John Nixon Associates



Salvage Claims

International Marine Claims Conference
Dublin - 2004

Capt John Nixon MSc Master Mariner FNI FIMAREST CMarTech MCMS

SALVAGE CLAIMSIntroduction

This presentation will attempt to show the progress of some typical salvage operations and the practical work of the salvor.

We will cover the aftermath of a casualty; who is involved; how the salvor is contacted and appointed; the initial inspection and survey team, the formulation of a salvage plan; the tender process and salvage contract; types of casualty and the work involved; completion and redelivery; payment of the salvage claim including negotiation, disputes and arbitration.



Captain Carlson and the "Flying Enterprise" - 1952

SALVAGE CLAIMS Contents

1. THE CASUALTY Background, Type, Causes, Assistance

2. PROPOSAL Salvors, Salvage Survey, Required

Response,, Salvage Plan, Appointing a

Salvor, Tender, Costs

3. CONTRACTS LOF, SCOPIC, SCR or Standard

Commercial Contract

4. SALVAGE OPERATIONS Emergency Response, Groundings,

Wreck Removal, Suitable Contracts

5. WRECK REMOVAL Reasons, Types, Case Study "Tricolor"

6. MOBILISATION Location, Equipment and Personnel,

Salvage Tugs, Joint Ventures

7. COMPLETION Redelivery to Owners, Disposal,

Demobilisation

8. SETTLEMENT Salvage Claim, Negotiations, Disputes,

Arbitration, Common Law

THE CASUALTY BACKGROUND

CASUALTY NUMBERS

Casualties have fallen over the years affecting the number of salvage contracts awarded. Last year, 2003, Lloyd's Salvage Arbitration Branch reported that the number of LOF cases fell to less than 100 for the first time although ISU members attended 218 casualties over the same period.

This improvement in ship casualty figures can be traced to the Global Positioning System - Satellite Navigation; Traffic Routing; VTS Control; Improved ARPA Radar Systems and Better Communications.

Regulations that have affected ship safety to include ISM, STCW-95, OPA-90 and finally changes in shipbuilding techniques.

Sub Standard Ships, Crew Training, Manning Levels and Fatigue still require attention. Study after study tells us that over 90% of casualties are still the result of some form of human error.

SALVAGE CLAIMS TYPES OF CASUALTY



Stranding
Sealand Express
2003



Collision
Stena King c/w
British Vigilance
2002



Grounding & Capsize Rockness 2004



Severe List

Pride of America
2004



Explosion
Panam Serena
2004



Capsize
Stellemarre
2003



Fire
DG Harmony
1998



Structural Failure

Prestige
2002

SALVAGE CLAIMS CAUSES OF CASUALTIES



Negligence
Gaz Poem
c/w Springbok
2003



Weather Vermontborg 2003



Negligence

Lagik
2001



Structural Failure

Prestige
2002



Negligence
Herald of Free
Enterprise
1987



Structural Failure *Rico*1996



Negligence *Reijin* 1988



Terrorism
Cordiality
1997

SALVAGE CLAIMS CASUALTY ASSISTANCE

INITIAL CONTACT

Parties Involved: Master, Local Agents, Owners, Insurers, Insurance Brokers, Tug & Salvage Brokers, Marine Consultants.

Following a casualty that requires assistance the Master will contact his Owner who will in turn contact his insurers. This will be either his P&I Club and/or his Insurance Broker who will have to assess the situation and either seek salvage assistance direct or through a specialist Salvage Broker.













SALVAGE OPERATIONS THE SALVORS

WHO ARE THE SALVORS

"Persons whose principal business is that of rendering assistance to disabled vessels, whether they are vessels ashore or afloat, are, in the fullest sense of the word, professional salvors"

Mr Justice Langton – The Rosa Luxemburg (1934)



The International Salvage Union represents salvors worldwide and has 50 members in 30 countries. Most members are not full time salvors but rely on commercial towage for there income.

