



SPRING 2014

# ASSOCIATED

News & Updates from Associated Terminals

# WIRE



Associated Terminals Completes

# Fleet Modernization

Associated Terminals welcomed the company's eighth Gottwald crane, the T. May, to its fleet with a christening on the riverfront at Woldenberg Park in New Orleans. While a driving rainstorm interrupted the festivities and drove the crowd inside to complete the ceremony, it did not dampen the spirits of Senior Vice President Terry May for whom the floating crane was named. May, a 35 year veteran of the marine industry, has been part of the Associated Terminals team for over twelve years and is responsible for sales, marketing and logistics. At the event, he thanked a list of people who influenced his career and life including his colleagues, mentors and family members. "When friends are doing business together, there are so many good days and so very few bad ones," stated May. *Continued on page 2*

*Right: Terry May and his family at the christening of the T. May.*



LIKE ASSOCIATED TERMINALS ON





by **Bill Sullivan**  
Vice President of Sales & Marketing

**In the fall of 2005, Associated Terminals expanded its services and locations to a new midstream operation located at mile 56**

**on the Lower Mississippi River, which was focused on the movement of grain cargoes.** The new operation was named Associated Grain

Terminals and utilized the Myrtle Grove Midstream Terminal (MGMT) to load grain cargoes. The facility was located 35 river miles "below" Associated Terminals' location in St. Bernard.

In retrospect, it's hard to imagine that in the recent past Associated Terminals identified itself by service or location, such as grain, bulk, or general cargo stevedoring. The company has expanded to 11 locations and operates along more than 175 miles of the Lower Mississippi River, from mile 56 to mile 233. This distance does not include the West Canal with in-plant dock, stockpile and marine operations. We continue to grow our operational footprint as we expand and enhance the services we provide to our customers. The opportunities to market our coordinated services continue to grow.

#### **A few examples of the coordinated services include:**

- Bulk and general cargo jointly discharged from vessels
- Midstream and rail crews handling cargoes of fertilizer and grain by-products to and from barge
- Associated Terminals' Baton Rouge location loading rice cargoes that move in Associated Marine Logistics barges to the MGMT
- Globalplex vessels taking bulk cargoes to storage, while midstream cranes load barges
- Cranes based in Reserve and Associated Terminals St. Bernard travelling to support various operating locations
- Dock operations loading containers with grain by-products received by barge

The inter-connectivity of our locations and operations makes us the most dynamic and capable service provider on the Lower Mississippi River. We could only achieve this with the dedicated men and women who focus on being a team. We have shown through our efforts that, by working together, we can achieve anything for our customers.



Russell Knight passing the T. May at Mile Marker 86 on its way to its new home in Trinidad and Tobago.



Oiler Cory Diodene and Rig Manager Carey Boudreaux review maintenance schedule aboard the T. May.

The T. May went into service on October 4th, where it unloaded barite at Meraux fleet. The floating crane Rig Manager Carey Boudreaux stated, "My crew and I are enjoying working on the T. May. We are looking at a bigger crane than the conventional model, Russell Knight, where I previously worked. As a team, we are focused on working together safely and are proud of our rig and strive to keep it clean. A nice, orderly environment is important to us."

With the addition of the T. May, Associated Terminals has completed its program of replacing conventional equipment with Gottwald models. The company's last conventional cranes, the Russell Knight and the Kristin J., have been divested.

"This is another important milestone for Associated. We have invested a substantial amount of capital during the past several years to completely replace our fleet of floating cranes. This investment has dramatically increased our capacity to continue to serve our customers, while providing our team with the safest and most modern equipment available to our industry," stated Chief Financial Officer Kevin Tartleton.

The T. May is identical to Associated's floating crane, the Talley-Perez. The Gottwald 8400B crane is mounted on a heavy load deck barge built by Conrad Industries of Morgan City, LA. The barge measures 250 x 72 x 12 feet. On the barge are two deck generators, each generating 135 kw to power the floating crane. The crane's largest bucket has a capacity of 63.5 cubic yards. The company is utilizing Anvil attachments for the T. May.

