



SUMMER 2015

# ASSOCIATED

News & Updates From Associated Terminals

# WIRE



*Associated in Convent Operations Center*

## ASSOCIATED ACQUIRES ST. JAMES STEVEDORING

On March 11, Associated Terminals acquired the assets of St. James Stevedoring Company (SJS). The combined company is now the largest and most diverse stevedoring and terminal services provider on the Lower Mississippi River.

President Todd Fuller stated: "With 14 of the most technologically advanced cranes in the world and a footprint that spans 173 miles on the Lower Mississippi River, as well as operations in virtually every major barge fleet on the river, we are able to provide our customers advantageous options. At Associated, our people are our most important asset. We are excited to have the senior management of SJS join our team of experts.

Additionally, we will continue to lead the industry through the incorporation of technology into our operations."

Individuals joining the management team at Associated Terminals include Jeff Morton, Vice President of Financial Planning and Analysis; David Ryan, Vice President of Sales and Marketing; and Jerry Ryan, Vice President of Operations.

Through the transaction, Associated Terminals has added three Gottwald model G HPK 8400 B cranes and three Gottwald model G HPK 330 cranes, bringing its combined fleet to fourteen Gottwald crane barges.

The company's footprint spans from mile 56 AHP to mile 228 AHP on the Lower Mississippi River with twenty deep draft berths. The company operates multiple dockside and in-plant service locations along the Gulf Coast in Louisiana. Growing the in-plant services footprint is part of the Company's growth strategy. Associated Terminals, which has been using St. James Technologies' Harbor Telematics product, SJS proprietary technology throughout its footprint.

The former SJS headquarters, located in Convent, LA, will serve as a base of operations for Associated Terminals. Currently, renovations are underway at this location. In early 2016, Associated Terminals will relocate its corporate headquarters to Convent.

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# DOCKSIDE CHAT



**by Kevin Tarleton**  
*Chief Financial Officer,  
Associated Terminals*

As is typically the case, there is no shortage of activity going on at Associated Terminals. We began the year by commencing operations for our newly formed Associated Mooring division. We are extremely excited

about the potential for this expanded service offering to the market. We capped off a busy first quarter by completing the acquisition of St. James Stevedoring Company. While we have completed many noteworthy projects and investments over the past several years, this is by far the largest and most exciting.

With the St. James acquisition, we have increased our operating footprint to include the mile 158 AHP location in Convent, LA. This site provides our customers with three additional midstream buoy systems further upriver to go with our existing 17 deep draft berths. More importantly, it provides unmatched flexibility for our customers to utilize any location in our network that provides the best overall economics with respect to the freight expense for their cargo. We are also focused on expanding our in-plant service locations.

Additionally, we are pleased to welcome many more members to our team which will continue to provide excellent service to our existing and expanded customer base. In fact, with this transaction, we have expanded our team by more than 30%.

Finally, we have expanded our fleet of crane barges with the addition of six Gottwald cranes to go with our existing fleet of eight Gottwald cranes. This represents a 75% increase in our crane capacity and will greatly enhance our ability to direct crane power to where our customers' cargo needs to be handled anywhere in our market-leading operating footprint.

It is an extremely exciting time to be part of the Associated Terminals team. Our continued expansion would not be possible without the unwavering dedication to customer service and safety by our team, as well as the support and loyalty of our customers. A sincere thank you to you both for your role in making our company a success!



*David Fennelly speaking at the  
Maritime Workforce Summit*

## RAISING AWARENESS OF THE MARITIME INDUSTRY IN LOUISIANA

In April 2015, the Louisiana Association of Business and Industry and the Louisiana Community and Technical College System released a study that identified Louisiana's maritime industry as an invisible economic giant and focused on the necessity of addressing the industry's workforce needs.

According to the study, one in five jobs in Louisiana is connected to the maritime industry. This results in employment income greater than \$3.5 billion every year, with an \$11 billion total annual economic impact to the state.

**As a longtime advocate of the maritime industry, Associated Terminals is committed to raising awareness of the Lower Mississippi River's importance to the state and the benefits of a career working on the river.** Recently, the Company partnered with maritime, education and workforce development organizations to educate Louisiana students and prospective applicants why a career on the river is an attractive option.

