



Associated Leadership Transition Announced

Associated Terminals recently announced the promotion of Todd Fuller to President of the company. Mr. Fuller began his career with Associated Terminals more than 12 years ago as a logistics coordinator and rose through positions of increasing responsibility throughout this period.

Company founder David Fennelly stated, "Over the past two years, Todd has taken on a steadily increasing level of authority and responsibility for the overall management of the company. He has excelled through an extremely challenging period for the maritime industry and has played an integral role in positioning the company for continued success."

David Fennelly will take on the title of Director of Associated Terminals and continue as Director of Turn Services, AT's sister company involved in barge fleet, shifting, and cleaning. Gary Poirrier, Senior Vice President of Associated Terminals and Director of Turn Services, will also serve as a Director of Associated Terminals.



Todd Fuller, President of Associated Terminals

Colleagues gathered for the announcement where David Fennelly and Gary Poirrier shared the news. Mr. Fennelly spoke of how, in the early days of Associated Terminals, he came to know Todd Fuller. "Years ago, with only a handful of employees, I used to deposit the receivables checks in the bank next to our office. Todd happened to be working there while attending LSU. We became friends over time, and while Todd was visiting our office one day, he said, "I may just work for this company one day." As of

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Fifth & Sixth Gottwald Cranes Christened

Associated Terminals is in the midst of another busy year for capital expenditures, taking delivery of two new floating cranes. In a slight departure from recent christenings, the company held two ceremonies on-site, the first at the Port of St. Bernard and the second at the Port of South Louisiana's Globalplex facility for the employees of each location.

The first Gottwald crane delivered in March was christened the K. ROBERTSON in honor of Senior Operations Manager Kerry Robertson. Mr. Robertson has been part of the Associated Terminals team

for nearly a decade joining the company upon the acquisition of Gulf Coast Dockside. Mr. Robertson's responsibilities include terminal operations and special projects.

David Fennelly, Director, provided the dedication of the crane to such a deserving team member. "Kerry is a great example of the "Ability and Attitude to Accomplish Anything." Whether it is managing an unloading operation in Theodore, AL or Corpus Christi, TX, overseeing construction projects or installing buoy systems and barge fleets, Kerry is the go to



(left to right) – Kerry Robertson and Frankie Walker.

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Dockside Chat

By Kevin Tarleton
Chief Financial Officer

As we look to the second half of what has been an extremely busy year, it appears that there is no letup in sight. Our volumes continue to be strong and we are on pace to exceed our previous record tonnage levels. While our volumes have varied significantly over the past several years, one thing has remained the same – our continued investment in our future by adding new floating cranes. We have literally reinvented our company with the addition of six Gottwald cranes over a span of less than four years.



While 2011 will be another active year for Associated Terminals in terms of cranes and equipment investment, we turn our attention to further investing in our most important asset – our people. We started the year by kicking off a 12 week company weight loss challenge. Employees attended weekly seminars where they received information regarding proper nutrition and healthy lifestyles.

Next we added a twist to our recent leadership forum where for the first time we invited outside guest speakers to make presentations to our managers on a variety of topics ranging from wellness and fitness to techniques for managing, identifying and counseling people battling addiction.

Our most important initiative of the year was also unveiled recently, which is formal leadership training program. The decision to implement this training program was based upon the desire of team members throughout the organization to obtain more structured feedback regarding performance. Our goal is to provide our managers with additional tools that will allow them to be as successful as possible managing their departments and providing people with as much feedback as possible.

The present business environment presents many opportunities for growth. Capitalizing on these opportunities will require a team that has the right tools at their disposal. We are committed to invest the necessary resources to continue to develop the best team with the best equipment providing the best service available in our industry.

New Cranes Christened

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guy and the person that we can truly rely upon.”

The second Gottwald crane delivered in July was christened the F. WALKER in honor of Senior Operations Manager Frankie Walker. Mr. Walker has been with Associated Terminals for more than 14 years. He joined the company as a Ship Supervisor and today serves as Senior Operations Manager responsible for all stevedoring and terminal operations.

“Frankie is someone that our team relies upon greatly. His knowledge and experience are invaluable assets to our company,” stated Todd Fuller, President. “Frankie has played a key role not only managing our various operations, but also training and developing many of our operations team. He is a great example of the loyalty and commitment that make Associated Terminals a success.”

