



## 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



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## Dockside Chat

By Jeff Norgress  
Vice President Risk Management

Having joined the Associated Terminals team more than six months ago, I have been impressed with the Company's commitment to lead the industry from a safety and risk management perspective. This is evidenced by the BOOM (Behavioral Observation and Onsite Management) program designed and implemented five years ago.



The basis of this program is recording proactive safety efforts by our team in the field. We have been

able to establish a strong correlation between these proactive efforts and a reduction in recordable incidents. In fact, due to our team's commitment to put safety at the top of our priority list, I am proud to say that our safety statistics significantly exceed all industry averages.

The other cornerstone of Associated Terminals' commitment to safety is the substantial investment in new equipment over the past several years. We have undergone a thorough design process for every aspect of our equipment with the goal of creating the safest environment as possible for our team.

A custom tailored safety program coupled with significant investment in safe industry leading equipment demonstrates that we hold ourselves to the highest standards in our industry. This commitment to our team and our customers, to provide the safest work environment, the best training and most modern fleet of equipment is another great example of our motto, "The Ability and Attitude to Accomplish Anything."

# TALLEY-PEREZ 8400

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The TALLEY-PEREZ on the Lower Mississippi River in downtown New Orleans.

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.



(from left to right) – Karen Perez, Jason Perez, Danny Talley and Jane Talley.



# Associated Loads Capesize Vessel in Myrtle Grove

The surge of export coal through the U.S. Gulf continues and as a result, transloading companies like Associated Terminals have seen a significant increase in this business over the past eighteen months. New midstream cranes have been added, existing land-based terminals have announced expansions and new terminals are being built in the Lower Mississippi River corridor to handle this new opportunity.

Associated Terminals' berth in Myrtle Grove provides shippers the ability to load Capesize vessels of up to 1,150 feet in length at a location that provides significant economic advantages compared to alternative locations. The proximity of this berth to the mouth of the Mississippi River allows shippers to negotiate the best possible ocean freight rates, as all Capesize vessels come into the Mississippi River in ballast and want to load at a berth as far south on the river as possible to minimize their port costs and steaming time.

The barge shifting service for this berth is provided by Associated's sister company, Turn Services, which operates an adjacent 200 spot barge fleet. The combination of Turn's large fleet capacity and fleet boats on site allows Associated to provide expedited loading of these large vessels.

Associated loaded the capesize vessel, M/V Pacific Creation, which was completed on May 13, 2012. Using three of its high capacity Gottwald cranes—the K. ROBERTSON, the T. LANGE and the ATTITUDE—Associated was able to complete loading in excess of 120,000 metric tons in less than three days!

The ability to load capsize vessels by Associated Terminals and supported by Turn Services provides coal shippers with a competitive option to continue large scale movements of export coal through the Lower Mississippi River versus alternative locations.



*The K. ROBERTSON, the T. LANGE and the ATTITUDE load the M/V Pacific Creation at mile 56 AHP on the Lower Mississippi River.*



# Celebration of Dedication to Associated Terminals

**A**ssociated Terminals presented a 15-year award to a dedicated team member and long time employee, Larry Knight, Corporate Asset Manager. The occasion was celebrated over lunch by a gathering of employees.



*(from left to right) – Tom Lange, David Fennelly, Todd Fuller, Larry Knight, Terry May, Gary Poirrer and Kevin Tarleton.*

Mr. Knight began working with Associated in 1996 with the lease of the first floating crane, the "GONZO", at a time that the company was still in its infancy. In April of 2000 he was honored as co-name sake for a Manitowoc Model M2250, the RUSSELL KNIGHT.

"Larry's long-standing dedication, commitment and attention to quality have been indispensable to Associated Terminals and have greatly contributed to the enduring success of our company," stated Todd Fuller, President.

It is the commitment of team members like Larry Knight that have secured Associated Terminals' position as the industry leading stevedore operating on the Lower Mississippi River.

## ATSB Long-Time Employee Retirement

**R**on Harper's long career with Associated Terminals has come to a close with his recent retirement. He will be missed, as he has been a team member since AT began operating at the Port of St. Bernard.

Ron began his career as an electrician in the early '60s, going to school and working nights. Ron attended United Electronics in Birmingham, Alabama while working the night shift at the Nifty Paper Company. Ron

later became an Electrician at Avondale Shipyard learning the marine-industrial side of electronics with hands-on training for 8 years. This led to a position with Progress Electric. During this time Ron also supported his country as a member of the Army Reserves.

Ron and his wife of now 48 years, Sandra Harper were married in July of 1964. They have a daughter Angela and 2 grandsons, age 11 years and 15 months.