1. ON THE JOB TRAINING — The Company created the STEPS program to increase work advancement opportunities for employees with an emphasis on job training.

2. MARITIME WORKFORCE SUMMIT— In October 2014, the University of New Orleans and the Port of New Orleans hosted the first Maritime Workforce Summit. The Summit was an important step in fostering discussions between the maritime, transportation and educational leaders about employment opportunities.

David Fennelly, Director of Associated Terminals, participated on the Transportation Industry panel, emphasizing the need to promote the potential for upward mobility associated with a career in the maritime industry. He discussed how an individual can progress through the ranks, rising from deckhand to crane operator while earning a competitive salary.

3. INTERNSHIP ON THE RIVER — Associated Terminals in St. Bernard hosted Zach Cromwell, a senior from the New Orleans Military and Maritime Academy, for a weeklong program focusing on logistic operations. After reporting for basic safety training, he learned the duties of a deckhand. Then, he shadowed individuals in the roles of equipment operator, oiler and crane operator. He completed his internship with an introduction to the Maintenance and Logistics department.



4. INTRODUCTION TO CAREER PATHS — Associated Terminals and Turn Services welcomed seniors from Chalmette High School to its St. Bernard location to introduce them to career opportunities on the river. Following a tour of the facility, Senior Vice President Zeljko Franks gave the group an overview of the industry. The students completed the day with one-on-one practice interviews with the Associated Terminals and Turn Services human resource departments.





138.6 AHP

138.5 AHP

## ASSOCIATED TERMINALS EXPANDS OPERATIONS AT PORT OF SOUTH LOUISIANA

**Associated Terminals is now the marketer and operator for the Bulk Facility at Globalplex for Holcim (US) Inc., the facility's long-term lease holder.**

The addition of the 57 acre bulk facility includes two domes, as well as dock, warehouse and outside storage areas, allowing Associated to supplement its existing services at the Globalplex facility. As a result of the Company's involvement, additional cargo is moving through the facility.

Located adjacent to the 138.5 AHP location, which features a finger pier and a multipurpose dock, the 138.6 AHP facility features deep draft bulk and general cargo docks designed for highly efficient dockside transfers between ship, barge, truck and/or on-dock lay down and staging areas.



*The addition of the 138.6 AHP facility expands Associated operations at Globalplex*



Associated Terminals Launches

# ASSOCIATED MOORING

Associated Terminals launched a new business segment, offering vessel mooring services from the mouth of the river to Baton Rouge, Louisiana. The operations service both land-based dock facilities and midstream buoy systems. The division operates 24 hours a day, 365 days a year. Presently, it performs all mooring services at Associated Terminals' locations in Convent, Reserve, Chalmette and Myrtle Grove.

The Mooring division, led by General Manager Louis Claverie, who has worked in the vessel mooring business for fifteen years, employs over twenty individuals and is growing steadily under his leadership.

The division operates a fleet of eight custom-built mooring boats and five transport passenger vans for its crews.

“The team and I are extremely excited to join the Associated Terminals family. It has been a pleasurable experience being part of the team from the time we came aboard. We are proud to add the capability of mooring and unmooring vessels to our list of services. This is another way to show our customers our commitment to providing total customer service,” stated Louis Claverie, General Manager, Mooring Division.



# CARGO FOCUS: FERROALLOYS

**Associated Terminals handles millions of tons of bulk cargo every year, all of which are used to help grow food or make products that benefit our lives.**

A cargo that we have handled for years, ferroalloys, is the subject of this month's cargo focus.

First, a brief chemistry and history lesson:

An alloy is a mixture of two elements, one of which is a metal. Alloys often have properties that are different from those of the metals they contain. This makes them more useful than the pure metals alone. Examples of alloys are steel, solder, brass, pewter, duralumin, phosphor, bronze and amalgams.

The original way of making alloys was to heat and melt the components to make liquids. The liquid components were mixed together and were cooled into a solid solution.

Bronze, an alloy of copper and tin, was the first alloy discovered during the prehistoric period now known as the Bronze Age. It was harder than pure copper and originally used to make tools and weapons.

