



## ADDRESS



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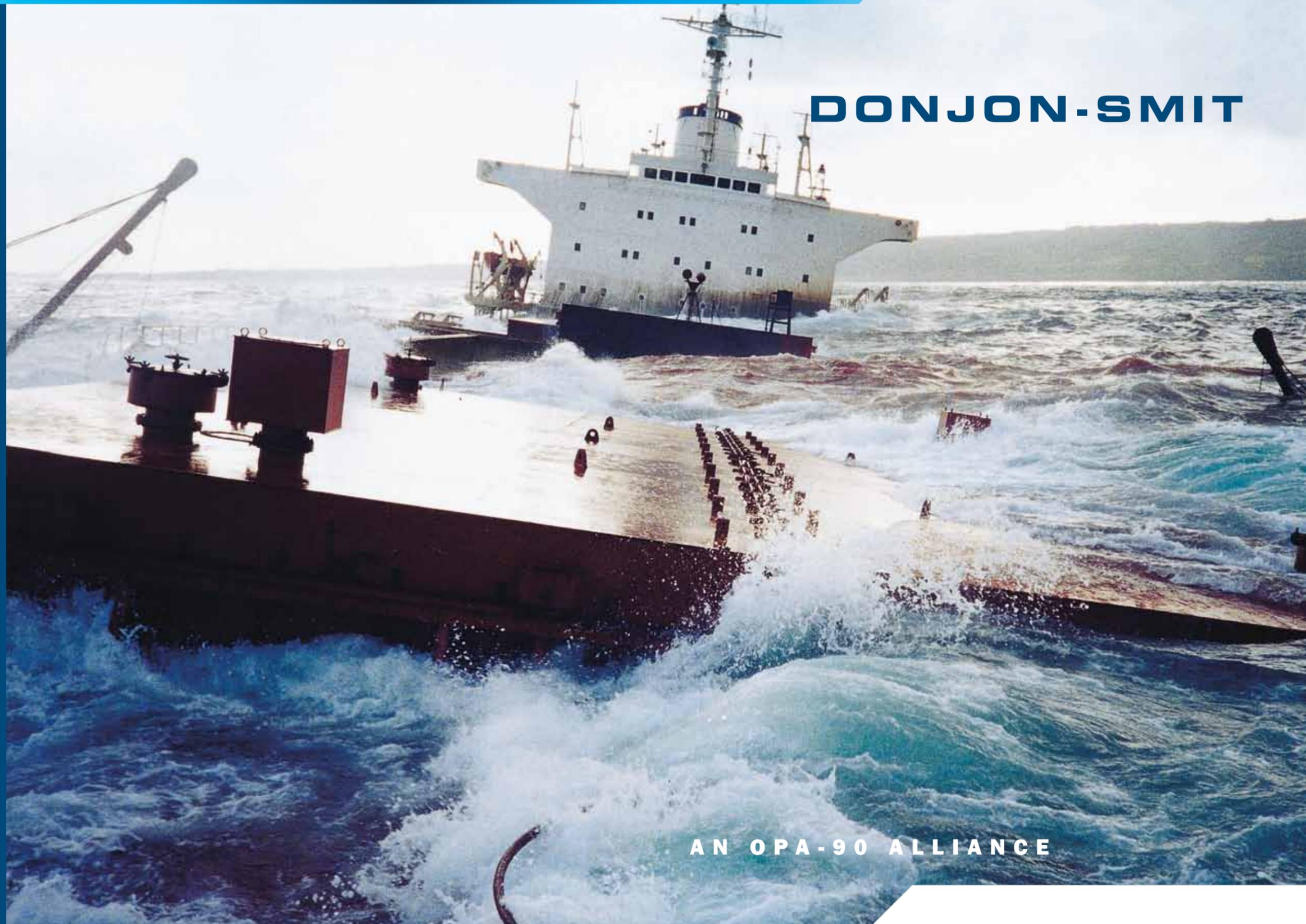
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# DONJON-SMIT

AN OPA-90 ALLIANCE

# DONJON-SMIT

In December 2004, two premiere marine salvage and casualty responders, Donjon Marine Co., Inc. of Hillside, NJ and SMIT Salvage Americas, Inc. of Houston, TX, joined forces to create the Donjon-SMIT OPA-90 Alliance, now strategically headquartered in Alexandria, VA.

