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# **MAMMOET** **Salvage**



## ***The Changing world of Salvage***

***Bas Coppes***  
***Commercial Manager***

[www.mammoetsalvage.com](http://www.mammoetsalvage.com)



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## ***Content presentation***

- **Introduction Mammoet Salvage**
- **How do we see salvage**
  - **Emergency Response**
  - **Wreck removal**
  - **Cargo recovery**
  - **Environmental Salvage**
- **Why do you need Global Salvor**



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## ***Mammoet Salvage***

- Division of Mammoet;
- Established in the beginning of 2006
- More than **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



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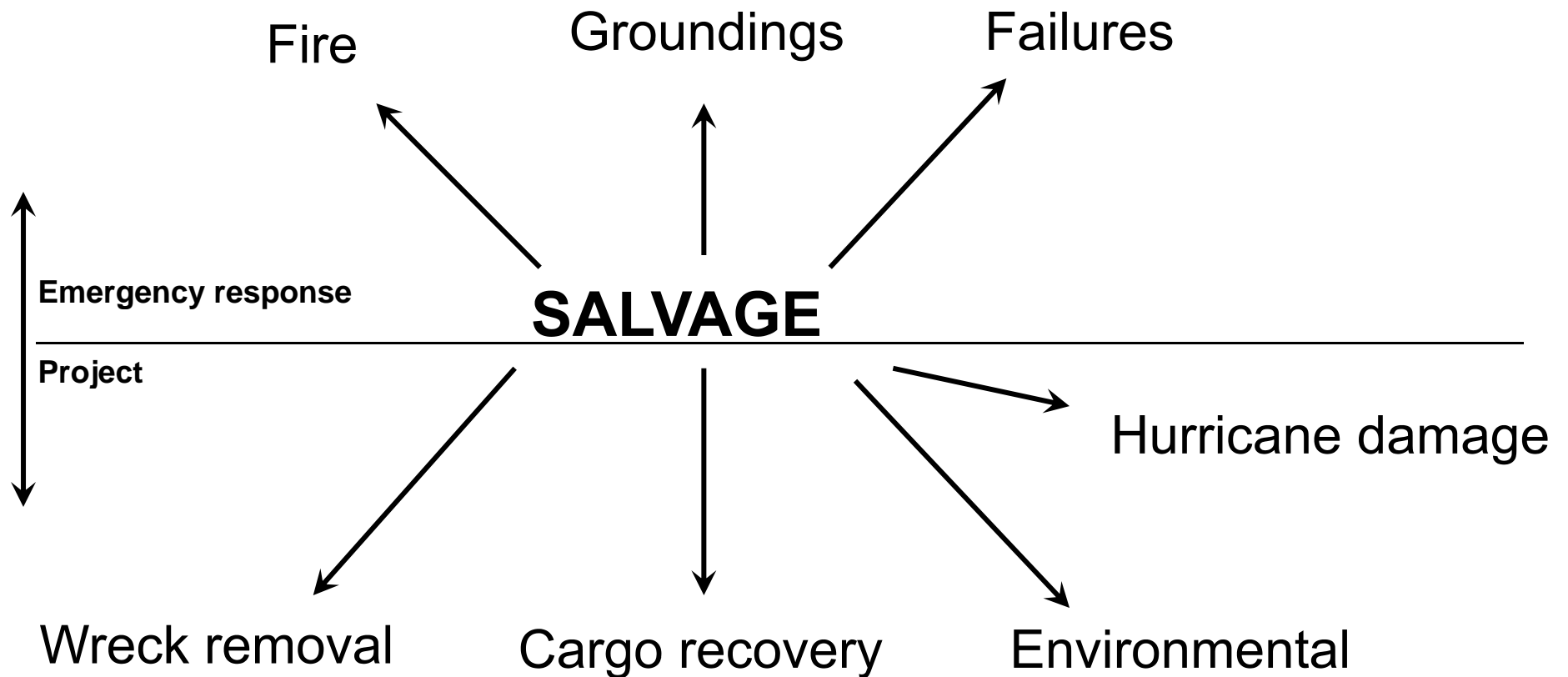
***Petrochemical industry    Lifting & Installation***



