



Announcement

ASSOCIATED TERMINALS

Dear Colleagues,

It has been an exciting year of growth at Associated Terminals. We have welcomed many new team members, increased our fleet of Gottwald cranes and have accelerated our General Cargo operations. As always, our goal has been to exceed our customers' expectations when it comes to the movement of their cargo while maintaining the safety of our team. Based on this goal, we have evaluated the structure of our Bulk and General Cargo Divisions and want to share several exciting announcements with you.

Senior Vice President Zeljko Franks will oversee all Bulk and General Cargo operations. He will work closely with the logistics and customer service departments of each division to ensure that our customers' cargo is handled safely and efficiently in our operating footprint.

General Cargo logistics and customer service for all locations will be centralized at Associated Terminals of St. Bernard. David Wilkins has accepted the position of Senior Vice President and will oversee general cargo sales, logistics and customer service. Blake Hebert will lead logistics and customer service of the division. Linda Estopinal and Amy Williams will be transitioning from the bulk division to general cargo logistics and customer service.

Bulk logistics and customer service for all locations will be centralized at Associated Terminals in Convent. Vice President Bill Sullivan will be responsible for bulk logistics and customer service. Bill served in a similar capacity several years ago and proved to be a valuable team member in this role. He will continue in his sales role for the grain division. Yvonne Stein and the bulk logistics team will report to Bill. We are pleased to announce that Terri Boudreaux is rejoining the logistics team.

Joe Noto will be assuming the role of Terminal Manager for Associated Terminals of St. Bernard and our newly added Violet facility. In this role, Joe will oversee all terminal operations and coordination of all truck transfers, warehousing, storage and rail car transfers for both bulk and break bulk.

I believe that these staff changes and the decision to centralize the logistics and customer service of these two divisions will be positive for Associated Terminals and will improve overall coordination and customer service. Thank you to everyone who has stepped up and will be working in this organizational structure that I believe will ultimately benefit our company and customers.

Regards,
Todd Fuller
President, Associated Terminals

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