

Associated's Largest Gottwald Christened

In April of 2012, Associated took delivery of the company's seventh Gottwald crane. With the project complete and the crane barge ready to be added to the Company's fleet of stevedoring cranes, Associated was excited to name the latest crane the TALLEY-PEREZ after two well deserving team members, Mr. Danny Talley and Mr. Jason Perez.

Both Mr. Talley and Mr. Perez have been with Associated Terminals for nearly 15 years. Mr. Talley joined Associated as a deckhand in 1998 before rising to become an Operations Manager in St. Bernard in 2009. Mr. Perez joined Associated as a Crane Operator in conjunction with the acquisition of International Marine Carriers in 1997 and also was promoted to Operations Manager in St. Bernard in 2009.

Team members, friends, customers and vendors all recently gathered for a christening ceremony held on the riverfront in New Orleans followed by a reception in the Plimsoll Club located at the Westin Hotel.

Speaking at the ceremony, Todd Fuller, President, shared with the audience how both of these individuals exemplified the company's motto. "Danny and Jason truly embody "the Ability and Attitude to Accomplish Anything". They have done an outstanding job of leading our St. Bernard operations team. The tremendous growth and success of our St. Bernard Operation would not be possible without their guidance and leadership." Mr. Fuller continued, "Several years ago, I can recall Danny, Jason and a few team members going to our Galveston terminal to continue discharge operations from a vessel, so their Galveston colleagues could have the shift off to attend the scheduled year end holiday party. This was something these gentlemen volunteered to do unprompted and is just one example of many where they went above and beyond for their colleagues, our customers and for this company."

This latest investment has the distinction of being the company's first 8400B model Gottwald, which provides additional capacity over the last several 6400B model cranes constructed by Associated. This project also included the fifth barge built for Associated by Conrad Industries. The delivery of the TALLEY-PEREZ also marks the fourth year in a row that Associated has added new equipment to its fleet of stevedoring cranes. Associated Terminals is committed to provide its customers with industry leading equipment, which is evidenced by the significant reinvestment in new assets that has

taken place over the past several years.