SALVAGE OPERATIONS THE SALVORS

WHO ARE THE SALVORS

There are only four professional salvors that can be described as truly international – Smit Salvage, Svitzer Wijsmuller, Titan Marine & Tsayliris









There are many major salvors who remain regional – China Salvage, United Salvage (UK & Aus), SEMCO & Kassel (SE Asia), Multraship (Holland), Omur (Turkey), Nippon & Fukada (Japan), Skaldis & URS (Belgium), Crowley & Donjon (USA)

SALVAGE PROPOSAL SALVAGE SURVEY

SALVAGE TEAM

Office: Salvage Consultant (Senior Salvage Master), Commercial Manager, Operations Manager, Warehouse & Logistic Staff

On Site: Salvage Master, Naval Architect, Divers.

REPORT

Damage to Hull, Strength, Condition of Cargo, Number of Compartments Intact & Breached, Tanks & Cargo Spaces, Engine Room & Machinery, Bunkers, Hazardous Cargo, Stability.



SALVAGE PROPOSAL REQUIRED RESPONSE

Analysis of Salvage Report

Following the salvage inspection and salvage report the Salvage Master and his colleagues will decide on the salvage plan and appropriate response. In an emergency this will have to be with maximum haste. The salvor has to know what resources he has available in the area and how long it will take to reach the casualty. What salvage personnel he will require and how quickly he can mobilise the salvage team and the equipment from his salvage stores.





THE SALVAGE PLAN

- 1. Stabilise the casualty, taking into account currents, tides and deteriorating weather conditions
 - 2. Carry out emergency actions such as fire fighting, controlled grounding or containing leakage of pollutants
 - 3. Undertake a risk assessment and ensure safety procedures are in place.
 - 4. Provide sufficient equipment and personnel to carry out the salvage operation
 - 5. Remove fuel & lubricating oil and other possible pollutants.
 - 6. Remove, isolate or render harmless all hazardous cargo
 - 7. Necessary lightening Discharge of Cargo or Ship to Ship Transfer (STS)
 - 8. Carry out necessary repairs prior to towing, pressurising, pumping, refloating, or up-righting
 - 9. Apply water damage protection to preserve main and auxiliary machinery.
 - 10. Produce a schedule of events and issue daily progress reports

SALVAGE PROPOSAL APPOINTING THE SALVOR

SALVAGE TENDER

The salvage plan and response time together with the type of contract and estimate of costs will be put before the Owner, his insurers and their advisors.

Owners will decide which salvor contractor to employ to carry out the salvage operation or wreck removal.

In an emergency there may be no time to assess and compare the offers from potential salvors. It would be a matter of who can react the quickest to save or minimise the damage. In this situation the most effective way of contracting a salvor will be by using the Lloyds Open Form.

If there is more time then the salvage tenders can be evaluated to see who offers the most efficient solution. The final proposal accepted should offer the most cost effective salvage operation with the greatest likelihood of success.

SALVAGE PROPOSAL APPOINTING THE SALVOR

COSTS

A salvage plan has to contain the most efficient and cost effective method of salvaging the casualty so that it can be redelivered to Owners in a sound and stable condition in a suitable, designated safe port.

The salvage plan will form part of the tender document and be assessed by a salvage consultant in competition with other salvors attempting to win the contract. Salvage is a commercial venture and the salvage company has to make a profit at the end of the operation. The salvage industry has to be supported to ensure that the special expertise and equipment required for the more difficult salvage operations is available in the future.

While Owners may not always take the cheapest option, cost is still an important factor. The larger salvage companies, both international and regional have to compete with local companies who can take advantage of smaller overheads. Everyone with a rowing boat considers himself a salvor when the opportunity arises, but it takes years of professional experience to become a competent salvor and that training and experience comes at a cost.

SALVGE OPERATIONS CONTRACTS





2000

The vast majority of emergency salvage services take place under a salvage contract, such as "no-cure no-pay" open forms, the most common of which is the Lloyd's Standard Form of Salvage Agreement (Lloyd's Open Form). Since 1980 there has been a safety net provision to encourage salvors to attend vessels with little or no salved value in order to protect the environment.

Non Urgent cases or wreck removal operations are usually contracted using a standard Bimco form, on either a lumpsum or day rate basis.

SALVAGE OPERATIONS EMERGENCY CASES

IMPENDING LOSS OF LIFE, LOSS OF PROPERTY and ENVIRONMENTAL DAMAGE

Equipment Required & Available, Expertise, Speed of Response, Chance of Success, Open Form Contract.