Progress Electric, a marine service company, was a vendor used by Ryan Walsh Stevedoring to perform electrical repairs to their stevedoring and marine equipment. Management at Ryan Walsh recognized Ron's abilities and hired him to work at the New Orleans Public Bulk Terminal in 1981, bringing Ron "Full Ahead" into the marine and stevedoring industry. After 31 years of dedicated service and outstanding accomplishments, 10 of these years with Associated Terminals, Ron decided it was time to relax and enjoy more quality time with his family.

Ron is still active in the business; when questions arise he is there at the phone lending an ear and giving advice to all his friends in our company. Anyone looking to catch up with Ron can usually find him at the Athletic Club in Slidell twice a day. However if you're going in the morning, don't wait too late, as he is still an early riser and go-getter. Everyone who knows Ron would expect nothing less!



*(from left to right) – David Fennelly, Zeljko Franks, Ron Harper and Todd Fuller.*



## New Office Building for St. Bernard Team

**A**ssociated recently moved their St. Bernard office into a newly renovated office located on the grounds of the St. Bernard terminal. The office space, attached to one of Associated's warehouses, was badly damaged by Hurricane Katrina, as was the entire region, and sat vacant for several years before Associated assumed operation of the facility. The company was able to bring the warehouse back into commerce by securing long term customers to utilize the space and improve the outside area into a secure laydown storage area. All that was left was to renovate the office space to serve as Associated's hub for their operations at the Port of St. Bernard.

After months of planning and a year of construction, the company officially moved into the facility in April. The building is more than 10,000 square feet of modern office space. This new office will significantly enhance Associated's operation by providing the company with the ability to conduct on-site training, multiple meeting rooms for employees and customers and ample space to support future employment growth.



*New office building located at the Port of St. Bernard.*



*Large conference room, includes Smart Board and computer connections for all seats.*



*Second floor hallway with access to offices and meeting room.*



*Lobby with seating area, stair access to second floor and close proximity to elevator.*



# Leadership Forum Hits Grand Slam

*Special Guest Speaker... Louisiana Legend – Skip Bertman*

The 5th Annual Leadership Forum for Associated Terminals was a big hit! More than one hundred managers and supervisors from all locations gathered for the open forum style meeting held at the Hilton Hotel in Kenner, LA.

During the two-session event, focus was placed on the importance of teambuilding and communication. Topics including marketing, industry outlook, financials, 2011 accomplishments, 2012 goals/projects, human resources and safety were presented by Associated Terminals' executive team.

Guest speaker Martin Montgomery from East Jefferson General Hospital was brought in to discuss health awareness and the dangers involved with smoking addiction.

After lunch a surprise inspirational speaker was in attendance to motivate the team and concentrate on the importance of team building: A Louisiana legend and one of the greatest college baseball coaches of all time, J. Stanley "Skip" Bertman. Coach Bertman's unyielding desire to succeed drove him to the pinnacle of his profession and his astute



*Skip Bertman takes a moment to autograph baseballs & pose for a photo with Danny Talley Jr. and Danny Talley Sr.*

knowledge of the game -- obtained from over 40 years of coaching -- combined with his steadfast determination and irrepressible enthusiasm transformed LSU Baseball into the nation's premier program. Bertman has been

inducted into the College Baseball Hall of Fame, the Louisiana Sports Hall of Fame and the American Baseball Coaches Association Hall of Fame.



*Kevin Tarleton, Chief Financial Officer presents 2012 financial goals and reflects on 2011 investments to Associated Terminals' Managers and Supervisors.*



# Cargo Focus: LOGS

*Logs, Logs, Logs – First in US Gulf*



*Ship holds are completely loaded and the upper deck is nearing completion at the Chalmette Slip before the ship sets off for its destination.*

**A**ssociated Terminals of St. Bernard recently had the opportunity to be involved in the stevedoring of export logs. The strategic location of the terminal on the Lower Mississippi River makes ATSB attractive for this type of cargo transfer.

Additionally, The Port of St. Bernard terminal is in close proximity to the forests where the logs are harvested and stored, as well as being easily accessible to the Interstate Highway System.

ATSB is proud to announce that they have recently concluded an agreement that is expected to result in the loading of at least one vessel per month for the next year. Each vessel is expected to be loaded with 20,000 metric tons of logs for export. The primary type of log is Southern Yellow Pine and the current markets are to the Far East and Mediterranean Area.



*Logs transferred from truck to ship with use of the ships gear by Associated Terminals of St. Bernard team members.*



**ASSOCIATED TERMINALS, LLC**

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News & Updates from Associated Terminals



*AT assembly crew (from left to right) - Fredrick Meyer, Michael Treadaway, Kerry Carroll, Guy Michel and Brian Turner.*

The Associated Terminals assembly crew gathers in front of the new 66 yard bucket in late March, as the new floating crane TALLEY-PEREZ nears completion and is undergoing bucket testing.