Steels, alloys of iron and other elements, are widely used in construction and other applications because of their high tensile strengths and low costs. The earliest known production of steel are pieces of ironware excavated in Anatolia (modern-day Turkey) and are nearly 4,000 years old. In the twelfth century BC, the smelting of iron ore was perfected and the Iron Age was born. By 300 BC, India, China and Europe were producing steel.

In 1607, iron ore was one of the first raw materials that Jamestown colonists sought to locate, as they tried to re-create European products in the American wilderness. After iron ore was discovered in the New World, John

Smith shipped several barrels back to England. The East India Company found that the ore yielded top-quality iron. By the Revolutionary War, the thirteen colonies had a highly developed iron ore industry. However, steel remained very basic in its chemistry and was mainly used for making blades and tools.

By the 1800s, railroad expansion provided the financial incentive to find a solution to the brittleness of iron and improve the inefficient production of steel. In 1856, Sir Henry Bessemer developed a process of steelmaking to reduce the carbon content and the modern steel industry was born. Once the Bessemer process began to gain widespread use, the development of other alloys began to follow.

Today, the most important alloys are alloy steels. Alloy steels have a wide range of properties, such as hardness, toughness and corrosion resistance. Ferroalloys are master alloys containing iron and one or more other nonferrous metals as alloying elements. Not a single steel grade is made without ferroalloys. Three of the most

common ferroalloys that Associated Terminals handles for steelmaking are ferromanganese, silicomanganese and ferrosilicon.

Ferromanganese is used to remove unwanted oxygen during the steelmaking process thereby increasing the quality of the steel. Ferrosilicon is used to deoxidize molten steel and make silicon steel and high-silicon cast iron. Silicomanganese is used to manufacture low-carbon steel.

Up from an initial singular grade, there are currently 3,500 different grades of steel. Steel is currently one of the most common materials used around the globe, with over 1.3 billion tons produced annually. Steel is a major component of tools, machines, appliances, weapons, automobiles, buildings, ships, infrastructure and appliances.

Associated is proud to support the production of steel worldwide by providing services to handle, store and transport ferroalloys.



# ASSOCIATED TEAM MEMBERS CELEBRATE 20, 15 & 10 YEAR ANNIVERSARIES



Above: David Fennelly, Todd Fuller and Gary Poirrier congratulate Senior Vice President Glenn Schexnayder (2nd from left), who celebrated twenty years with Associated Terminals.



Above: Thirteen individuals celebrated their 10-year anniversary with the Company. Recipients are italicized. *Front row: David Fennelly, Terri Boudreaux, Laura Simmons and Gary Poirrier. Back row: Lynn Lemoine, Edward Montz, Jeremy Mooney, Jeff Richson, Guy Michel, Cy Hill, David Schallenberg, Brian Harden, Charles Plummer and Todd Fuller. Not pictured: Derrick Smith and Joseph White.*



Left: Gary Poirrier, David Fennelly and Todd Fuller congratulate Claire Scioneaux and Joycelyn Himel, who celebrated their 15-year anniversaries with the Company and were each honored with a trip for two to the destination of their choice.

## ASSOCIATED WELCOMES

# NEW EXECUTIVE TEAM MEMBERS

**JEFF MORTON** joined the Associated Terminals team as Vice President of Financial Planning and Analysis. Before joining Associated, Jeff managed Special Projects for St. James Stevedoring. He holds a bachelor's degree from Wofford College and an MBA from Georgia Tech.

**MARK PISANI** joined the Associated Terminals team as Director of Human Resources and Risk Management. Before joining Associated, he served as the HR and Risk Manager at Blake International Rigs. Mark holds a Bachelor of Science in Finance from Louisiana State University.

**DAVID RYAN** joined the Associated Terminals team as Vice President of Sales and Marketing. David spent six years with St. James Stevedoring prior to joining Associated. He spent 20 years in bulk liquid terminal operations.

**JERRY RYAN** joined the Associated Terminals team as Vice President of Operations. He spent his formative years in the United States Marine Corps. Jerry has since worked in the liquid and dry bulk cargo industry. Before joining Associated, Jerry served as Director of Operations at St. James Stevedoring.