**Using cranes**



*Salvage ?*

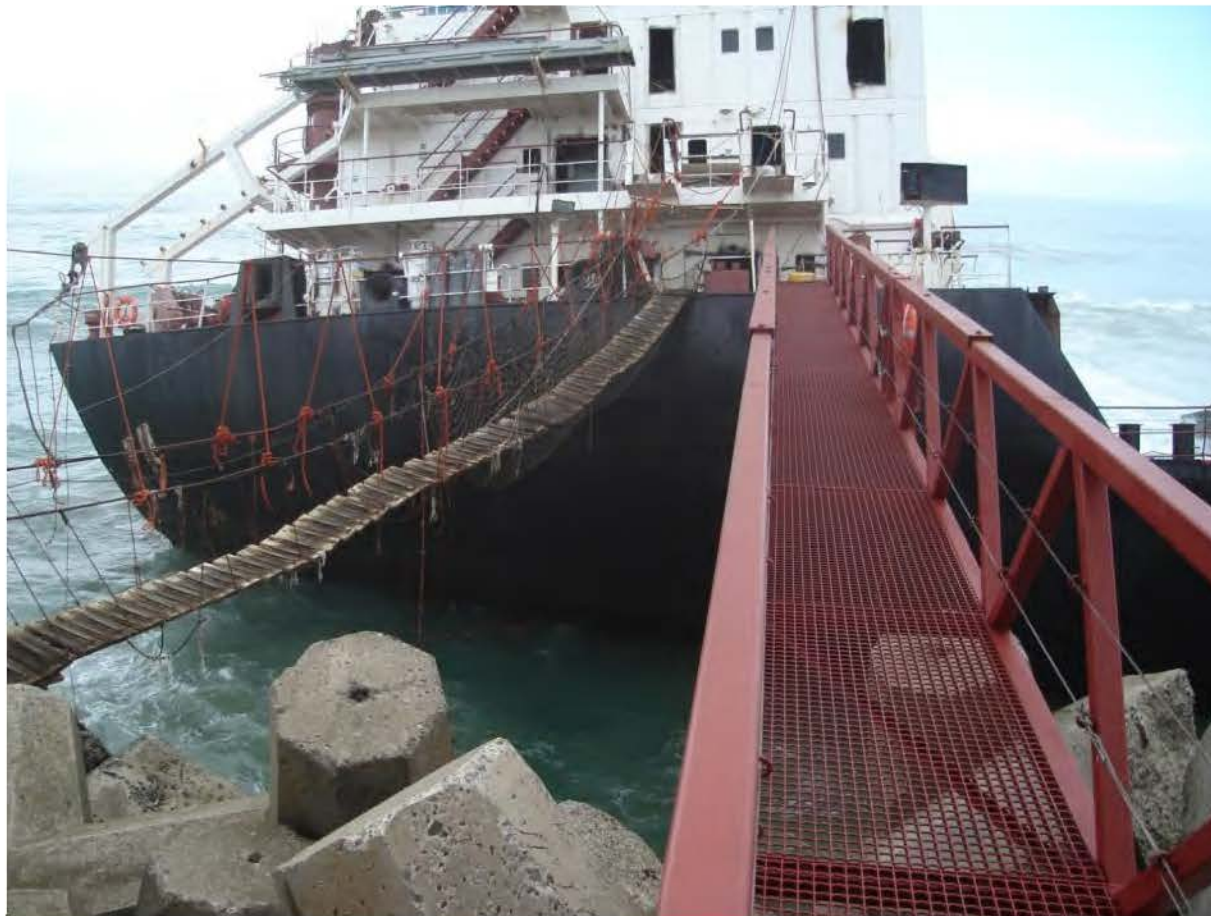


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***Emergency response vs Project approach***



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***Case study, Emergency response, arrival on site***