In emergency cases such as fire specialist equipment and a great deal of expertise is required, very quickly.

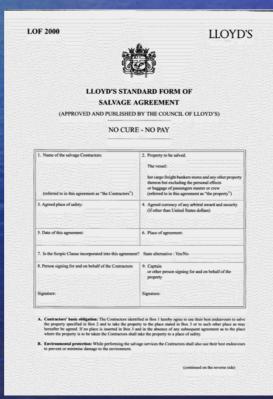




THE SALVAGE CONTRACT LLOYD'S OPEN FORM LOF 2000

Boxes to be completed by the contracting parties

- 1. Name of salvage Contractors
- 2. Property to be salved
- 3. Agreed place of safety
- 4. Agreed currency
- 5. Date of agreement
- 6. Place of agreement
- 7. SCOPIC Clause Incorporated Yes/No
- 8. Signature of (Salvor)
 Contractor
- 9. Signature of Captain or Property Owner



Basic contractual clauses (1989 Salvage Convention)

- A. Contractors obligation to use his best endeavours
- **B.** Environmental protection
- C. SCOPIC clause
- D. Effect of other remedies
- E. Prior service
- F. Duty of property owners
- G. Right of termination
- H. Deemed performance
- I. Arbitration and LSSA clauses
- J. Governing law (English)
- K. Scope of authority
- L. Inducement prohibited

THE SALVAGE CONTRACT LLOYD'S OPEN FORM LOF 2000

The following documents are appended to the Open Form

Lloyds Standard Salvage Arbitration (LSSA) Clauses

These clause deal with the rights of the salvor to security, the appointment of an arbitrator and his powers.

Lloyds Procedural Rules

Dealing with the conduct of the arbitration, disclosure of documents, hearing of expert evidence and appeals.



SALVAGE CONTRACT SCOPIC CLAUSE

- 1. The Special Compensation P&I Club (SCOPIC) Clause replaces LOF Article 14 Special Compensation Clause
- 2. The SCOPIC agreement is voluntary
- 3. Specifically included in LOF and invoked by the salvor
- 4. Allows a fixed tariff for personnel and equipment.
- 5. The salvor receives a salvage security of US\$3.0 million
- 6. Can be terminated by either party
- 7. Salvors receive an uplift of 25% on the agreed salvage costs.
- 8. Discount Provisions for Property Underwriters of 25% of the difference if the Article13 Salvage Award is greater than SCOPIC
- 9. An Special Casualty Representative (SCR) is appointed by the P&I Club to report to all parties

SALVAGE CONTRACT SCOPIC CLAUSE

SPECIAL CASUALTY REPRESENTATIVE (SCR)

An SCR is appointed by the P&I Club from a panel of about 40 approved surveyors.

His job is to look after the interests of all parties involved, reporting to Owners, Property Insurers (Cargo and Hull & Machinery) and Liability Insurers (P&I Club).

The SCR monitors the progress of the salvage, the equipment used and costs involved. He will also help and advise the salvor where necessary.

His final report is used to authorise payments made to the salvor under the SCOPIC agreement.











SALVAGE CONTRACT SCOPIC CLAUSE

TARIFF DAY RATES

	US\$		US\$
Salvage Master	1,500	Tug 12,000hp	19,500
Salvage Officer	1,250	Generator 350kw	350
Naval Architect	1,250	Compressor 1200cfm	400
Salvage Engineer	1,250	Submersible Pump 6"	500
Assistant Engineer	1,000	Hydraulic Pump 8"	1,000
Diving Supervisor	1,000	Welder 400 amp	200
Salvage Foreman	750	Hot Tap Machine	1,000
Salvage Diver	750	Winch 20t	200
Salvage Rigger	600	Hydraulic Powerpack	75
Special Advisors	1,000	Z-Boat 15'	350

SALVAGE CONTRACTS NON EMERGENCY CASES

POSSIBLE LOSS OF PROPERTY, ENVIRONMENTAL DAMAGE. REMOTE LOCATIONS AND BAD WEATHER

STRANDING & GROUNDING

Tender Process, Some Urgency, Suitable Salvors, Salvage Plan, Necessary Equipment, Schedule, Costs, Negotiated Contract.

