



Associated Handles Sugar at Globalplex/POSL

Recently, Associated Terminals discharged bulk sugar from vessel to trucks at the Port of South Louisiana's Globalplex facility. This is the largest shipment of this cargo ever to arrive in the United States in one vessel.

The M/V Trenta arrived at the Globalplex dock, mile 138.5 AHP Lower Mississippi River, from Brazil on October 21st, carrying 53,352 net tons of bulk sugar. The cargo was transferred from ship to truck using a dock-mounted gantry crane and a hopper system. The cargo was destined for Louisiana Sugar Refining's recently expanded location in Gramercy, Louisiana.

Many thanks to the professionals at Cargill, Louisiana Sugar Refining, Nova International Shipping Services, R. Markey & Sons, The Port of South Louisiana, Jackson Trucking and Fortenberry Trucking, who joined Associated Terminals in making this historic operation a success.





a message from the
president



Dear Friends,

As the holiday season approaches and the end of the year arrives, we, as individuals, like to reflect on our accomplishments of the previous year, see what we could have done differently, set goals and make New Year's resolutions for the next year. At Associated Terminals, we like to perform the same reflection as a company. Looking to the past can help with setting goals and assessing the future.

This year has certainly been one of tremendous accomplishments. Associated Terminals will have handled a record tonnage of approximately 20 million tons of cargo by the end of 2011. We secured new long-term clients for our warehouse in Port Allen, LA and the new transit shed at Globalplex in Reserve, LA. The Associated Terminals of St. Bernard group remodeled a warehouse and the surrounding area, which was approved for London Metal Exchange cargo for a new client. Two new Gottwald 6400 model crane barges were commissioned, which increased our capacity and ability to service our clients safely and efficiently. These two floating cranes were named in honor of two valuable and long-term team members, Frankie Walker and Kerry Robertson.

The Myrtle Grove Midstream Terminal went through a shut-down in early June to upgrade sampling systems, add a new generator, repair a large section of the barge, rework some of the conveyor areas, rewire the control room, and sandblast and paint many areas of the rig. All of these repairs and improvements were completed in a remarkable 15-day period. We are now in a position to handle increased tonnage volumes at this facility.

Most importantly, Associated Terminals' team has increased proactive safety efforts per man-hour by 20%. The total proactive safety efforts by the team are forecasted to be approximately 85,000 for 2011. This number will be approximately 30,000 more safety efforts than the previous year. A total of 45 different training module classes were conducted this year with 9,537 attendances counted, an increase of 3,200 over 2010. We will continue to place an emphasis on these proactive efforts, as this type of commitment will help create the safest workplace in our industry.

Further to the safety training, the management team of Associated Terminals attended five-day courses this past summer for continuing development in leadership and management training. In an effort to give our team the best tools and support, we will continue to have leadership training and forums in 2012 and beyond.

Associated is looking forward to another year of great accomplishments in 2012. The efforts to make this happen have already begun with the construction of another floating crane, a Gottwald 8400, to be commissioned in April 2012. We are and will continue to look for new opportunities for growth and stability for our entire organization. As we make our New Year's resolutions for 2012, I ask that you make the safety and the health of you, your family, and the Associated family paramount. I challenge our team to have a stellar year of zero recordable incidents at our facilities. Happy Holidays to you and your families and make safety your first priority!

Sincerely,

Todd Fuller
President



Teaming Up for Wellness

A Healthier Today for a Stronger Tomorrow

Associated Terminals and Turn Services have teamed up to provide free health and wellness screenings to all employees. The goal of this program is to deal proactively with issues like stress, high blood pressure and cardiovascular disease. Early detection of illness and disease provides a higher probability of successful treatment results. In many instances, education and awareness go a long way toward changing behaviors.

"Associated Terminals is committed to provide our workforce with information that can help everyone make better lifestyle choices. These wellness screenings are a great opportunity for employees to receive health information while not interfering with their personal time," stated Joel James, Director of Human Resources.

The wellness screenings include a flu vaccination and an overall health assessment, which consists of a blood pressure test, glucose test, Body Mass Index (BMI) and total cholesterol test. The health assessment provides an overview of an individual's basic health and offers valuable insight into health risks.