**Malacca Strait  
Last August**

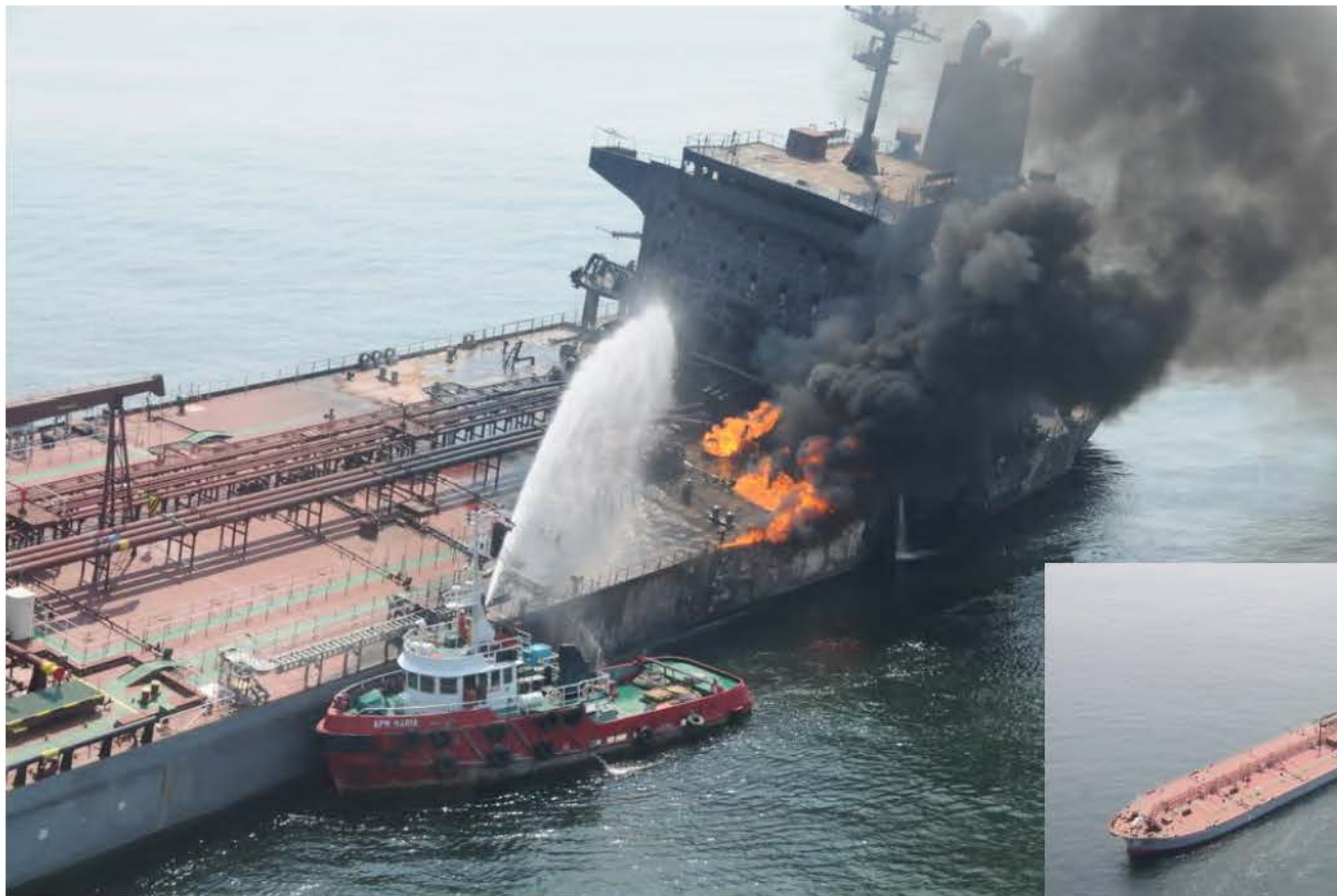


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## *Case study, Emergency response, the next morning*



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## ***Case Study, Emergency response, fire under control***



Mammoet Salvage 05-Sept-2009

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***Case Study, Emergency response, transit to STS loc.***



Mammoet Salvage 05-Sept-2009

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## ***Case study, Emergency response, STS***





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## ***Emergency Response***

**Contract form :**

**-Lloyd open form**

**-SCOPIC**

**-Commercial terms with bonus structure**

**Trend:**

**Number of LOF's slightly declining but value increasing**

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***When emergency response fails***



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***When emergency response fails***

