



## Fennelly Honored as Maritime Person of Year

Says Industry Award  
is one to Share with  
Everyone in AT Family

**O**n October 18, 2007, David Fennelly, president of Associated Terminals, was honored as the 2007 Maritime Person of the Year. David is the 48th person to have received this annual award.

A reception was held at the World Trade Center in New Orleans to honor David. The gala was held in conjunction with National Maritime Day, the premier event for the Propeller Club of the United States, Port of New Orleans Chapter. The event was attended by industry peers, local and regional business leaders, representatives from the major South Louisiana port authorities, and many of David's friends and colleagues from the companies he represents: Associated Terminals, Turn Services, and Monroe Marine.

In his customary manner, David deflected praise from himself and asked attendees to instead honor the men and women with whom he works.

He said, "the truth is, I know only a little about stevedoring and tow boats and barge fleetings, but I am surrounded by amazing people who know a tremendous amount about all these aspects of our business. I am honored to place my trust in their abilities and in their knowledge."



He talked about cherished values: respect, politeness and understanding. He said that one of the hallmarks customers will notice when doing business with the Associated family of companies is that we "strive to place the customers second and our team members first."

Because, he says, "if there is one thing I've learned, its that when you do that, the employees put the customer first and you essentially have two number ones!"

He thanked his family and close friends, talked about his earliest dreams for a career path, and even provided insight as to how a young man from County Cork, Ireland came

to be a part of the maritime industry in South Louisiana.

David's remarks, made after the presentation of the award, reflected two themes. He first spoke about his personal values and how they have not only shaped him as a person, but have also helped shape the companies he has founded. Secondly, he talked about one of his greatest concerns, a pressing issue that everyone in the local maritime business should think about: The Mississippi River and its port system.

David told the gathering that we all have a



## Dockside Chat

By Tom Lange

Senior Vice President

Associated Terminals made great strides in 2007. The year began with the christening of our newest and largest midstream crane, the "Glenn S". We also saw record volumes of cargo handled through our Galveston, Myrtle Grove, Port of St. Bernard and Port of South Louisiana facilities.

We maintained a strong presence in Baton Rouge and Port Manchac and we entered into a long-term partnership with industry heavyweight ConAgra International Foods to move new shipments of bulk cargo through a state-of-the-art warehouse at the St. Bernard Port, Harbor & Terminal District.



But the journey does not end there. We welcome 2008 and new opportunities. In fact, to achieve some of our goals for 2008, we've announced corporate promotions. These promotions place some of our colleagues in leadership positions that will help us focus on three important aspects for our success in the new year: quality, sustainability and safety.

We know that our strength in the industry brings unique responsibilities, but none of those responsibilities is more important than safety. To that end, we unveiled a new safety training program.

Tony Collins will lead the program. It's called BOOM, which stands for *Behavioral Onsite Observation Management*. This, above all else, is the cornerstone for our success as we move towards tomorrow.

Our commitment to the world around us extends beyond the bottom line. We must invest in each other, in the communities we support, and in the regions in which we operate. This long-term approach is most effective with safety placed as the centerpiece of our company philosophy.



Associated's **David Fennelly** (2nd from left), receives a standing ovation following his speech at an awards banquet held at the Plimssoll Club atop the World Trade Center in downtown New Orleans. Fennelly was honored as the Propeller Club-Port of New Orleans Chapter's "Maritime Person of the Year for 2007." It is the 48th time the award has been presented.

## Fennelly takes opportunity of Maritime Awards Banquet to talk Louisiana Ports

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collective responsibility to make the ports of Louisiana a top priority for funding and innovation in business so we can continue to utilize the river as our greatest natural resource.

He talked about cargo lost to competing ports in Texas and Alabama. He talked about a lack of attention paid to our ports' infrastructure by those at the highest levels of state government, and he took this moment to make a promise to everyone.

Fennelly said: "I will commit personal

time and resources to organize a maritime summit for the state of Louisiana. It is our responsibility to enact positive change for Louisiana."

He continued: "we have the greatest port network in the world. We are in the best place, at the best time, and the most important time is now."

With this call to action, Louisiana can return to the forefront as an innovative state with a large ports industry. An industry that can offer others lessons in strategic daring, precise execution and dramatic growth.



Members of the local maritime community, including those from the U.S. Coast Guard gathered at the awards banquet . . .



and, leaders from the port authorities of St. Bernard and South Louisiana also were in attendance.



