



DONJON-SMIT Alliance NEWS

AN OPA-90 ALLIANCE

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DONJON-SMIT FROM DOUG MARTIN'S PERSPECTIVE

Donjon-SMIT Alliance News recently sat down with Doug Martin to get his thoughts on the Donjon-SMIT alliance and changes in the salvage industry.

Q: Would you please give an overview of the SMIT Salvage Americas Inc.'s history and range of services?

A: SMIT Salvage's name remains synonymous with total commitment to the challenging field of marine emergency response and wreck removal. Optimal care for the environment is a core value. For nearly 170 years SMIT has been the world's leader in providing emergency response services to vessels in need often times in the most severe of conditions.

SMIT Salvage is able to provide assistance to ships in distress anywhere in the world and at any time. It does this by operating out of four locations which are strategically situated in relation to the main international shipping routes: Rotterdam, Houston, Cape Town and Singapore.

With a track record unparalleled in the industry SMIT remains the world's leader in providing the ultimate emergency response.

As a wholly owned company of Royal Boskalis Westminster N.V. our company profile includes over 200 tugs operating worldwide, a composite fleet of over 1,100 vessels and the support of more than 14,000 employees.

SMIT has been recognized as a leader in heavy lift and ocean transport for years. With the recent acquisition of DOCKWISE by Royal Boskalis Westminster the Company underscores its position as market leader.

SMIT has the advanced technology and expertise needed to remove hazardous substances such as bunker fuel, chemicals and unexploded ordnance from wrecks and marine casualties.

We are proud of our history and invite readers to visit www.smit.com for a complete overview.

Q: How and why did the alliance between SMIT and Donjon come about?

A: While the original OPA 90 rules and regulations established in the 1990s addressed some aspects of salvage and marine firefighting, the initial emphasis remained on establishing proper oil spill response capabilities throughout U.S. waters. The regulations have since been expanded and have evolved to include detailed salvage response guidelines that require a higher



Doug Martin, President, SMIT Salvage Americas, Inc.

degree of pre-planning in order to insure a much more integrated and rapid response in the event of a vessel emergency. Established in 2005, Donjon-SMIT brought together a major U.S. salvor headquartered in Hillside, New Jersey and a global salvor with a strong U.S. presence based in Houston, Texas. This seemed the logical solution to meet these ongoing regulatory demands and to provide the vessel owner and operator complete confidence that by

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Donjon-SMIT from Doug Martin's Perspective

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choosing Donjon-SMIT as their named salvor they will remain in full compliance with all mandated OPA90 related regulations. And at the same time in the event of an emergency, our joint commitment will ensure a prompt and professional response at the highest degree possible.

Q: What advantages do you think the Donjon-SMIT alliance gives you over your competitors?

A: The alliance between our two companies brings together unsurpassed histories of successful salvage operations with over 220 years of combined experience. It combines the extensive inventories of both SMIT and Donjon that enables Donjon-SMIT to have the very best in specialized salvage equipment and trained personnel ready to respond at a moment's notice. Both partners are truly dedicated to the onward success of the Donjon-SMIT joint venture. Both partners bring unique but at the same time complementary assets to the venture and remain dedicated to providing our clients with the very best in salvage and marine fire-fighting services (SMFF). Important to ship owners and underwriters are Donjon-SMIT's flexible contracting mechanisms approved by the International Group of P&I Clubs. A copy of the International Group's comparison of OPA 90 salvors' tanker funding agreements can be found at www.donjon-mit.com/img/docs/IG%20Rate%20comparison.pdf.

Q: With the advent of the new Non-Tank VRP regulations, what do you think the challenges will be for non-tank vessel owners?

A: When the Non-Tank Vessel Rules are established (and enforced), the playing field between first class NTV responsible operators and other operators will be leveled. A competitive and safer shipping industry within U.S. waters will be the result.

Since the onset of OPA 90 over 20 years ago now the tanker industry has been held to a higher standard in every way. Most owners and operators have adapted and operate within a stringent regulatory environment.

Drills, exercises, responder services and capabilities have established a culture of compliance that has become almost second nature. The recently released regulations may present a new learning curve for many non-tank vessel owners and operators. Working with their QI to adapt their VRP, learning the new exercise and reporting requirements as well as vetting and choosing their designated salvor in order to remain in full compliance may pose new challenges.

As with our current portfolio of more than 350 tanker clients, our staff of highly trained professionals has streamlined the administrative process and remains ready to assist our non-tank clients through each of the steps necessary to achieve complete regulatory compliance.

Q: Can you briefly explain Donjon-SMIT's Compliance Decision Tool, how it works and how it provides added value to Donjon-SMIT's clients?