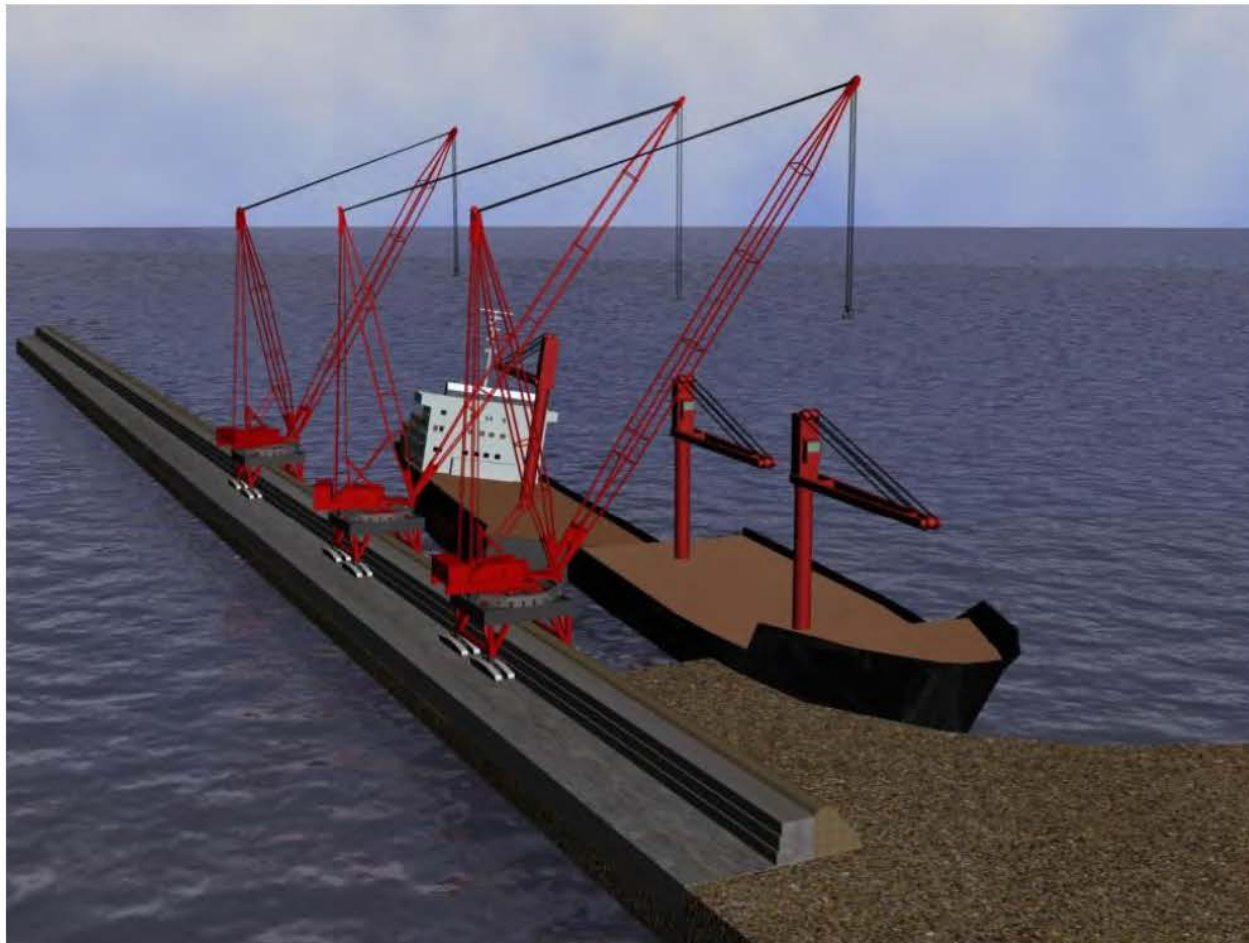


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***Case study, Wreck removal, The Engineering***





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## ***Case Study, Wreck removal, The Chainpullers***



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## ***Case Study, Wreck removal, project execution***



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## ***Case Study, Wreck removal***