Donjon and SMIT Salvage have committed their expertise and resources to the Donjon-SMIT joint venture to provide salvage, firefighting and lightering compliance and response services to all vessels trading in U.S. waters under the Oil Pollution Act of 1990 (OPA-90) and related U.S. state regulations.

Donjon-SMIT, with assets coast-to-coast, has established the 21<sup>st</sup> century standard of excellence in marine casualty response. With environmental protection as a top priority, the joint venture meets every challenge created by the complex U.S. regulatory framework.

Whether responding to a grounding, a collision, a fire - whatever the nature of the casualty - Donjon-SMIT brings highly trained personnel, specialized state-of-the-art equipment, a strong commitment to environmental protection, and a results-oriented work ethic to every response.

Donjon-SMIT Services:

- ▶ Salvage
- ▶ Firefighting
- ▶ Lightering
- ▶ Environmental Care
- ▶ Damage Stability Calculations
- ▶ Drills and Exercises

*Donjon-SMIT deploys rapid response firefighting equipment on America's coasts.*



## Vision

Donjon-SMIT was formed to assist vessel owners seeking compliance with the demanding emergency preparedness and response components of OPA-90 and related state regulations.

OPA-90 was enacted in 1990 to prevent and/or mitigate tank vessel oil pollution. In subsequent years, the scope of OPA-90 has expanded to include non-tank vessels. States imposed additional state-specific requirements. The current regulatory framework demands an unprecedented level of preparedness and pre-planning to ensure a fully integrated response.

Vessel owners contracting coverage from Donjon-SMIT are assured of compliance with every aspect of U.S. federal and state salvage, firefighting and emergency lightering response regulations.

## Mission

To provide swift, cost-effective, environmentally conscious OPA-90 and related salvage, firefighting and lightering services to every tank or non-tank vessel trading in U.S. waters.

Donjon-SMIT leverages the unparalleled expertise, equipment, and global reach of its joint venture partners to protect both ship-owner and environmental interests, while setting the industry standard for OPA-90 response services to the maritime community.



*Trying to avoid the approaching hurricane, the bulk carrier experienced engine problems in the Gulf of Mexico. A salvage team assisted the stricken vessel and safely redelivered her to the shipowners.*

## THE EMERGENCY RESPONSE ALLIANCE

Backed by over 200 years combined experience of the world's leading marine casualty responders the joint venture aims to provide the highest quality, most cost-effective, around-the-clock nationwide compliance and response coverage while serving the best interests of shipowners and the environment.

Donjon and SMIT have salvaged thousands of vessels of all types and sizes throughout the world. Donjon owns an extensive fleet of tugs, derricks and barges in addition to salvage, firefighting, pumping and diving equipment. Global salvor SMIT brings to the alliance its expertise and experience, international fleet and sophisticated equipment, including that used to recover oils and chemicals from stranded or sunken vessels, including those at extreme depths.

Donjon-SMIT manages an extensive, strategically-positioned emergency response network with around-the-clock coverage across the entire United States, from Guam to St. Thomas; from Florida to Alaska.

U.S. government authorities have full confidence in Donjon and SMIT, evidenced by the award of numerous U.S. Navy salvage contracts to both during the past 35 years and an unprecedented record of accomplishment in U.S. salvage response. Donjon and SMIT have responded to countless high-profile cases and multiple maritime emergencies like the disasters created by Hurricanes Katrina, Rita, and Ike.

*Donjon-SMIT maintains the highest standards in respect of Safety, Health, the protection of the Environment and Quality.*



# SERVICES

## Salvage

The Donjon-SMIT OPA-90 Alliance has an unmatched record of successful salvage operations performed in all conditions and locations. When a casualty occurs, every action taken by Donjon-SMIT's salvage team is carefully planned and engineered to best secure the safety of your crew, your vessel, and your cargo. Every salvage operation is managed in full compliance with applicable federal, state and local regulatory frameworks and with environmental care properly prioritized.