A: Developed over the course of three years, the Compliance Decision Tool (CDT) serves several

key functions within our organization. It allows Donjon-SMIT to graphically demonstrate our ability to meet SMFF regulatory planning standards. During an actual response we can visually illustrate where our personnel, equipment and support craft are located in real time with easily calculable arrival times to any port in the country. As it is the vessel owner or operator's obligation to ensure that their chosen SMFF provider is capable of fulfilling all regulatory requirements, this tool gives that owner the confidence that Donjon-SMIT was the proper choice.

Q: How can marine salvors help protect the marine environment?

A: The OPA 90 concept has been a 20 year plus evolution in emergency preparedness. After its initial focus upon the nation's spill response industry, OPA 90's focus is now moving towards the salvage and firefighting aspect of vessel calamities. Verifying resources, establishing contractual funding agreements along with a myriad of pre-planning exercises has brought the overall capabilities of emergency salvage response throughout all regions of the country to a new level.

Salvors have long been proponents of "keeping the oil inside the ship." Positioning personnel, equipment and resources ready at a moment's notice are the key ingredients toward minimizing the environmental impact that a vessel casualty may produce. Every minute saved means a substantial amount of contaminant that will ultimately be retained inside the vessel, reducing cost, and most importantly, environmental damage. ❖

Non-Tank VRP Rule Finally Published

At long last, the Non-Tank Vessel Response Plans [Final Rule](#) was published in the *Federal Register* on September 30, 2013. Plans meeting the new requirements must be submitted to the U.S. Coast Guard no later than January 30, 2014. It is estimated that more than 14,000 vessels will need to comply with the new regulations.

Under the new regulations, Non-Tank Vessel Response Plan Holders must select an adequate SMFF resource provider that meets [15 selection criteria](#) identified by the Coast Guard in 33 CFR 155.4050(b). Plan Holders must also ensure the selected SMFF resource provider can provide each of [19 services](#) identified within the response planning timeframes in every COTP Zone their vessels intend to operate or transit.

Among its provisions, the new rule requires VRP Plan Holders to conduct and document an annual review of their Non-Tank VRP within one month of the

anniversary date of their approval, similar to the existing requirement for tank vessels. Also, the USCG intends to issue five (5) year plan approval letters for all Non-Tank VRPs that satisfy the new regulations after they complete their comprehensive review of the revised plans received by the January 30, 2014 deadline. ❖

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We Make Compliance Easy

1. Donjon-SMIT will guide you, the vessel owner/operator, through the regulatory process step by step.
2. Donjon-SMIT's Contract and Funding Agreement have been reviewed by both the International Group of P&I Clubs as well as the U.S. Coast Guard and found to be within all regulatory guidelines.
3. Donjon-SMIT meets and exceeds all 15 selection criteria as put forth by the U.S. Coast Guard.
4. Donjon-SMIT clients have immediate online access to their submitted Pre-Fire plans and all other submitted documents.



Non-Tank Vessel Owners: Can You Confidently Sign Your VRP?

Now that the new Non-Tank Vessel Response Plan Final Rule has been published, vessel owners need to consider their options. The new regulations will require early notification of a reputable and

proven salvage contractor as an integral part of a Non-Tank Vessel Response Plan (VRP). Vessel owners will undoubtedly be working closely with their U.S. QI and Non-Tank VRP preparers to meet the provisions of the new Final Rule. Among its provisions, the Salvage and Marine Firefighting (SMFF) component constitutes the greatest change from the regulatory scheme under which non-tank vessels have been operating to date.

The two major new SMFF requirements imposed on vessels with oil capacity above 2,500 barrels by the NT VRP Final Rule are:

1. SMFF Contract and Funding Agreement
2. Vessel Pre-fire Plan

Donjon-SMIT will be pleased to offer its SMFF Contract and Funding Agreement for review by vessel owners. It has been approved by the U.S. Coast Guard and accepted by the International Group of P&I Clubs. Donjon-SMIT can also advise vessel owners regarding the documents needed for preparation of their Vessel Pre-fire Plans. Our SMFF Contract and Funding Agreement is evergreen, meaning it renews automatically each year with no set expiration date. This contract has no associated retainer fees nor any fees associated with the preparation and submission of their Vessel Pre-fire Plan.