# Long-term Colleagues Honored at Holiday Party



*Eight people received special recognition at this year's event. Six colleagues celebrated 10-year anniversaries, one person was cited for achieving more than 50 years of service to the maritime industry, and one retiree was honored.*

*Shown from left are: Howard Serigne, Earnest Starks (retired), Michael Juneau, Frankie Walker, David Fennelly, Ronnie Lopez, Forrest Russell, Jason Perez and Phillip Wright.*



**Phillip Wright**, (at left) manages AT's Port Manchac and Baton Rouge locations. He received an award for 50-years of service to the industry. **Joycelyn Himel** is at right.



**More than 300 guests** attended the year-end holiday bash. The event was held at the Hilton New Orleans Airport Hotel in Kenner, LA on Dec. 8, 2007. A good time was had by all!

Company president, David Fennelly, spoke at the annual celebration. He talked about shared successes in 2007, gave special awards to some colleagues, and reminded everyone within the Associated Terminals' family that a safe work environment is the foundation for our goals in 2008.



# Associated Introduces BOOM Safety Program

**W**hat do safety programs and corporate success have in common? “Both are key elements in running a sustainable business,” says Tony Collins, Risk Manager at Associated Terminals.

Tony joined Associated in 2007. His title suggests that he deals with insurance and compliance issues on a daily basis, but his appointment underscores the importance of safety as a key element for everyone at Associated Terminals.

“The executive leadership at this company has a real focus on workplace safety,” said Tony. “It’s one of the things that attracted me here, and its one of the reasons why our rollout of the BOOM Safety Program has been so successful!”

BOOM, which stands for Behavioral Onsite Observation Management, is the moniker of the new, company-wide safety program.

Tony and his team have been charged with implementing the program. Everyone should get used to hearing the name and seeing the new logo, “because safety is as high a priority as anything within our company.”

Tony, along with a group of experienced AT team members, developed a comprehensive workplace safety policy. The goal was not only to minimize risk and reduce workplace injuries, but also to establish a culture, where as Tony likes to say, “safety is priority number one; it’s also priority number two!”



*Tony Collins, (at right), speaks before a group of managers and supervisors at a safety training presentation. Collins oversees the new BOOM Safety Training Program at Associated Terminals. BOOM, which stands for Behavioral Onsite Observation Management, aims to reinforce safety as a central part of the culture at Associated Terminals. In fact, the program’s slogan says: “Safety is a condition of employment.”*



*Zeljko Franks (at left) and Richard Cantrell (at right) participate in an exercise during a recent BOOM Safety Training seminar.*

“The BOOM program shows everyone in the AT family that workplace safety is more than just a catch phrase here,” says David Fennelly, president of Associated Terminals.

“Tony has done a great job of implementing this program. We’ve met with supervisors; we’ve gone through the program ourselves; and now, it’s being rolled out through all levels of the company,” says Fennelly.

### A BOOM’n new headquarters

As Fennelly notes, all levels of the company will be involved with the BOOM program. In fact, the initiative doesn’t just feature slick naming and a new logo; it also features a new headquarters.

The BOOM program, and its expansive library of safety-related training courses, will be taught from a new site in LaPlace, LA. The training center features an outdoor area, a 2,000 square foot instructional area and the latest audio/visual equipment.

“This new facility gives us a dedicated space to train new hires, as well as a place to conduct special courses for seasoned veterans throughout the year,” says Collins.

### Moving Forward

The slogan says “Safety is a condition of employment.” Tony expands on the message by saying, “we’re all in this together.

“BOOM means that everyone in the company places the highest level of priority on maintaining a safe workplace and on performing safe acts in their daily tasks.”

Or, as Fennelly says, “To sum up: There is an unwavering commitment to make BOOM part of our culture. We plan to integrate this program throughout the company so it becomes as natural as tying your shoes.

“Because the reality is: we won’t be successful without being safe. It’s that simple.”



*The BOOM program says that making safe decisions should be as automatic as donning safety gear before going out into the field.*



# Facility Spotlight: Galveston Bulk Terminal

## Construction Activity takes Center Stage at Texas Terminal

Last year at this time, the land comprising Galveston Bulk Terminal (GBT) was little more than dirt and construction stakes marking the outlines of what one day would be seen as a state-of-the-art general cargo and bulk cargo facility, and industrial processing center.

Today, the area is abuzz with activity as several projects near completion. Associated Terminals is the exclusive operator at GBT, a modern transshipment point and industrial complex handling all types of cargoes.

Highlights include: **Galveston Bay Biodiesel** (GBB), a recently completed biodiesel processing facility; **MI Swaco**, a barite processing plant that is nearing completion; and **South Coast Cement**, a privately held company that handles cement storage and distribution.