Here we are dealing with cases where the casualty has to be refloated, this may involve, lightening the vessel to take full advantage of the high tide, repairing any grounding damage, transferring cargo or pressurising tanks.







SALVAGE CONTRACT STANDARD CONTRACT FORMS Non-Emergency Cases

	I fair year have of Agreement		ACCORDING MALE MARKS AND ADDRESS
			COLUMN TOURS AND ASSESSED ASSE
	I Consumer a borns		I Company Place of Bullions
**Special Control of the Control of			
PART 0	1		
"Whoching" International Week Removel and Motion Services Agreement (Selly Rate)	1		
Trainer Trainer of Annie Contract Contr	-		Constitution
No of Miles & Company of September 2 to 1, 1987. A grant description of a section of a part of a grant of a section of a s	11		
The Services The Contractor agrees in services that part in sectioning the services 41 Sight distribution or in-contract of the services and in the services of the services	11 110		
di con d'informità Vincia d'America (del 1971) d'altre et 1970 de 1970	A Part of Pages		
The Design of the Control of the Con	11		
perfect year case to be desired a conference of the forms	111		
the Parameter Cold and Dauberted state Cold and the Section of Section 2 Sec	The her		
All the best distributions of the best distribution of the best distrib	1 to 1 or		
Company Representation Company Representation of the property of the party	Edward and State		A Part of the Control
e representation of the Consequence for the admitted to expense the consequence of the following the consequence of the consequ	In facilities and the second of the second		
Million all files exception of the control of the control of the control of annual or annual or annual or annual of annual or			
Springer St. Sprin			
Though all finding of their sector florescent, their and the present and the sector and an extended on the sector and a finding of the finding of the finding of the sector and their final and their fin			
Control and the Section of the Section	A 11 (44 Sept.) (1974 SE	and the state of t	
Description for the designation of the part of the first colors. The description of the first colors of th			
of the filled before the fire Company of which is the possibilities of the filled before the fire of the filled before t	1)
the bination of the believe and Audion is coming from it is not all the believe the believe that believe and Audion is coming from it is not all the believe the believe that the believ	1		
prompting part or the prompting depth lead depth is defined for account. All the prompting part of the prompting depth lead after the part of the prompting depth lead after the part of t	THE R. P. LEWIS CO., LANSING		A Record for any files and a filesce (A. S. A.).
6 Annual Conference of Agencies 6 The Distriction of Agencies of Agencies of State Operator of State O	211		
Contract of the Contract of th	111		
# Committee of the Comm	3131		
Precision Statement Work Removed and Marine Sandana Agreem			
to the said and the company of a control of the con	0434		
ANY OFFICE AND ADDRESS OF THE PROPERTY OF THE			
See August 1997 - See August 1			-
The State of the Artist of the			Contract Sales and District
Person	SEATON STATES	AND REAL PROPERTY.	Girlsgeringery 4. Testing roll (E. E. Ph.) Option
the particular of the particul			
	T		
	The Community Constraints of the		
First interests in the contract of the contrac	the first and the state of the		
The Domains of the Control of the Co	the first the beautiful training to the pro-		
Pandon Transport Control	If the Community rises, whether \$75 or state to provide the Community of t		
The Depart of Agency of Ag	to be able to the same was a line of the same of the s	=	
The Territory A. Section 1 and	Note the deficient to some instrume times a 1% of the control of t	5	
The interest of the control of the c	No the deliberation to make become made a 2-1 of the deliberation		
The Chartest of the Chartest o	And the desirable on two sources was a first of the control of the		
Secretary of the control of the cont			
The state of the s			
Secretary of the control of the cont			
The state of the s			ger United assist
Secretary of the control of the cont	The second secon	100000000000000000000000000000000000000	SW Links even
Secretary of the control of the cont	The second secon		SW Like and
Secretary of the control of the cont	The second secon	and Spine and American Principles	on Chir east
The state of the s			DON LINES COMM
Secretary of the common of the			con UMAF man
Secretary of the control of the cont	The control of the co		SHE CHAPTERS
Secretary of the control of the cont			con Chief man
The state of the s			SHE THAT FOR
The state of the s			CON LABOR DIAM
The state of the s			SHE LAND I SHE
The state of the s			CON LABOR DIAM
Secretary of the control of the cont			
Secretary of the common of the		and the same of th	Nation II II
State of the control		and the same of th	
Secretary of the control of the cont		THE STATE OF THE PARTY OF THE STATE OF THE S	Nacional III II.
Secretary of the control of the cont	The American Control of the Control	THE STATE OF THE PARTY OF THE STATE OF THE S	Nation II II
Secretary of the control of the cont		THE STATE OF THE PARTY OF THE STATE OF THE S	Nacional III II.
Secretary of the control of the cont		THE STATE OF THE PARTY OF THE STATE OF THE S	Nacional III II.
The second secon		THE STATE OF THE PARTY OF THE STATE OF THE S	Nacional III II.
Secretary of the control of the cont		The same of the sa	Nacional III II.
The second secon	Command of the comman	The same of the sa	Nacional III II.
The second secon	Section 1 to 1		There have the the state of the
The second secon	Section 1 to 1		Nacional III II.
The second secon	Command of the comman		There have the the state of the
The state of the s	Command of the comman		There have the the state of the
The second secon	Command of the Comman		
The second section of the section of the second section of the section of the second section of the section of	Command of the Comman		