## ***Case Study, Wreck removal***

### **Contract:**

- Wreck hire
- Wreck stage
- Wreck fix
- Government contracts

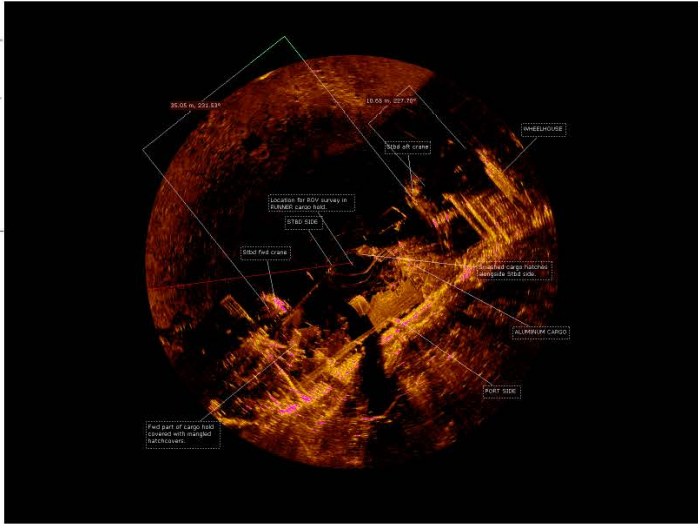
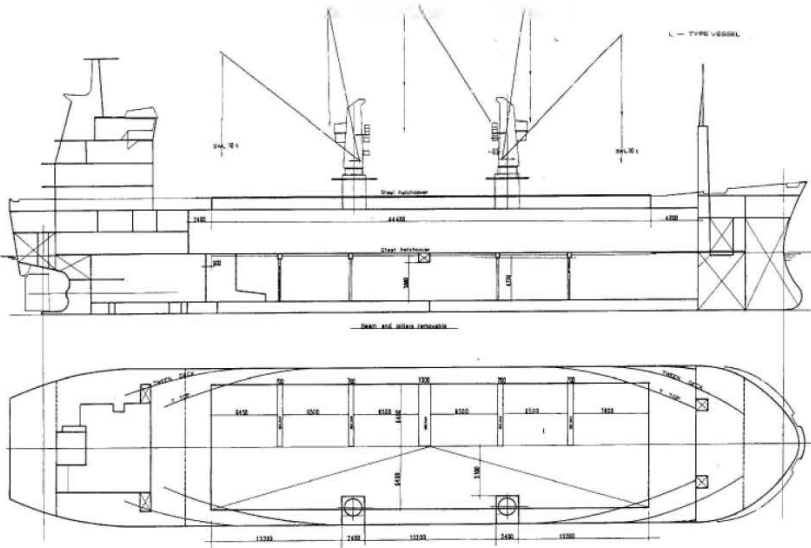
### **Trend:**

**More complex wreck removals due to technical developments & port clearance projects**



# Case Study, Cargo Recovery

## Cargo recovery aluminum T-bars, Gulf of Finland



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## Case Study, Cargo recovery

Cargo recovery aluminum T-bars, Gulf of Finland



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## Case Study, Cargo recovery