**DAVID WILKINS** joined the Associated Terminals Sales and Business Development team and focuses primarily on the general cargo sector. David has been instrumental in operations and business development in port locations throughout the United States, Brazil, Mexico, Colombia and Venezuela.

**DON ZEMO** joined the Associated Terminals team as General Manager of the General Cargo division and is responsible for heavy lift, breakbulk and general cargo operations at all locations. Prior to joining Associated, Don served as General Manager of Coastal Cargo's stevedoring, terminals and warehousing operations.



David Fennelly reads to students at Pittman Elementary.



Associated team members at launch of Club Connect at Chalmette Elementary.

ASSOCIATED TERMINALS LEADS NATIONWIDE LAUNCH OF

# UNITED WAY CLUB CONNECT

▶ On February 3, David Fennelly, on behalf of Associated Terminals and Turn Services, led the nationwide launch of United Way Club Connect and Early Grade Reading Initiative at Chalmette Elementary.

Club Connect is a partnership between the National Association of Elementary School Principals (NAESP) and United Way of Southeast Louisiana to provide resources to help improve early grade reading levels. The mission of the program is to help children in Title 1 schools achieve grade level reading success by the time they leave third grade.

Each school will receive a Scholastic Reading Oasis with hundreds of books. Every student will receive membership in [UnitedWayClubConnect.org](http://UnitedWayClubConnect.org), an online reading site which engages children in a variety of daily reading activities and

incorporates parental interaction by consistently messaging parents to increase their involvement in their child's reading.

Through its commitment, Associated Terminals will install Club Connect in seven schools in Southeast Louisiana. Associated team members will set up the reading oasis when it arrives at the school and will volunteer to read with children throughout the year at each school the company adopts. In addition to Chalmette Elementary, Associated has installed Club Connect at Smith Elementary in Violet and Ella C. Pittman Elementary in Harvey.





**Associated Terminals**  
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## CAROL BALLARD SCHOLARSHIP RECIPIENTS

**CONGRATULATIONS TO THE RECIPIENTS OF THE 2015 CAROL BALLARD SCHOLARSHIP!** Recipients were awarded up to \$2,000 for the Fall 2015-Spring 2016 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 to reflect her sense of giving for the children of employees of Associated Terminals.

- CAROLINE THIBODEAUX, Daughter of Ann Thibodeaux
- JORDAN DUHON, Daughter of Tait Duhon
- ASHLIE RUSSELL, Daughter of Forrest Russell III
- ELAYNE PAPE, Daughter of Jason Pape
- LAUREN THIGPEN, Daughter of Eric Thigpen
- MAREISHA RILEY, Daughter of Marty Riley
- BRITTANY WALKER, Daughter of Frankie Walker
- CHLOE COLLINS, Daughter of Tony Collins



GREGORY VICKNAIR, son of Alvin Vicknair, is a two-time recipient of the Carol Ballard Scholarship. A graduate of St. Charles Catholic High School in LaPlace, Louisiana, Gregory attends the University of South Alabama and is majoring in Pre-Physical Therapy. He is a 2015 inductee of the National Society of Collegiate Scholars and the Phi Eta Sigma Honor Society. He is also involved in intramural sports and works at Shipyard Supply. According to Gregory, he believes in striving to be the best, not only in athletics, but also in the classroom and the workforce. Gregory stated: "It is the art of competition and camaraderie that drives me every day to the best I can be."

## SAFETY MILESTONES

- 4**  
 YEARS  
 D/B  
 K. ROBERTSON
- 3**  
 YEARS  
 ATSB  
 MAINTENANCE
- 2**  
 YEARS  
 D/B  
 GLENN S
- 2**  
 YEARS  
 BATON ROUGE
- 1**  
 YEAR  
 AME  
 MAINTENANCE
- 1**  
 YEAR  
 MGMT
- 1**  
 YEAR  
 D/B  
 ATTITUDE
- 1**  
 YEAR  
 MOORING
- 1**  
 YEAR  
 ATSB  
 RAIL