

## **Dockside Chat 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.

### **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.

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 MHSA 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!