# GLOBALPLEX PURCHASES

## SPECIALIZED EQUIPMENT

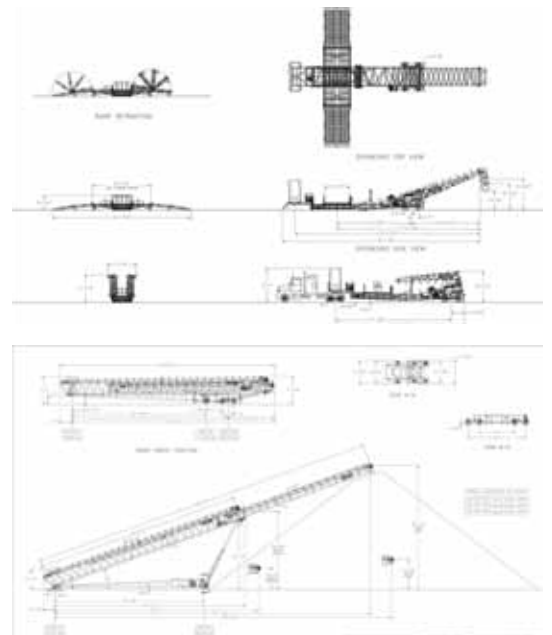
### TO MEET CUSTOMER NEEDS

**A bag buster, a telestacker and a razor tail are being added to Associated Terminals' equipment inventory at Globalplex to increase the efficiency of cargo handling at the facility.**

The bag buster was designed in response to requests from end users who would prefer to handle commodities in bulk form rather than in super sacks. Associated Terminals' team members Brian Harden and Barry Hoth designed the piece of equipment. Senior Operations Manager Kerry Robertson engineered and drew the equipment on AutoCAD, then purchased the equipment.

The bag buster allows for super sacks to be broken and emptied in a safe and efficient manner, removing the manual element of busting the bags. After the covers are taken off of the barge, the bag buster bar is set across the hopper barge opening. The spreader bar with bags attached is lowered onto the cutting blades, penetrating the sacks and releasing the cargo. Seven super sacks can be cut at one time.

The company has ordered a telestacker and a razor tail which are due for delivery mid-summer. The telestacker measures 170 feet long with a razor tail which will allow for two trucks to dump simultaneously for ship and barge loading. Together, these pieces of equipment will serve as a portable shiploader and allow for land-based stacking in open storage as well as in the company's state of the art warehousing facilities.



Above: Sketches of the telestacker and razor tail.

“This additional investment in equipment further validates our commitment to provide customized solutions to meet the cargo handling needs of our customers. As the Globalplex facility increases its infrastructure, this vital support equipment is essential to ensure the full utilization of the Port's assets,” stated President Todd Fuller.



Above: The bag buster going into service at Globalplex.

Right: Super sacks being lowered onto the bag buster.





Turn Services' towboat M/V Omaha approaches the MGMT with three barges of corn.

# MGMT

## REACHES RECORD VOLUMES

**The First Quarter of 2014 has been a busy time for Associated Grain Terminals in Myrtle Grove.** Increased volumes of commodities such as corn, soybeans and grain by-products are being handled at the midstream location. Factors that have contributed to this rise in volume include utilization of the MGMT by independent grain interests looking to secure their own elevation along the Mississippi River, as well as increased utilization by large international grain trading companies who own and operate their own grain elevators.

Forecasts indicate that 2014 will remain busy since many of the shippers that Associated Terminals supported during the 2013 harvest are anticipated to utilize the MGMT in the fall of 2014.

“Due to the MGMT’s location, flexibility of schedule and the fact that we can perform the same critical services as a land-based elevator, including automatic sampling, FGIS grading at our on-site lab and USDA certified weights, we believe we offer the most comprehensive, independent shipping solution. We are proud of Perry Becnel and his team at Myrtle Grove who have performed this work for our customers without incident in 2014,” stated Vice President Bill Sullivan.