The K. ROBERTSON and F. WALKER are Associated Terminals’ fifth and sixth Gottwald cranes constructed during the past four years. The two cranes and barges are identical to the crane barges, ABILITY and ATTITUDE, which were christened in March of 2010.



K. ROBERTSON transloading cargo at mile 86.5 AHP.



F. WALKER transloading cargo at mile 136 AHP.



Todd Fuller Promoted to President of AT

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today, he has risen to lead what has grown to be a sizeable organization."

Commenting on his recent promotion, Mr. Fuller stated, "I am extremely humbled that David and Gary have chosen me as the person to lead Associated Terminals. They have developed an excellent management team that I am fortunate to work with as we continue the success that began when the company was founded more than 20 years ago."

Gary Poirrier also shared, "This promotion is a well-deserved recognition of Todd's achievements within our company and the industry. David and I are proud to officially pass this leadership position to such a deserving and qualified individual and have complete confidence in Todd's ability to successfully lead Associated Terminals into the future!"



(left to right) – David Fennelly, Todd Fuller and Gary Poirrier.

Associated Announces Corporate Promotion



Associated Terminals is pleased to announce the promotion of Thomas Cagle to Director of Team Safety. In his new position, Mr. Cagle will be responsible for providing support to operations for the Reserve, Globalplex and Baton Rouge locations.

Tommy joined the company's Myrtle Grove Midstream Terminal location in November 2005 as an Equipment Operator and most recently served as a Superintendent. Prior to joining the Associated Terminals family, Tommy worked as a teacher for five years with the Plaquemines Parish School system.

Associated Terminals is excited to have someone with Mr. Cagle's combination of operational and teaching experience join the Safety Department.





Safety Achievements Honored

Associated Terminals is pleased to recognize three departments which have recently reached noteworthy safety milestones.

Representing 258,500 man hours without a recordable incident, the **derrick barge Kristin J** (1 year, 48,500 man hours), **Associated Terminals of St. Bernard General Cargo** (2 years, 168,000 man hours) and **Associated Terminals of St. Bernard Maintenance** (2 years, 42,000 man hours) were all recently presented a plaque commemorating the achievement as well as individually monogrammed hats and coolers.

“There is a great deal of hard work associated with reaching these milestones,” Brett Schneider, Corporate Health, Safety and Environmental Manager pointed out. “These team members should be proud of their contribution to further the safety culture of our company.”



ATSB Maintenance Crew (top row from left to right) - Ronald Harper, Brent Blankenship and David Mayeux. (middle row from left to right) - Jared Ridgel, James Rayford and Leonard Reynolds. (bottom row from left to right) - Richard Boyington and Joseph White.



ATSB General Cargo Crew: (left to right) – Leon Davis, Steve McConnell, Monica Tate, Izell Williams III, George Harris, Phil Trentacosta, Antonio Verrett, James Young, Derrick Smith, Charles Cooper, Norman Evans & Jeffery Richson.



Kristin J Crew: (left to right) - Michael Wolfe, John Abt, Faron Freeman, Daniel Donaldson, Blaine Roth, Roberto Garcia, Darnell Smith, Kedric Riggins, James Abt, & Ashley Wolfe. (not pictured) - Tim O'Brien, Tim Abt, Ronnie Miller, Joe Thompson, Chris Holmes, Jordan Lee, Jimmie Walker, Troy Breaux, Shane Nichols & Robert White.



Finger Pier Construction Underway at Globalplex



A 3D artist rendering of new finger pier downriver from the existing general cargo dock.

Earlier this year, construction commenced on a dock extension at the Port of South Louisiana's Globalplex facility. The 65 ft. wide by 700 ft. long new finger pier will be adjacent and downriver from the existing general cargo dock. This expansion will allow the Globalplex facility to have two Panamax size vessels in berth simultaneously.

The addition will significantly increase the number of vessels able to be serviced by the Globalplex facility and ultimately the throughput tonnage handled at the Port of South Louisiana. Continental Construction is the general contractor on the \$22 million project, which is expected to be completed during the first quarter of 2012.

Globalplex is located at mile 138.6 AHP on the Lower Mississippi River. The facility is comprised of four warehouses, extensive open lay down areas and a deep water dock equipped with two gantry cranes. Associated Terminals has a long term lease and operating agreement at the terminal which is staffed with 18 full time employees.