TENDER PROCESS

Suitable Salvors, Salvage Plan, Necessary Equipment, Schedule, Costs, Negotiated Contract.

BIMCO Standard Forms

Part 1: Contract Details

Part 2: Contract Clauses

Part 3: Annexes for Additional Information

SALVCON Lumpsum (Sub-contract)

SALVHIRE Daily Hire (Sub-contact)

TOWCON Lumpsum Towage

WRECKCON Lumpsum Basic Contract

WRECKHIRE Daily Hire

WRECKSTAGE Lumpsum Stage Payment

WRECKFIX Fixed Price (No Cure – No Pay)

SALVAGE CONTRACTS WRECK REMOVAL

POSSIBLE ENVIRONMENTAL DAMAGE, ECONOMIC DAMAGE, DANGER TO OTHER VESSELS

Tender Process, Not So Urgent, Suitable Salvors, Salvage Plan, Necessary Equipment, Schedule, Costs, Negotiated Contract.

Following a Wreck Removal Order by the proper authorities, the wreck is removed by salvors under a contract from Owners liability insurers.

The order can be issued because of a threat to the environment, a navigational hazard such as a submerged wreck or blocking a channel, affecting local amenities or economic disruption.



The Owners P&I Club will resist paying for wreck removals which in their opinion, are unwarranted. An authority can insist on a wreck being removed, pay for the removal themselves then seek compensation from the Owner. ("Iugo" Netherlands and "Lagik" UK)

SALVAGE WORK WRECK REMOVAL "Tasman Spirit"



27 July 2003 Karachi, Pakistan Crude Oil Tanker Built 1979 - 45,603 GRT

Oil removal operations followed by wreck removal



SALVAGE WORK WRECK REMOVAL "Jolly Robino"



was impossible

SALVAGE WORK WRECK REMOVAL "Jolly Robino"

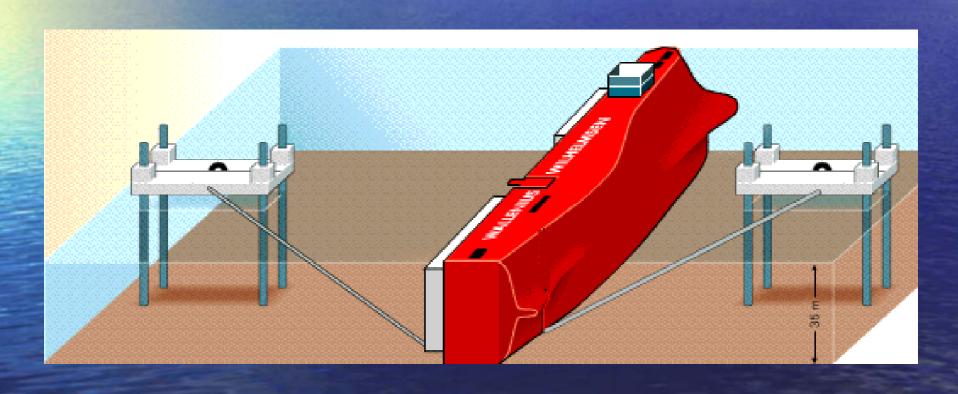


After removal of pollutants the wreck was blown up to open the hull to the sea and to discourage looters