These assessments are completely confidential and allow all employees an opportunity to review the results with a qualified professional and provide a portrait of their overall health. A better understanding in terms of health condition will help individuals live a long and prosperous life.

Associated Terminals and Turn Services are excited to launch this program to achieve greater wellness in the workplace!



Team Wellness



Troy Louque, Associated Grain Terminal employee takes part in wellness screenings in Myrtle Grove, LA.



Phillip Gulett, Associated Grain Terminal employee takes part in wellness screenings in Myrtle Grove, LA.



Associated Announces Corporate Promotion

Associated Terminals is pleased to announce the promotion of Terry May to Senior Vice President. Terry started his career in the maritime industry in 1978 and joined Associated Terminals in 1996.

During his thirty-three years in the marine transportation and terminal business, Terry has served as Vice President - Marketing for Celtic Marine Corporation, Baton Rouge, LA; General Manager, Bulk Operations at the Alabama State Docks, Mobile, AL; Director of Bulk Marketing for the Valley Line Company, St. Louis, MO; Vice President/General Manager of American Marine Terminals, Owensboro, KY; and in various sales, marketing and operational capacities with Consolidated Grain and Barge and Ingram Barge Company.

"He is a valuable team member of our organization and has been involved with business development, barge freight and stevedoring sales," said Todd Fuller, President. "Our success would not be possible without teammates such as Terry."

Terry will continue to manage the Associated Marine Logistics division as well as business development for Associated Terminals.



New Vice President of Risk Management



Jeff Norgress recently joined Associated Terminals as Vice President of Risk Management. His responsibilities include overseeing risk management and insurance, safety and training, human resources and environmental awareness.

Jeff has spent his entire career of nearly 18 years in the maritime industry. He began his career in human resources and later his responsibilities expanded to include claims management. For the last 10 years, his role further increased to include safety and risk management.

"Safety and training are top priorities for Associated Terminals. We are confident Jeff will continue the momentum that began four years ago with the implementation of our BOOM Safety program," stated Kevin Tarleton, Chief Financial Officer. "Jeff is a great addition to our team. He brings an impressive background that will further enhance our overall risk management efforts."



Riverworks Discovery at the Aquarium of the Americas

On Wednesday September 14th, Associated Terminals welcomed students from T.H. Harris Middle School, Cedarcrest-Southmoor Elementary, Ascension of Our Lord Elementary and Lionel Collins Montessori Elementary Schools to the Riverworks Discovery Program held at the Aquarium of the Americas in New Orleans.

As sponsors at the Aquarium for the Riverworks Program, Associated Terminals greeted students and chaperones as they arrived in the large conference room overlooking the Lower Mississippi River.

The Riverworks Discovery presentation, given by Joel James, Joycelyn Himel and Travis Perry, was developed to help teach the students and their families about the commerce, culture and conservation of the great rivers of America. After the presentation, students, teachers and chaperones enjoyed a walk around the Aquarium followed by a picnic lunch before returning to school.

Thanks to all for making the Riverworks Discovery and Associated Terminals' day such an unforgettable one. For more information about the Riverworks Discovery Program please visit their web site www.riverworksdiscovery.org.



Joel James and Joycelyn Himel explain the importance of keeping our rivers clean and how litter can effect wildlife.



Students from Ascension of Our Lord and Cedarcrest-Southmoor elementary schools pose for a photo after the presentation.



Students from Lionel Collins Montessori elementary.



Cargo Focus: WIND PROJECTS



A windmill is a device that transforms the useful energy of wind into rotational energy by means of sails or blades. Originally windmills were invented for milling grain for food production. Over time the windmill was customized to other industrial applications, most prominently for generating electricity. These devices are commonly known as wind turbine generators.

Modern wind turbines are propelled by one of two effects: drag, by which wind pushes the blades; and lift, by which the blades are moved in the same way an airplane's wing rises on an air current. Turbines operated by lift turn more rapidly and are inherently more efficient.