The Globalplex Intermodal Terminal offers shippers services such as automated cargo bagging, ocean container stuffing, general cargo unloading, cargo transfer from ocean container to barge and transloading of bulk products. The facility enjoys adequate space to accommodate additional covered storage and warehouse buildings as needed by customers.





Investing in Associated Terminals' Leaders

Leadership Forum and Training Strengthening Associated Team

Associated Terminals held its most recent leadership forum in Kenner, LA. During the two sessions, managers and supervisors from all locations obtained updates and current information regarding the company's key performance initiatives.

Todd Fuller, President of Associated Terminals stated, "This is a great step for our company. Continuing the development of our managers and providing them with an excellent foundation to effectively manage will better position Associated Terminals for future growth and success."

Regular agenda topics included operations, marketing, financials, safety statistics, 2010 accomplishments and 2011 ongoing projects and goals. For the first time at a leadership forum, guest speakers were brought in to discuss the upcoming leadership training and employee health & wellness.

Associated Terminals will be conducting leadership training for all supervisors and managers beginning this summer. The program consists of multiple courses that are focused on strengthening and enhancing the leadership skills of the Associated Terminals team. This initial training program will conclude in the early fall of 2011.

A corporate training and development firm has been engaged to develop and instruct the leadership training program for Associated Terminals. This firm is dedicated to equipping workers with the people skills and personal values that enable them to achieve the goals of their company.



Guest speaker, presents creative leadership direction to the audience at Leadership Forum.

AT Long-Term Colleagues Recognized

Two Associated team members received special recognition in honor of their service to the company. Ricky Waguespack and Jason Pape celebrated 10-year anniversaries with Associated Terminals.

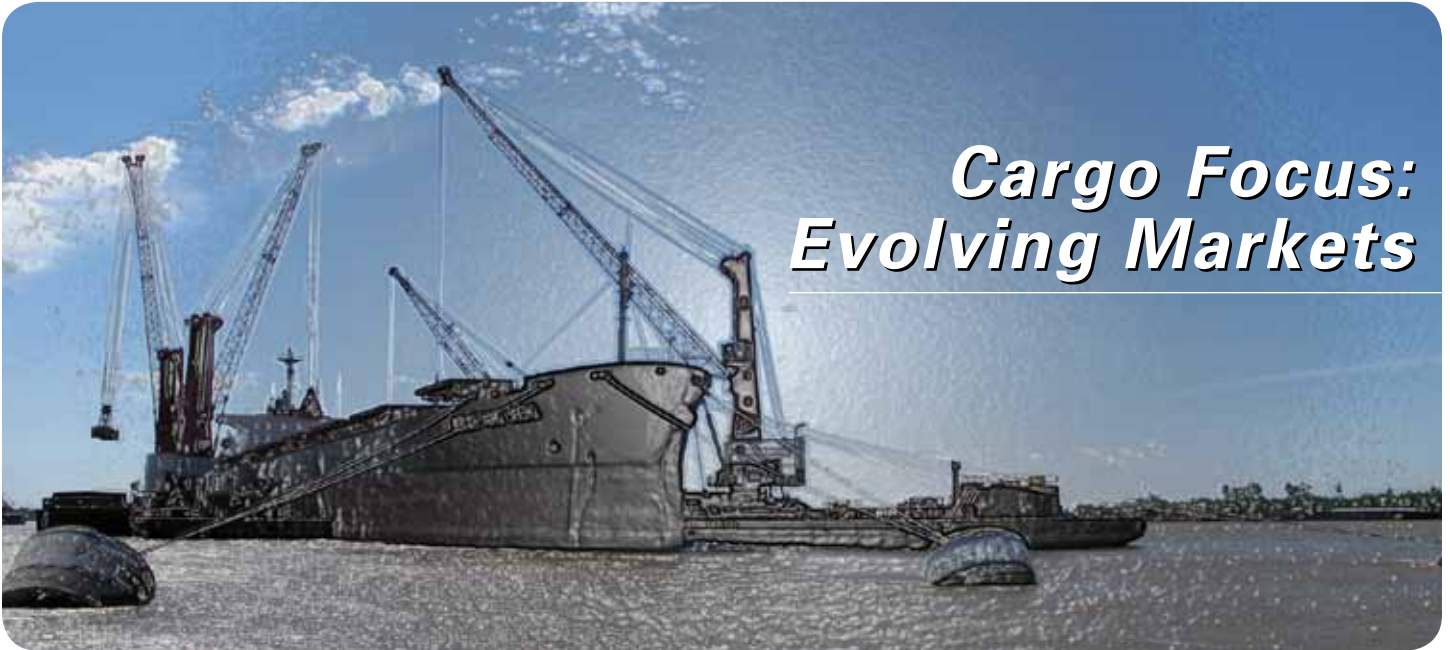
It is individuals like this that reflect the firm's long-held commitment of ***"The Ability & Attitude to accomplish anything for our customers."***



(from left to right) - Ricky Waguespack, David Fennelly and Jason Pape.