Galveston Bay Biodiesel is one of the first large-scale biodiesel production facilities in North America. The biodiesel is sold to the marine, commercial trucking and industrial markets for use as pure biodiesel or as blended biodiesel with other fuels.

The MI Swaco barite processing facility is nearing completion, with cargo shipments slated to be processed onsite in the early part of 2008. Barite is a heavy mineral that is ground to a small, uniform shape and most often is used as a drilling mud in the oil industry.

South Coast Cement recently completed their 80,000 sq. ft. dry bulk storage facility for imported cement. This commodity is distributed to the local market for various construction applications and projects.

In addition to GBT's three main tenants, cargo activity overall is rising. A handymax vessel arrived loaded with cement in mid-October, and steel products have been a common sight at GBT's docks. Also, the Galveston team recently handled a shipment



GBT is a modern, general cargo and bulk cargo handling complex that also serves tenant companies.

**Above:** Large tanks are assembled at the MI Swaco facility. MI Swaco processes barite onsite at GBT.

**At left:** conveyor systems criss cross the complex to move bulk cargo for tenants such as MI Swaco and South Coast Cement at Galveston Bulk Terminal. Galveston Bay Biodiesel – a processor of biofuels – is also located at GBT.

of project cargo where equipment arrived by truck and was loaded to railcars destined for Nova Scotia.

Matt Haidinyak, sales and marketing manager at GBT, said "things have been busy around here lately. We're seeing more ship calls to our deep draft dock, and more barges coming in each month with the recent completion of the biodiesel plant."

He continued, "cement and barite continue to be a big portion of the business at GBT; however, we've seen a spike recently in general cargoes as well as for other bulk cargoes such as pig iron, magnetite, bulk sulphur and fluorospar."

GBT is located on 75 acres at the end of the Galveston Ship Channel. AT operates a bulk cargo conveyor system, with railcar unloading capability, three Manitowoc 4600 Series III crawler cranes, one Manitowoc 3900 Series crane, and other supporting equipment.



## AT Promises First Class Service in Project Cargo

Cy Hill, Vice President at Associated Terminals, said the maritime industry has seen an increase in project cargo moves worldwide. "Not just the amount of cargo moving, but also the size of the lifts. In the past, we saw a dozen or so ships specializing in these kinds of moves, and 100 tons was a high weight. But now there are more players and much higher capacity equipment involved."

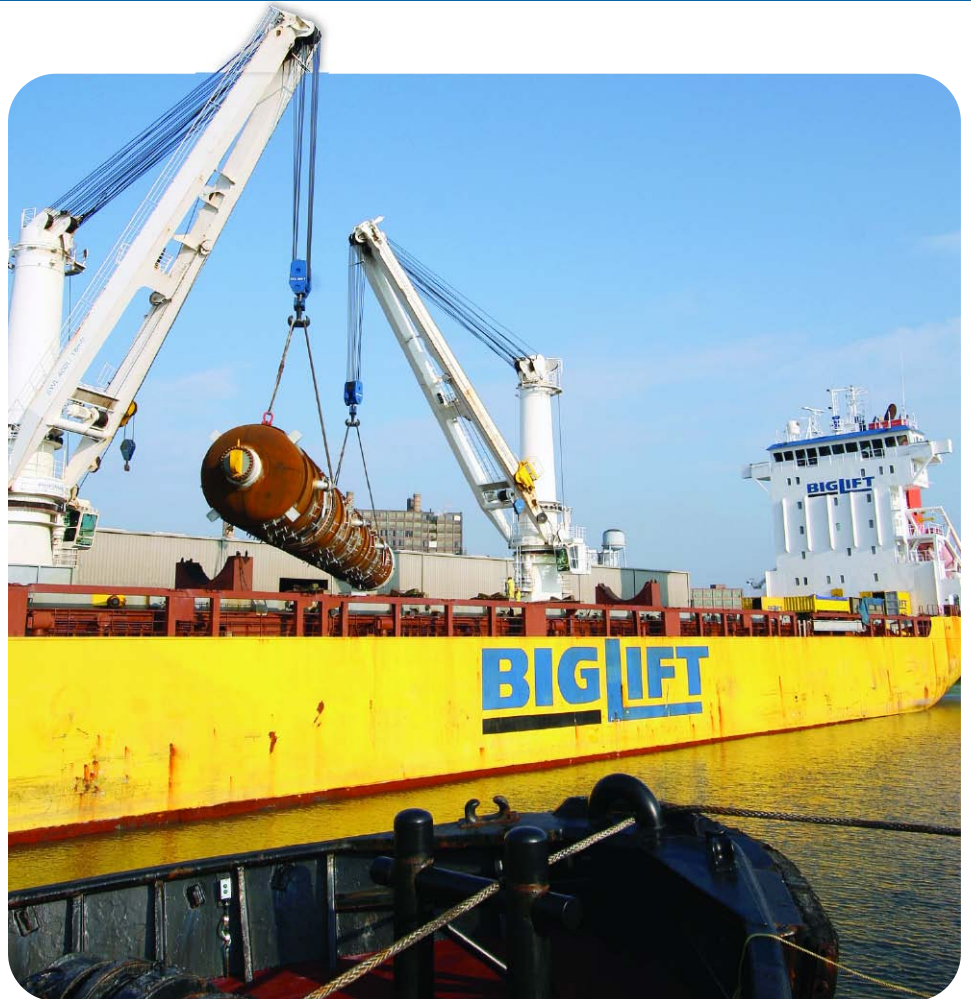
Hill says it is common these days to see single lifts as heavy as 1,800 tons.