Usually, modern machines start operating when wind speeds reach about 12 mph, achieve their rated power at about 25 to 30 mph, and shut down in wind speeds of about 60 mph. The best sites for turbine generators have annual average wind speeds of at least 13 mph. Scientists have estimated that as much as 10 percent of the world's electricity could be provided by wind

generators by the middle of the 21st century. The most successful wind turbine generators for large-scale power generation have been of medium size (from 50 to 100 ft. in diameter, with power ratings of 100 to 400

kw). These are sometimes installed in groups or arrays, known as wind farms. The world's largest wind farms are in California, where wind turbines can generate power up to about 1,120 MW. A typical nuclear plant has a rating of about 1,100 MW. Wind turbines



Windmill tower sections arrive at the Port of St. Bernard and begin to unload.



Associated transferring windmill tower sections from ship-to-barge in calm water slip at the Port of St. Bernard.

(Wind Projects, continued from page 6)

are also being used to increase the power supply to communities on islands or in other remote locations. Wind energy, which contributes very little pollution and few greenhouse gases to the environment, is a valuable alternative to nonrenewable fuel, such as oil.

Associated Terminals has provided stevedoring services for several wind project vessels during the past year. These opportunities have been presented to AT for several reasons: the first class reputation that Associated has with the handling of project cargo (over dimensional), as well as the unique working environment that we have to offer at the Chalmette Slip, where our

ability to load or discharge over dimensional cargoes in a slack water harbor is a great advantage.

The vessels have consisted of windmill blades and tower sections. The blades have been in lengths up to 130 ft. with weights up to 17 metric tons. The tower sections have been in lengths up to 95 ft. with weights up to 50 metric tons each. All of the cargo has been discharged direct from vessel to open top hopper barges for transit to Midwest U.S. locations and for installation.

Associated Terminals anticipates an increase in wind component vessels during the upcoming year through the Chalmette Slip at the Port of St. Bernard.



Windmill tower sections loaded to barge.

Associated Adds Corporate Trainer Position



Associated Terminals is pleased to announce the addition of Joshua Thibodeaux as our Corporate Trainer. He will assume the responsibility for all employee related training including safety, health environmental, security, computer skills and on the job skills training.

Josh joined AT in September of 2011 with a diverse back ground in training and a degree in communications from Louisiana State University.

“We are very pleased to have Josh join our team,” said Brett Schneider, Corporate Health, Safety and Environmental Manager. “This addition will greatly enhance the level of training we offer to our employees and continue to ensure that our workforce is the best on the Lower Mississippi River.”



ASSOCIATED TERMINALS, LLC

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News & Updates from Associated Terminals

Charities and Organizations Associated Supports

Over the past two decades, Associated Terminals has partnered with numerous local charities, non-profit organizations and community involvement groups. Our company is proud to contribute to and create awareness for these great organizations that have a positive impact on the communities in which we work and live.

American Cancer Society	Ladies Leukemia League	St Bernard Kiwanis
American Heart Association	Lions Club	St Bernard Parish Schools
American Red Cross	Los Islenos Heritage and Cultural	St Charles Catholic High School
Ascension of our Lord School	New Heights Therapy Center	St James Association of Retarded Citizens
Audrey Mae Augustus Park	New Orleans Speech & Hearing	St John CASA
Boy Scouts	New Orleans Therapeutic Riding Center	St John Ministry of Care
Bridge City Elementary School	Our Lady of Prompt Succor School	St John Parish Schools
Camp Pelican	River Region Arts	St Joseph Baptist Church
Camp Quality	River Works Discovery	St. Hubert Church
Children's Hospital	Riverside Academy	St. Hubert Church
Coast Guard Foundation	Ronald McDonald House	St. John Missionary Baptist Church
Crescent River Pilots Foundation	Rotary Club of Baton Rouge	St. Peter School
Friends of St John Theatre	San Francisco Plantation	The Leukemia & Lymphoma Society
Get High on Life	St Bernard Battered Women Program	United Way
Global Maritime Ministries	St Bernard Catholic Church	Zion Travelers Baptist Church
Hope Ministries	St Bernard Chamber of Commerce	
Jr. League of Greater Covington	St Bernard Council of Aging	