DONJON-SMIT offers complete SMFF coverage in all U.S. COTP Zones in accordance with all elements of the new SMFF

regulations. As an illustration, consider the capabilities of Donjon-SMIT's Compliance Decision Tool (CDT). Developed over the course of more than three years, Donjon-SMIT's CDT is a groundbreaking tool that allows all of our personnel and assets to be geolocated into Google Earth, showing in real time which people and what equipment are available to respond to any given location. Further, the CDT enables us to calculate the estimated time it would take to respond to an actual emergency situation. Using the CDT, Donjon-SMIT can locate the closest Rapid Situation Assessors (RSAs) and can immediately pinpoint who's available in our network of professional marine firefighters.

The CDT gives us a clear advantage over our competitors. To see a video introduction of the CDT (available in seven languages), go to: www.youtube.com/watch?feature=player_embedded&v=ahKJmKOZthA.

We will work in close cooperation with a vessel owner's QI to ensure that their Non-Tank VRP, when it is submitted under the NT VRP Final Rule, complies in all respects with all the new SMFF provisions. Over 600 clients are now secure in the knowledge that they are working with a salvor with state-of-the-art capabilities that is able to rapidly respond to any maritime salvage or marine firefighting event. Shouldn't you be one of them?

Please contact us at admin@donjon-smit.com for information necessary to enroll your fleet with Donjon-SMIT for SMFF coverage. ❖



YOUR FIRST CALL
FOR SALVAGE, FIRE-FIGHTING AND LIGHTERING

DONJON-SMIT
AN OPA ALLIANCE

With nearly 200 years of experience combined, we are the leaders in OPA 90 salvage and response

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Donjon-SMIT Activates Rapid Response to Breached Tanker Hull *More Serious Consequences Averted*

A Rapid Situation Assessment (RSA) by Donjon-SMIT on August 28, 2013 for a tanker with a breached shell plate lying at anchor off the port of Long Beach, CA averted what could have been far more serious consequences. The tanker experienced the breach above the waterline in way of the No. 6P water ballast tank following allision with another vessel.

Donjon-SMIT is the OPA-90 resource provider in the Vessel Response Plan (VRP) for the vessel, providing Salvage and Marine Fire Fighting (SMFF) rapid situation assessment. Therefore, the attending vessel QI notified Donjon-SMIT and a short time later requested an activated SMFF response.

Martin & Ottaway manages the salvage aspect of a US-wide network of SMFF rapid situation assessors (RSAs) on behalf of Donjon-SMIT; therefore Donjon-SMIT contacted Martin & Ottaway RSA network member (of Duncan Shoemaker & Associates, LLC) for USCG Sector D11, Los Angeles – Long Beach, who was dispatched to the vessel via the first available launch. In a flawless response, the RSA emergency assessor was soon on board the vessel and in coordination with the attending Class representative was able to rapidly assess the situation and provide a critical first report of the situation to all parties involved. Thankfully in this incident there was no pollution spill and no injuries to personnel.

Not only were the USCG requirements for OPA-90 SMFF

rapid response satisfied but the attending RSA was also able to assist the vessel owner in providing a rapid determination of the damages. The vessel's strength condition was quickly assessed and the vessel was permitted to proceed with intended cargo operations prior to having to undergo temporary repairs later required by Class conditions for subsequent port departure.

The professionalism and value of Donjon-SMIT as an OPA-90 SMFF resource provider was clearly demonstrated through the rapid attendance of the Martin & Ottaway RSA first assessor. If the situation had deteriorated or had been of a more severe nature, having a trained professional on site would have enabled real time information to be provided to Donjon-SMIT in order to facilitate the best possible response to a dynamic situation.

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For further information please visit the following websites:

www.donjon-smit.com
www.martinottaway.com ❖



The tanker's shellplate was breached following an allision with another vessel.

Donjon-SMIT proudly provides nationwide emergency response services



West Coast: Vancouver, British Columbia; Seattle, WA; Astoria, OR; San Francisco, CA; Los Angeles, CA; San Diego, CA

East Coast: Portsmouth, NH; Albany, NY; New York, NY; Philadelphia, PA; Baltimore, MD; Norfolk, VA; Charleston, SC; Savannah, GA; Brunswick, GA; Fernandina, FL; Jacksonville, FL; Miami, FL

Great Lakes: Cleveland, OH

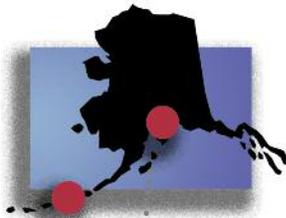
Bahamas: Freeport, Bahamas

Gulf Coast: Port Arthur, TX; Houston, TX

Alaska: Valdez, AK; Dutch Harbor, AK

Pacific Ocean: Hawaii, Guam

Puerto Rico and U.S. Virgin Islands: San Juan.



For more information on Donjon-SMIT, LLC, please contact the company at:

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