Project cargo includes freight that is voluminous, either by weight, size or quantity, or is irregularly shaped. It might be a single, large piece of industrial equipment or it might be composed of a complex set of components that must be carefully loaded or discharged, then re-assembled at a final destination.

In order to respond to the ever increasing demands of its clients, Associated Terminals has made strides to let industry players know of its expertise in handling project cargo. Associated handles most of its project cargo moves at the Port of St. Bernard.

Cy said St. Bernard is an ideal location for this type of cargo. "The St. Bernard port is one of the lowest spots on the Mississippi River with the capability of handling project cargoes, plus it has the added advantage of the Chalmette Slip."

The Chalmette Slip, a 1,700 ft. long slack water harbor, allows vessels to operate in calm water while providing deep draft



*A 500-ton reactor unit for Exxon Mobil's Chalmette refinery was one of the project cargoes recently unloaded by Associated Terminals at the Port of St. Bernard. The reactor, which was built in India and shipped from Mumbai, was the single heaviest piece of cargo ever handled by Associated at the Port of St. Bernard.*

*The piece was offloaded to a self-powered crawler vehicle and transported by road to the refinery.*

berthing and immediate access to the Mississippi River. In addition to the Slip, Cy also cites Associated's manpower as a main reason why the company excels at these types of cargo moves.

"We have 10 team members in the

company who have expertise in handling project cargo, each with 10 to 20 years of work experience. This means we understand the logistics and we respond quickly to our customers needs", said Cy.

Last year, Associated Terminals handled more than 12 million tons of cargo at its Mississippi River facilities.

Project cargo represented a small portion of the total tonnage, but great logistical planning and care are required to handle these large, highly valued pieces.

Cy concluded, "We continue to see strong demand for this service from shippers, ocean vessel operators, freight forwarders, and third party logistic companies. The natural advantages of the Chalmette Slip, and the experience that AT provides, has been well received in the marketplace."





# Port of St. Bernard, ConAgra & Associated Dedicate New Warehouse at Chalmette Slip

**R**ibbon cutting ceremonies were held recently at the **St. Bernard Port, Harbor & Terminal District** to dedicate a new bulk cargo warehouse alongside the Chalmette Slip.

The 40,000 square-foot facility, the largest of its kind on the lower Mississippi River, began receiving cargo this fall. It was built to house fertilizer from deep draft vessels and barges. Associated operates the facility as part of its agreement with the St. Bernard Port.

**ConAgra International Fertilizer**, a division of **ConAgra Foods, Inc.** will be the primary customer, with AT and ConAgra having entered into a long-term lease agreement for the facility.

Calling it a "Partnership for Progress," David Fennelly, AT's president, says there was a need for a facility of this type on the lower Mississippi.

"We're very proud to be a part of this project. I'm glad to say that our friends at the Port of St. Bernard had the vision to build such a facility because, as an industry, we're seeing increased volumes of incoming bulk cargoes seeking land-based storage.

"This facility allowed us to form a three-way partnership that will add jobs to the area, bring new cargo through the Port of St.



*Glenn Schexnayder (at left) shakes hands with Brian Harlander, president of ConAgra International Fertilizer. Associated Terminals, ConAgra and the Port of St. Bernard have entered into a long-term agreement that will see increased shipments of bulk fertilizer move through the Port. The companies called the agreement a "Partnership for Progress" at the warehouse dedication ceremony. New shipments began arriving in the Fall.*

Bernard and provide a logistical advantage for our customer."

