empower the employee to react when unsafe behaviors and conditions are observed.

Across the company, we are all part of the same team. Whether a team member spends 12 hours on the river or in the office, we

share everyday moments with our co-workers, colleagues, and friends. It is easy to take for granted routine moments in the work day like walking along the deck, hooking up rigging, or operating equipment.

"Your everyday observations of those moments may be different than your co-workers. So, if you SEE a behavior or a condition that doesn't appear to be safe — Do Something. It may be ONLY YOU that is observing that unsafe behavior or condition. It may be only you that can prevent an incident" explains Thomas Cagle, Director of HSSE.





10 YEARS

Front Row: Charles Olivier, Dawn Remondet, Cory Diodene, Back Row: Jerrill Johnson, Merlin Conrad.



20 & 25 YEARS

Team Members: Glenn Schexnayder (25), Joycelyn Himel (20), Claire Scioneaux (20). Not pictured.



15 YEARS

Front Row: David Schallenberg, Laura Simmons, Terri Boudreaux, Lynn Lemoine. Back Row: Jeff Richson, Chuck Plummer, Jeremy Mooney, Joseph White, Brian Harden, Edward Montz.

Associated Anniversaries

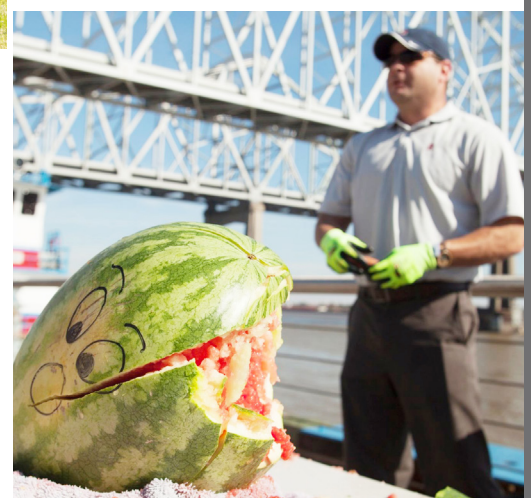
At Associated Terminals, we believe that success is achieved by fostering a company culture that our team members can get behind. We are proud of all of our team members and their contributions throughout the years. A special thanks to each of our award recipients!

Who Works The Rivers

Associated Terminals partnered with RiverWorks Discovery and other Louisiana-based river industry companies to introduce high school students to the river, its culture and potential job opportunities at three events in the southeast Louisiana region this school year. Who Works the Rivers, an outreach program of RiverWorks Discovery, utilizes hands-on activities and educational seminars to promote the fascinating career opportunities available along the nation's rivers.

In September, Associated Terminals kicked off the school year by hosting 60 students from the St. James Parish School System to attend the outreach program at the company's headquarters in Convent, Louisiana. Associated team members highlighted the different career paths available in St. James Parish involved with working on the river.

After the success of the first program, Associated team members participated in two additional outreach efforts. In November, the company partnered with Port Nola to host 210 students from St. Bernard, Jefferson, Orleans and St. Charles Parishes at the Port's headquarters. In March, the company partnered with the Port of South Louisiana to host 120 students from St. John Parish, St. Charles Parish, and River Parishes Community College.





Associated Terminals

9100 Safety Drive
Convent, LA 70723

FAMILY DAY AT THE AUDUBON ZOO

Associated Terminals and Turn Services held their Annual Family Day at Audubon Zoo on October 15, 2019. Dressed in costumes to celebrate Halloween, team members and their families toured the zoo and gathered for camaraderie at the Zoo Pavilion.



ASSOCIATED GRAIN TERMINALS: CHANGE OF ADDRESS

Associated Grain Terminals Facility has moved its office location to **1725 Engineers Road in Belle Chasse, LA**. The new location is also occupied by the Turn Services Maintenance group.