*Off the coast of Western Unalaska Island, a salvage team inspected the casualty and safely removed the oil.*

## Lightering

Expertise is critical in emergency ship-to-ship lightering. Following international protocols and procedures, experienced Donjon-SMIT salvage teams execute carefully engineered lightering plans safely and efficiently, using purpose-built Donjon-SMIT equipment, fendering, diesel hydraulic-driven pumps, and portable inert gas generators. Donjon-SMIT's in-house salvage engineering capabilities allow emergency lightering operations to be conducted within the broader scope of vessel stability and hull strength considerations.

## Environmental Care

Salvage is the first line of defense against marine pollution when major casualties occur. The Donjon-SMIT salvage team has prevented the spillage of millions of tons of oil, chemicals and bunkers threatening vulnerable coastlines and marine environments. Donjon and SMIT have been instrumental in developing and implementing new technologies and strategies for the safe, pollution-free removal of cargo and bunkers from wrecks, including the use of hot-tap technology for spill-free extraction of potentially harmful fluids either above or below the waterline.

## Damage Stability Calculations

Donjon-SMIT offers its clients OPA 90-required Damage Stability and Residual Structural Strength Calculations, accessible 24-hours-a-day. The joint venture maintains this

computerized capability for use in damage assessment and response planning, knowing that incorrect or imprecise information can have catastrophic consequences when a vessel undergoes a salvage action.

During the critical early stages of an emergency response Donjon-SMIT's maintenance of clients' vessel data, pre-loaded into computerized damaged stability and residual structural strength calculations programs, can prove invaluable to its clients. Time is saved when Donjon-SMIT maintains directly accessible, pre-entered baseline vessel data in dedicated salvage assessment software and can proceed immediately to the incident-specific data entry necessary to run calculations. Coast Guard approval of the salvage plan is obtained more rapidly when the owner, Donjon-SMIT and the Coast Guard are all considering the same sets of inputs and calculations.



*A salvage team was deployed to dewater the engine room and to preserve the machinery of this LNG tanker.*

## Drills and Exercises

Donjon-SMIT routinely participates in telephone notifications drills. Drills or exercises that require mobilization of personnel and/or response assets can be arranged.



*The complex nature of salvage operations requires multi-disciplined team.*

## Firefighting

Marine firefighting is a key element in Donjon-SMIT's emergency response capability. Donjon-SMIT and its Strategic Response Partners excel in the specialized art of marine firefighting, with highly-trained, experienced firefighting teams fully equipped to extinguish shipboard fires swiftly and safely. Marine firefighting tactics are carefully tailored to minimize damage to the vessel and the marine environment. Marine firefighting training is conducted in compliance with all international standards and ensures that firefighting methods incorporate the latest technologies and best practices.



*A ship-to-ship transfer of about 22,000 tonnes of crude oil was required to refloat the fully laden vessel.*



# STRATEGIC RESPONSE PARTNERS

Donjon-SMIT has established Strategic Response Partnerships collectively guaranteeing the broadest coverage and response capability across the waters of the United States and its territories. Donjon-SMIT's partners add further depth to the company's already substantial in-house arsenal of resources and expertise.

Our Strategic Response Partners include:

- ▶ Cudd Well Control
- ▶ Moran Towing Corporation

## Cudd Well Control

Cudd Well Control has been a leader in well firefighting for more than a quarter of a century. From well control projects in the Americas to blowouts in remote areas across the globe, Cudd has long demonstrated their capabilities under pressure.

As one of the world's top well firefighters, Cudd Well Control was called upon by the U.S. government to respond to oil well fires - 788 separate well fires set in Kuwait's oil fields by the retreating Iraqi army - after Operation Desert Storm. Experts predicted that putting out the Kuwaiti oil field fires would take four to five years. As a result of Cudd's state-of-the-art firefighting techniques and technology, the fires were extinguished within just nine months, and it was widely reported that the resulting environmental disaster,



Donjon-SMIT offers the immediate response and rapid services that are required in today's marine salvage business.



Ocean-going anchor handling tug 'Atlantic Salvor' is owned and operated by Donjon Marine.

already unprecedented in scope, would have been much, much worse without Cudd's applied expertise.

Cudd Well Control maintains an impressive store of firefighting equipment in their Texas, Oklahoma and Wyoming warehouse facilities ready to be transported by air to any location on short notice.

