• Introduction Mammoet Salvage

• How do we see salvage
  – Emergency Response
  – Wreck removal
  – Cargo recovery
  – Environmental Salvage

• Why do you need Global Salvor
• Division of Mammoet;

• Established in the beginning of 2006

• More then 200 years experience in the salvage

• Tailor made innovative solutions

• Conventional salvage & wreck removal
Introduction Mammoet

- Market leader in heavy lifting and transport
- Innovative engineering, trend setting and record breaking
- Existence more than 45 years

- Local presence in virtually all parts of the world
- Locations: 89 in Europe, North and South America (including Canada), Asia, Middle East and South Africa

- Financial strong: turnover in excess of €600 million
- Employees: 3,200 worldwide
- Markets: Active both on-shore and off-shore in the markets Energy, petrochemical, power, nuclear, offshore and marine
Using cranes
Emergency response

Salvage?

Fire  Groundings  Failures

SALVAGE

Project

Emergency response

Wreck removal  Cargo recovery  Environmental

Hurricane damage
Emergency response vs Project approach
Case study, Emergency response, arrival on site

Malacca Strait
Last August
Case study, Emergency response, the next morning
Case Study, Emergency response, fire under control
Case Study, Emergency response, transit to STS loc.
Case study, Emergency response, STS
Emergency Response

Contract form:
- Lloyd open form
- SCOPIC
- Commercial terms with bonus structure

Trend:
Number of LOF’s slightly declining but value increasing
When emergency response fails
When emergency response fails
Case study, Wreck removal, The Engineering
Case Study, Wreck removal, The Chainpullers
Case Study, Wreck removal, project execution
Case Study, Wreck removal
Case Study, Wreck removal

Contract:
- Wreck hire
- Wreck stage
- Wreck fix
- Government contracts

Trend:
More complex wreck removals due to technical developments & port clearance projects
Case Study, Cargo Recovery

Cargo recovery aluminum T-bars, Gulf of Finland
Cargo recovery - aluminum T-bars, Gulf of Finland
Case Study, Cargo recovery
Case Study, Cargo recovery
Case Study, Cargo recovery

Cargo recovery aluminum T-bars,
Gulf of Finland
Case Study, Cargo recovery
Contract:
- Contract based on value of recovered cargo
- Wreck hire
- Wreck stage
- Wreck fix

Trend:
Highly dependable on commodity value and new technical limits
Case Study, Environmental salvage
On 24 August 2007 one of the transport barges developed a list and lost its cargo in the Robson Bight Ecological Reserve. Major concern of this incident was a tanker truck, carrying 10,000 liters of diesel oil.
Robson Bight is a small bay on the east coast of British Columbia's Vancouver Island.

It is one of the most significant killer whale habitats in the world.

Since 1982 it is an ecological reserve, closed to the public in order to protect the whales.
Case Study, Environmental salvage

- Ministry of Environment
- Canadian Coastguard
- Fishery and Oceans
- Dept – Mammals
- Dept – Juvenile Salmon
- Dept – Migrating birds
- Dept – Shell fish
- Transport Canada
- Oil pollution fund
- Government of BC
- Local tourist industry (Whale watching)
- Unions
- Work safe BC
- Four first nation (Indian) tribes
- Local municipalities
- Local environmental groups
- Green peace
- Living Oceans
- Media
- Etc.
Truck found upright at a water depth of 1200 feet.
Case Study, Environmental salvage
Construction of DWRC at the Mammoet facilities in Canada
Full scale testing of equipment constructed.
Case Study, Environmental salvage

Fuel truck recovery 1200 ft, Vancouver Canada
Operations all remote controlled and performed without the engagement of divers.
Fuel truck recovery 360 meter, Vancouver Canada
Truck safely recovered and placed on board the barge, within an environmental barrier in order to avoid damage to the environment by leaking contaminants from the truck.
Verifying theory and practice ...
Full scale oil spill response equipment on direct stand by in order to combat any oil escaping during operations.
Case Study, Environmental salvage
Case Study, Environmental Salvage

Contract:
- Taylor made contract with bonus incentives
- Wreck hire
- Wreck stage
- Wreck fix

Trend:
Increase due to public awareness & politics, huge market
Why do you need a Global Salvor?

- **Operational:**
  The right people & the know how

- **Network:**
  Access to the right resources

- **Political:**
  Deal with the local problem
Smart solutions, united experience

Worldwide salvage 24/7
Thank you for your attention