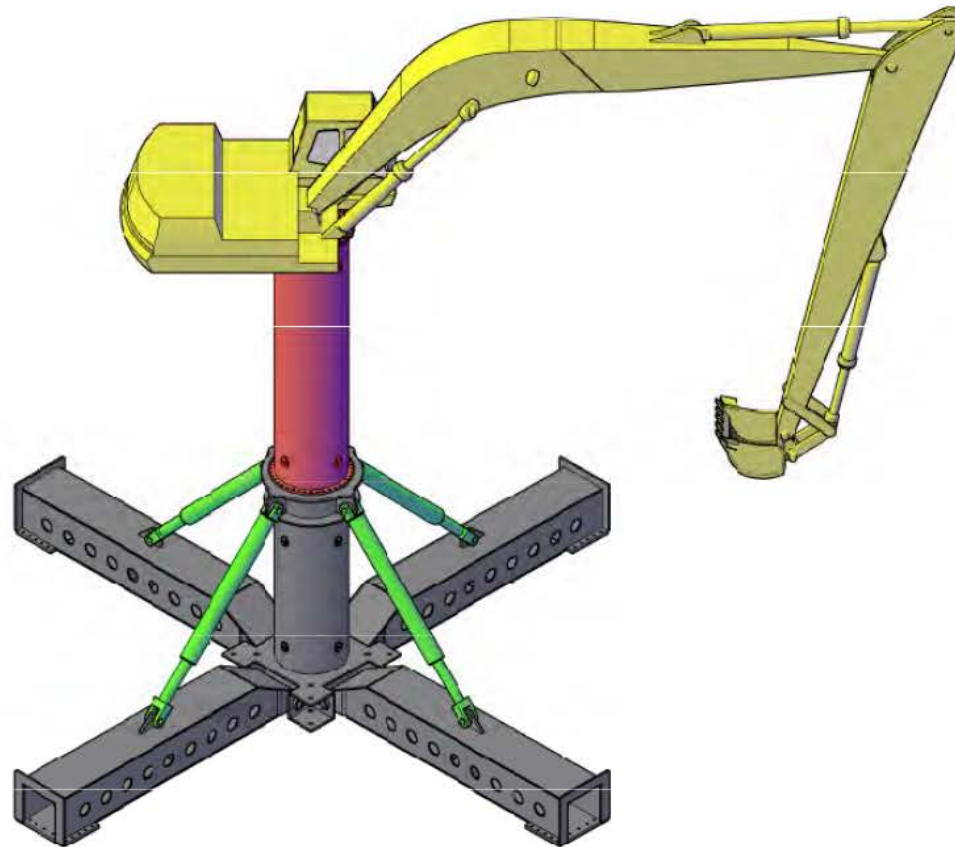


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## ***Case Study, Cargo recovery***



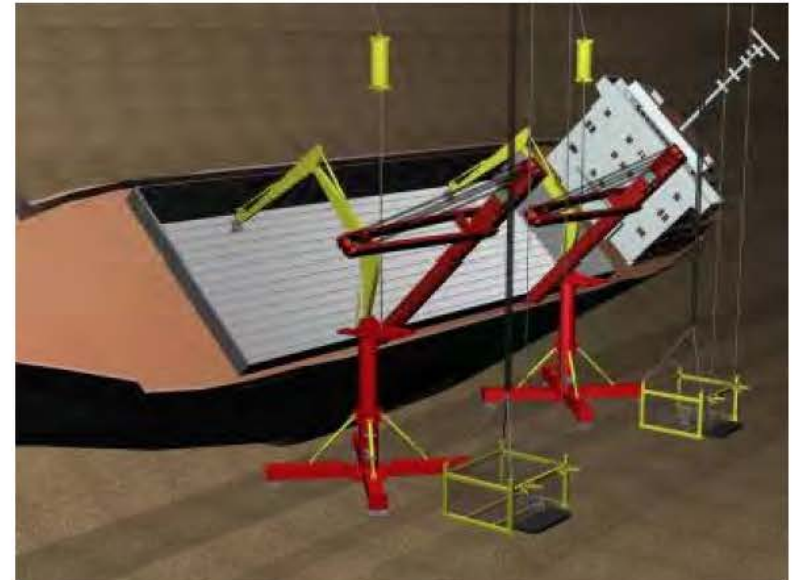
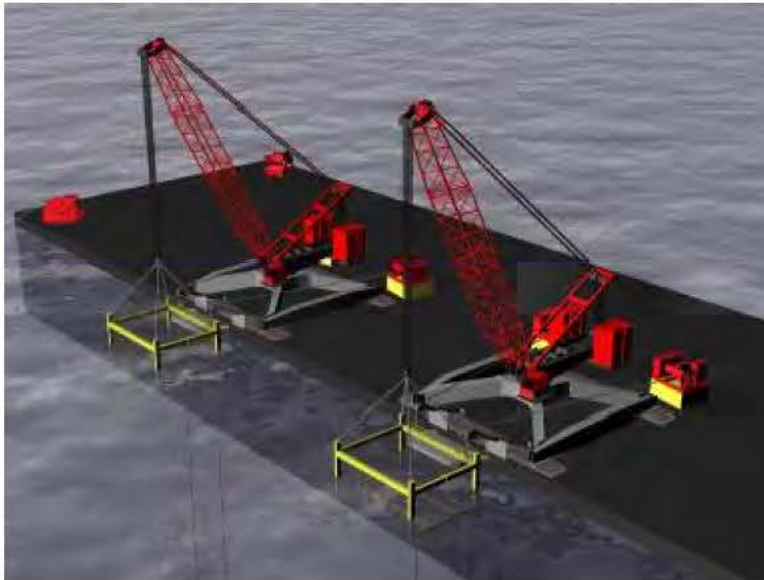


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## Case Study, Cargo recovery

Cargo recovery aluminum T-bars,  
Gulf of Finland



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## Case Study, Cargo recovery



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## ***Case Study, Cargo recovery***





## ***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**

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## ***Case Study, Environmental salvage***



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## 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.



## Case study – Environmental salvage



Robson Bight

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.