## Moran Towing Corporation

In 1860, Moran Towing began operations in New York Harbor. 150 years later, Moran is the largest supplier of tugs and barges on the U.S. East and Gulf coasts. Moran owns and operates 96 tugs and 30 barges, stationed coast-wise from the North Atlantic around the Florida panhandle and into the Gulf of Mexico.

Always forward-looking, Moran has consistently invested in new technologies to ensure the efficiency and growth of their fleet. Moran maintains an ongoing program of high-tech tractor tug construction and their newest vessels - especially the Z-drive tractor tugs - use state-of-the-art propulsion technology to enhance the fleet's versatility and environmental safety. Moran operates within multiple areas of business activity: Ship docking, LNG activities,

general towing; marine transportation of petroleum and dry bulk products; and contract and specialty towing. Moran maintains tugs at the following ports: Portsmouth, NH; New York, Philadelphia, Baltimore, Norfolk, Charleston, Savannah, Jacksonville, Miami, and Port Arthur, TX.

## Nationwide Response Partners

Donjon-SMIT has established nation-wide Response Partnerships collectively guaranteeing the broadest coverage and response coverage across the waters of the United States and its territories. Donjon-SMIT's partners add further depth to the company's already substantial arsenal of resources and expertise.

With new response planning requirements going into effect in 2011, it is imperative that Donjon-SMIT maintain close

ties to the local response community throughout the country. As part of this capability, response agreements and contracts have been signed for the companies listed below, ensuring Donjon-SMIT the immediate access to the equipment and personnel in these important maritime fields.

Our Response Partners include:

- ▶ Cudd Well Control (marine firefighting)
- ▶ Moran Towing Corporation (emergency towing)
- ▶ Rain For Rent (pump and lightering support)
- ▶ American Marine (maritime services)
- ▶ Global Diving (dive support)
- ▶ Phoenix International (dive support)
- ▶ Miami Diving (dive support)
- ▶ Frank Mohn (pump support)
- ▶ And many more in ports throughout the country



# NEW OPA-90 REGULATIONS FOR THE SALVOR AND MARINE FIREFIGHTER

## United States Coast Guard (USCG) 15 Points Selection Criteria

The USCG published new OPA-90 Salvage and Marine Firefighting regulations at the end of 2008. The new final rule establishes new VRP requirements for the tank vessel owner/operator and provides guidance in the form of 15 selection criteria for the owner/operator to review when choosing their contracted provider of salvage and firefighting resources.

Donjon-SMIT answers  YES to all 15 Points.

- 1** Resource provider is currently working in response service needed.
- 2** Resource provider has documented history of participation in successful salvage and/or marine firefighting operations, including equipment deployment.
- 3** Resource provider owns or has contracts for equipment needed to perform response services.
- 4** Resource provider has personnel with documented training certification and degree experience (Naval Architecture, Fire Science, etc.).
- 5** Resource provider has 24-hour availability of personnel and equipment, and history of response times compatible with the time requirements in the regulation.
- 6** Resource provider has on-going continuous training program. For marine firefighting providers, they meet the training guidelines in NFPA 1001, 1005, 1021, 1405 and 1561.
- 7** Resource provider has successful record of participation in drills and exercises.
- 8** Resource provider has salvage or marine firefighting plans used and approved during real incidents.
- 9** Resource provider has membership in relevant national and/or international organizations.
- 10** Resource provider has insurance that covers the salvage and/or marine firefighting services which they intend to provide.
- 11** Resource provider has sufficient up front capital to support an operation.
- 12** Resource provider has equipment and experience to work in the specific regional geographic environment(s) that the vessel operates in (e.g., bottom type, water turbidity, water depth, sea state and temperature extremes).
- 13** Resource provider has the logistical and transportation support capability required to sustain operations for extended periods of time in arduous sea states and conditions.
- 14** Resource provider has the capability to implement the necessary engineering, administrative, and personal protective equipment controls to safeguard the health and safety of their workers when providing salvage and marine firefighting services.
- 15** Resource provider has familiarity with the salvage and marine firefighting protocol contained in the local ACPs for each COTP area for which they are contracted.



*Our equipment is airmobile and held ready for immediate dispatch.*