Cargo Focus: Evolving Markets



Except for periods of major flooding, like the first half of 2011, most Americans don't think much about the Mississippi River and its affect on their lives, but this major river system has and continues to influence the industrial and agricultural development of this country.

Over the years, the types of cargo have evolved from primarily agricultural (prior to the 20th Century) to a combination of industrial and agricultural commodities. The ports of the Lower Mississippi River and the Gulf Coast, acting as the primary intermediate transfer point for these commodities between the U.S. mainland and the rest of the world, have experienced these changes and have reacted through the development of different facilities and capabilities.

Before the industrial development of the 20th Century, the primary ports in this area were tasked with the efficient handling of agricultural commodities, primarily for export. Cotton was one of the main commodities moved through the Lower Mississippi River, as well as timber and some other agricultural products, and these ports developed infrastructure for the transfer and storage of these products from the river barges of that time to sailing and steam powered vessels destined to points all over the world.

As industrial development spread over the U.S. and the rest of the world, other commodities became crucial in the building of this capacity. Primary metals, such as steel and aluminum, were demanded in ever-increasing quantities to supply the need for automobiles, appliances, and the other new technological innovations that characterized the industrial development of this country. As the availability of feedstocks needed to supply these plants—iron ore, furnace coke, ferro-alloys, bauxite, and the like—were either consumed or did not exist in sufficient quantities in this country, more and more of these commodities were found in other parts of the world and transported here. River barge capacity was developed to efficiently handle these

new commodities, and the Gulf Coast ports had to adapt from primarily export operations to a combination of diverse cargoes being exported and imported. In the meantime, development throughout the world meant that a higher standard of living was developing in other countries as well, and the bountiful agricultural riches of the U.S. were exported in increasing quantities to help “feed the world”.

These evolving markets continue to the present time, as exhibited by a number of different cargoes. As electric arc furnaces became the efficient and preferred method of steelmaking, the need for iron ore, used by the older integrated steel mills as a feedstock, became much less prevalent, and today, through the Lower Mississippi River, this cargo's share of the import market has dropped from 4.6 million tons in 2005 to a little over 500,000 tons in 2010. New cement plant development in this country has reduced the need for imported Portland cement from over 5.0 million tons in 2006 to less than 100,000 tons in 2010.

On the positive side, demand for electricity continues to grow in the developing nations, and their need for feedstock for their growing steel industries have led to a substantial growth in exports of U.S. domestic coals over the past 12 months, because of their reliability of supply and quality. On the agricultural side, fertilizer production has grown all over the world in the past few decades, primarily in countries that have large natural gas deposits, and all types of fertilizers are imported through the Lower Mississippi River to help the U.S. farming industry grow corn, soybeans, and other foodstuffs in ever-increasing quantities.

These markets for different commodities, both import and export, will continue to evolve as the U.S. and global economies develop to meet the needs of our changing world, and you can be assured that the ports of the Lower Mississippi River and the U.S. Gulf Coast will be prepared.



ASSOCIATED TERMINALS, LLC

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News & Updates from Associated Terminals

The Carol Ballard Academic Scholarship Program

Associated Terminals' nonprofit charity, Associated Efforts, is pleased to announce the recent recipients of the Carol Ballard Academic Scholarship. The program awards annual scholarships of up to \$2,000 for the Fall 2011-Spring 2012 academic year to be used at an accredited university or community college.

Associated Efforts is proud to support the children of our colleagues listed below that were awarded scholarships.

Korin Adams	Daughter of Stephanie Adams
Breanne Bourgeois	Daughter of Michelle Bourgeois
Kai Pipsair	Son of Donna Pipsair
Erica Estopinal	Daughter of Linda Estopinal
Harley Scioneaux	Son of Claire Scioneaux
Terry Remondet	Son of Dawn Remondet
Hannah Stewart	Daughter of Steve Stewart
Amanda Walker	Daughter of Frankie Walker