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## ***Case Study – Environmental salvage***



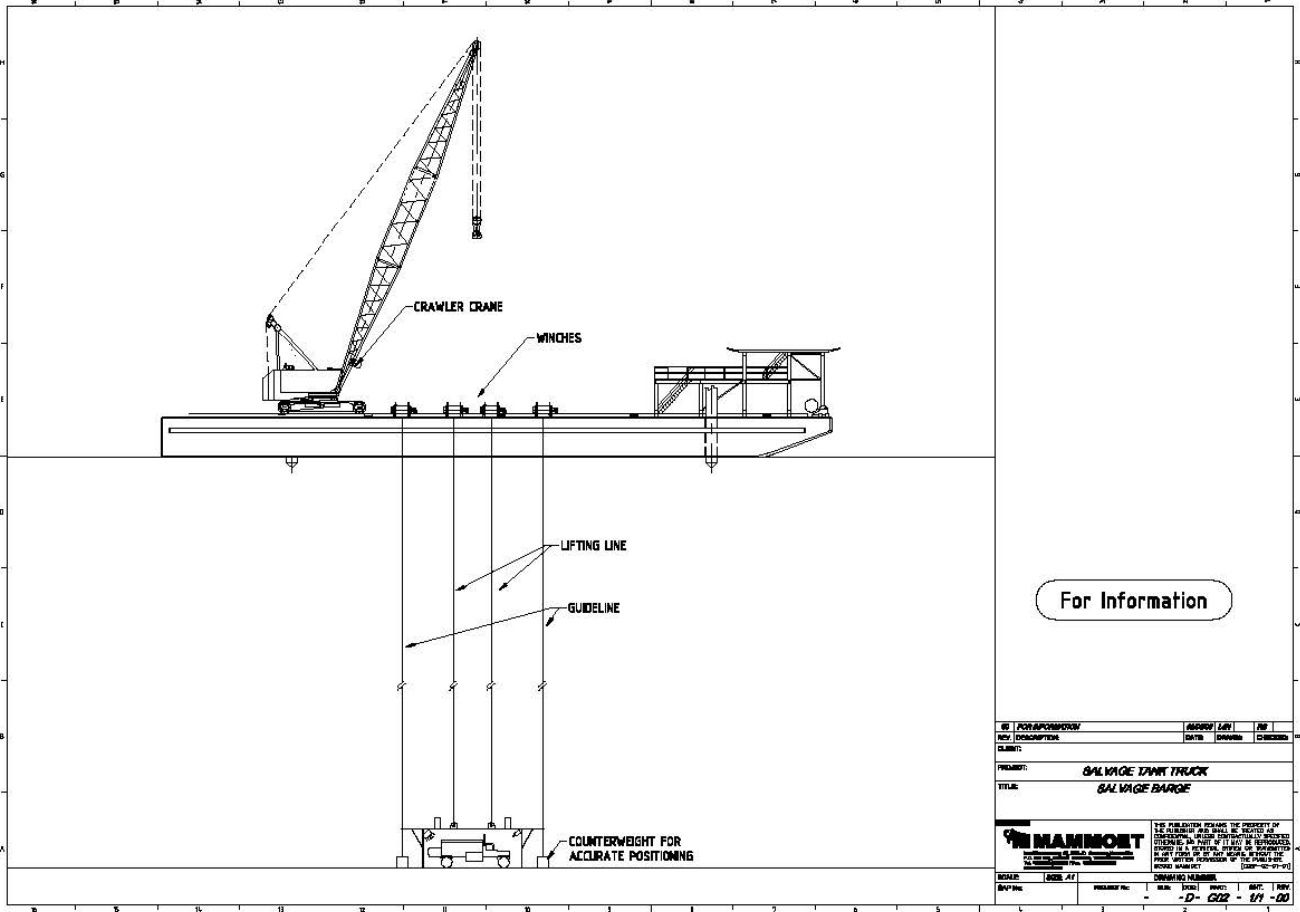
**Truck found upright at a water depth of 1200 feet.**