# CARGO FOCUS: CORN

## Corn (or “maize” as it is known throughout much of the world) is truly an American crop.

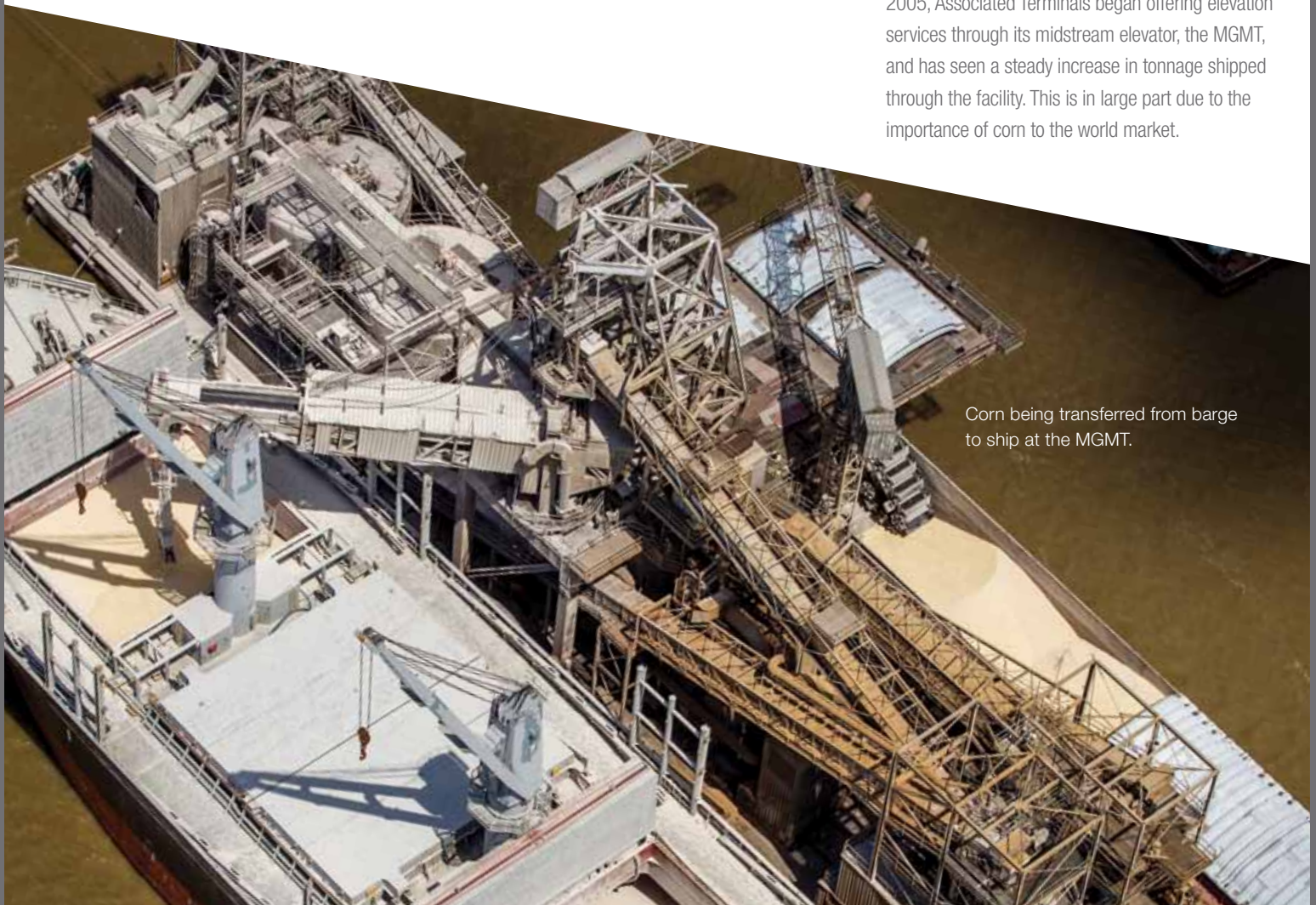
Corn was developed and domesticated from native grasses in Central America, most likely Mexico, sometime between 10000 BC and 5500 BC. The natives called their corn “mahiz” and that is where the globally used name for corn was derived. The word “mahiz” means “that which sustains us.” Historians generally agree that Christopher Columbus introduced corn to Europe upon returning from one of his first two voyages.

As important as corn was for the Native Americans, it was also crucial to the survival of the first European settlers and was present at the first Thanksgiving in 1621 at the Plymouth Plantation. As Europeans moved West and South in the U.S., they brought corn with them to sustain their families and communities. It was an important commodity in the growing economies for local and domestic trade. The trade was based “per bushel,” which equals 56 pounds of shelled corn.