Glenn Schexnayder, a Sr. Vice President at Associated, said: "Chalmette Slip is the ideal location for this bulk storage facility. It was a bold step to build something that can handle 40,000 tons of cargo, and we feel fortunate to have ConAgra join this venture as our partner."

The new warehouse presents an opportunity for ConAgra to bring additional business to the Port of St. Bernard. In fact, ConAgra executives expect the new facility will afford the opportunity to double the number of bulk rail transfers at the port in 2008.

Glenn also said, "Associated has seen an increase in agricultural products moving through its terminals during the past year and it's a trend that should continue."

Schexnayder says a main reason for the increased fertilizer shipments is related to the added acreage of corn planted to serve our country's burgeoning ethanol industry.



*Associated Terminals held a ribbon cutting ceremony at the St. Bernard port complex to officially unveil a new 40,000 square foot bulk cargo warehouse.*

In addition to the new building, the Port also purchased and installed two 150-foot long, telescoping conveyor systems. These conveyors will be used to transfer cargo from vessels and barges to warehouse, or from warehouse to railcars.

Eric Johnson, a marketing manager at **CSX Railroad**, says he expects the demand for fertilizers to lead to more railcar loadings at the Port of St. Bernard. In fact, he estimated that CSX should handle 1,500 to 2,000 railcar loadings at the Port in 2008.



*Telestacking conveyors speed bulk fertilizer shipments to and from the 40,000 sq. ft. warehouse at the Port of St. Bernard*



## Associated Announces Executive Promotions

**A**ssociated Terminals has promoted seven of its long-term employees. These individuals reflect on the firm's long-held promise: the ability and attitude to accomplish anything for its customers.

"We wanted to bring recognition to this fine group of individuals," says David Fennelly, president of Associated Terminals. "Each of these people have shown great commitment to Associated and to our customers."

"The promotions reflect the contributions they've each made to our team, and to the maritime industry. I am pleased to have all of them as colleagues."

Those receiving promotions are listed below:

**Todd Fuller**, who joined the company in 1998, was promoted to Sr. Vice President. Todd has had operational, sales and business development responsibilities with the company since 2002. Todd's responsibilities will be expanded to encompass operational and sales performance for The Associated Terminals Group of companies.

**Glenn Schexnayder** was promoted to Sr. Vice President of Sales. Glenn joined AT in 1994 and has served the maritime industry for more than 25 years. Glenn will continue to focus on sales and client relations for The Associated Terminals Group of companies.

**Terry May** was named Director of Business



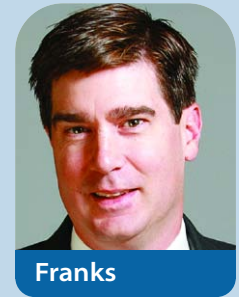
Fuller



Schexnayder



May

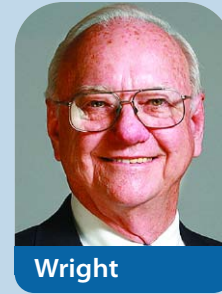


Franks

Development. Terry has more than 25 years of service to the maritime and transportation industries. He leads the marine logistics division at Associated, and will now also expand his focus to include business development.



Hoth



Wright



Thibodeaux

**Zeljko Franks**, manager of Associated's bulk handling operations at the Port of St. Bernard, was promoted to Vice President. Zeljko joined AT in 2002 when the company acquired Gulf Coast Dockside. Zeljko has been in the stevedoring industry since 1997 with experience in sales and operational aspects of bulk and general cargo activities.

**Barry Hoth** was promoted to Vice President. Barry joined Associated in 2002 when the company began operating the general cargo facilities at the Port of St. Bernard. Prior to joining Associated, Barry served as manager of Kaiser Aluminum's import/export activities at the Port of St. Bernard.

**Phillip Wright**, who oversees the company's

Baton Rouge and Port Manchac operations, was promoted to Vice President. Phillip has more than 50 years service in the maritime industry. He joined Associated in 2002 with the acquisition of Gulf Coast Dockside. Phillip maintains a focus on sales and customer relations for these facilities, and he has been instrumental in assisting with the company's recent expansion to Galveston, Texas.

**Ann Thibodeaux**, controller for Associated Terminals and its related entities since 2003, was promoted to Vice President of Accounting. Ann's responsibilities will encompass all accounting functions for The Associated Terminals Group of companies. Ann is a CPA and has more than 15 years experience in accounting and finance.



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