# MAMMOET Salvage



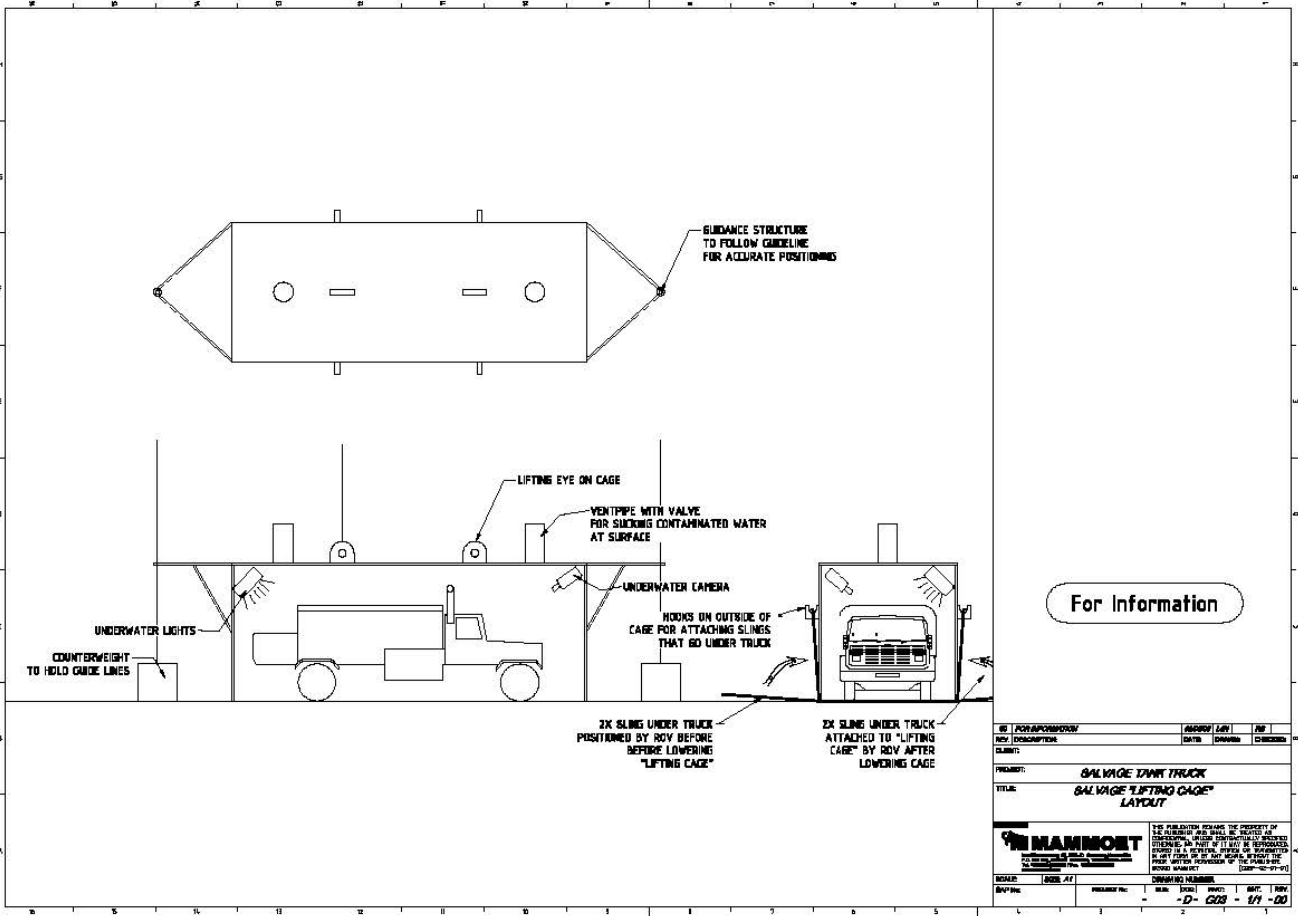
## Case Study, Environmental salvage



# MAMMOET Salvage



## Case Study, Environmental salvage



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## Case Study, Environmental salvage



Construction of DWRC at the Mammoet facilities in Canada



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## Case Study, Environmental salvage, Testing



Full scale testing of equipment constructed.



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## Case Study, Environmental salvage

### Fuel truck recovery 1200 ft, Vancouver Canada



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## ***Case Study, Environmental salvage***



**Operations all remote controlled and performed without the engagement of divers.**

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## Case Study, Environmental salvage

Fuel truck recovery 360 meter, Vancouver Canada





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## ***Case Study, Environmental salvage***



**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.**

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## *Case Study, Environmental salvage*



**Verifying theory and practice ...**



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## ***Case Study, Environmental salvage***

Full scale oil spill response equipment on direct stand by in order to combat any oil escaping during operations.



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## ***Case Study, Environmental salvage***





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## ***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**



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## ***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



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**Worldwide salvage 24/7**



***Thank you for your attention***