The United States is the world’s top producer of corn growing roughly 275,000,000 tons, which is 32% of the world’s corn crop. While most states grow corn, the majority is grown in Iowa, Minnesota, Nebraska, Illinois, South Dakota and Indiana. The U.S. exports approximately 20% of its corn crop. The leading importers of U.S. corn are Japan, Mexico and the Republic of Korea (South Korea). Taiwan, Egypt and the European Union are also significant buyers of U.S. corn.

Although many first think of “corn on the cob” (Sweet Corn) or “popcorn” (Flint Corn) when they think of this crop, the majority of corn grown is Dent Corn, which is used as feed for animals and cannot be digested by people without being processed. Ethanol and sweeteners are also commonly associated with corn. Their by-products contain proteins and amino acids, which are used to supplement livestock and poultry diets. Other uses of corn include bio plastics, packing materials, insulating materials, adhesives, chemicals, explosives, paint, paste, abrasives, dyes, insecticides, pharmaceuticals, organic acids, solvents, rayon, antifreeze and soaps. Seventy-five percent of all items found in grocery stores contain corn or come from animals that were fed corn.

As the global human population continues to grow, there is an increasing need for U.S. corn exports. Barge carriers on average move over 30 million tons of grain to the Lower Mississippi River for export, much of that being corn and its by-products. In 2005, Associated Terminals began offering elevation services through its midstream elevator, the MGMT, and has seen a steady increase in tonnage shipped through the facility. This is in large part due to the importance of corn to the world market.



Corn being transferred from barge to ship at the MGMT.

# ATSB UPGRADES RAIL CONVEYER SYSTEM

As part of its ongoing maintenance program, Associated Terminals of St. Bernard replaced the transfer belt conveyor under the rail track in the car dump.

The old conveyor was inherited in 2002 when Associated Terminals began operating the Chalmette Slip. It was a standard angle iron and channel frame with three individual receiving hopper/feeders, drum type pulleys and 20 degree troughing idlers. The new "Superior" brand conveyor incorporates welded steel frames in 12 foot sections assembled to 48 feet in length, which are galvanized for long life with neoprene coated 35 degree troughing idlers and full contact rubber skirt boards from end to end.



Left: New conveyor arrives for installation. Above: Installation of the conveyor system.



The tail pulley is a CEMA chevron wing type. The drive pulley is herringbone lagged with a Superior "Exterra" primary belt cleaner and turns the carrying belt at 500 fpm with a rated capacity of 300 tons per hour. All safety guarding for moving parts are included.

The general contractor on the project was Bob Doll, Regional Manager for McCourt and Sons. McCourt and Sons supplied the conveyor equipment. 5 Point Industry Services, LLC performed the installation.

Dan Fredricks, Maintenance Logistics Manager at Associated Terminals, stated: "This project, coordinated between Associated Terminals' operations and maintenance departments at St. Bernard, went off on time at 7 a.m. on the 9th of April and was completed ahead of schedule on April 15th. With the fertilizer season coming into the most active time of the year, it was important to our customers to conclude this upgrade in a timely manner. It was a great success!"



Left: Arc Executive Director Cliff Doescher and, Arc Volunteer Polly Campbell present Associated Terminals' team member Leroy Mack with Appreciation Award.



## ASSOCIATED TERMINALS PARTNERS WITH ARC

Associated Terminals was recently presented with a special recognition award at the Arc of New Orleans Annual Awards Banquet. Associated Terminals' team member Leroy Mack accepted the award on behalf of the company. This appreciation award was given in recognition of the support Associated Terminals provided through corporate giving and volunteering on special projects. Arc serves adults 18 and older with intellectual and physical disabilities that delay their development and ability to function in society at their fullest potential.

Associated Terminals presents donation to Arc at United Way luncheon. Pictured from left to right: Associated Terminals President Todd Fuller, Arc Volunteer Polly Campbell, Arc Project H.E.L.P. Director Glenda Dickinson, Associated Terminals Senior Vice President Zeljko Franks and United Way Director Gary Huettmann.



**3**  
YEARS

**D/B Glenn S** Pictured from left to right, Front Row: Brad Wintz, Jules Edler, Murphy Petit, Aaron St. Pierre and Derrick Kador Back Row: Donald Bertrand, Brandon Johnson, Joseph Borne, Timothy Zeringue, RaJone Cammon, Michael Juneau, Scott Labit and Juan Rodriguez Not pictured: Faron Freeman, Derek Grice, Danny Talley Jr. and Edwin Florent



**3**  
YEARS

**1**  
YEAR

D/B Talley-Perez  
AME Maintenance  
ATSB General Cargo  
ATSB Rail  
D/B Attitude

# SAFETY

## MILESTONES

**2**

YEARS

D/B T. Lange  
Globalplex

**D/B K. Robertson** Pictured from left to right: Rig Manager Brian Deslatte, Shawn Mcnab, Sheldon Patrick, Bobby Blanchard, Craig White, Scotty Assavedo, David Naquin, Forrest Russell, Chad Bertoniere, Joshua Henderson, Todd Doucet, Brandon Bailey, Kevin Becnel, Bruce Warner, Brian Dettwiller and Sam Wyatt Not pictured: Zachary Wilson

## ASSOCIATED TERMINALS UNVEILS FOCUS 12



Team members participating in daily morning safety meeting at ATSB.

“The response to the 12 initiative has been fantastic. The emphasis on a comprehensive safety culture truly shows AT’s commitment to the health and well-being of our team,” stated Vice President Tony Collins.



**FOCUS**  
**12**

Focus 12 is a company-wide campaign created to challenge the company’s team members to stop and think about safety every second of every hour and to realize what’s really at risk if they are injured at work. Everyone at Associated has been asked to promise to: “Focus on safety for our families and our coworkers.” At Associated Terminals, Focus 12 is more than a slogan. Visually, signs and reminders are posted at all of our locations and on our equipment. Verbally, it is discussed daily in safety meetings.



**Associated Terminals, LLC**  
1342 Highway 44  
Reserve, Louisiana 70084

## 2014-2015 ASSOCIATED EFFORTS' CAROL BALLARD SCHOLARSHIP

Associated Efforts is pleased to announce this year's recipients of the Carol Ballard Academic Scholarship. Recipients were awarded up to \$2,000 for the Fall 2014 - Spring 2015 academic year to be used at an accredited university or community college. Named in honor of Carol Ballard, Associated Terminals' first employee, who passed away in 2009, the scholarship was created in her memory to reflect her sense of giving for the children of employees of Associated Terminals.

**Brittany Walker** Daughter of Frankie Walker  
**Caroline Thibodeaux** Daughter of Ann Thibodeaux  
**Lauren Thigpen** Daughter of Eric Thigpen  
**Andrew Labit** Son of Scott Labit  
**Gregory Vicknair** Son of Chip Vicknair  
**Alyssa Evans** Daughter of Emile Evans

## SPOTLIGHT ON 2011 RECIPIENT AMANDA WALKER



### Dad's famous last words, "It's going to be worth it!"

Amanda Walker, a two-time recipient of the Carol Ballard Academic Scholarship, is the daughter of Frankie Walker who has been a team member at Associated Terminals for 17 years. Amanda studied nursing at Delgado Community College and Pearl River Community College while working full-time. She points to her family's support as a reason for her success. "I don't know how I would have made it without the support of my mom and dad. When I was overwhelmed, Dad would often remind me of how proud he was. He would tell me when I reached my goal and working as a nurse caring for others, I would realize in retrospect, that the hard work and sacrifices were worth it," stated Amanda.

*Above:*  
Amanda Walker,  
Frankie Walker  
and Brittany  
Walker at the  
christening of the  
floating crane  
F. Walker.

Since receiving her associate's degree in nursing, she has been employed as an ICU Nurse at Tulane University Hospital and Clinic and Slidell Memorial Hospital. In addition to working the 7 p.m. to 7 a.m. shift, she is enrolled at the University of Louisiana - Lafayette where she is pursuing a Bachelors of Science in Nursing. Amanda loves working in the demanding atmosphere of the Intensive Care Unit. She stated: "I love the challenge of having a thousand things going on at once. It is important to remain calm and in control for the sake of the patient and the family."

Amanda feels honored to have received the scholarship from Associated Efforts. "I grew up around Associated Terminals and have such wonderful memories of Ms. Carol. She was always so sweet to my sister and me. I think that she would be happy that we have both received this scholarship named in her honor," she stated.