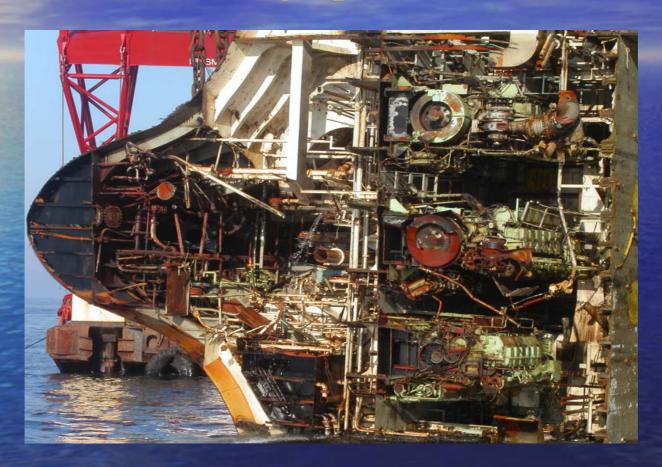




SALVAGE WORK "Tricolor" Cutting Operation



SALVAGE WORK "Tricolor" Cutting Operation



Cutting time per section about 40 hours



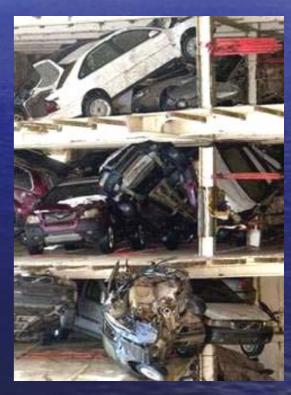




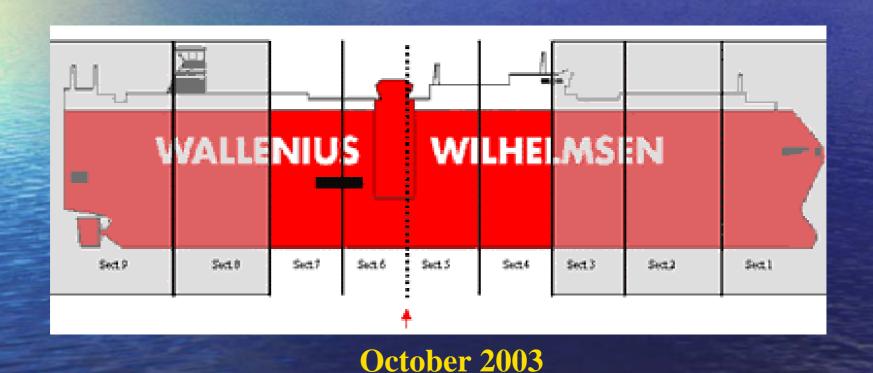
SALVAGE WORK

"Tricolor"
Scrapping





SALVAGE WORK "Tricolor" Sections



SALVAGE WORK "Tricolor" Grabbing



May 2004
Resume Wreck Removal Operations

SALVAGE OPERATIONS MOBILISATION

CASUALTY LOCATION

Casualties can occur wherever ships may wander and this can and often is in the most remote and inaccessible parts of the world. But obtaining physical access may be only the first of many logistical difficulties. Officialdom in its many forms can provides many severe problems. Dealing with customs, immigration, armed forces, environmentalists, regional commercial interests, pirates and even the local mafia can present a huge headache and extra expense to the salvor.

A salvage team can usually be at the casualty within 24 hours with necessary equipment, flown from the salvage store, close behind.

Tugs are moving around the world and are never in the right place at the right time. At about 14 knots (336 nautical miles per day), it can take the nearest salvage tug a number of days to reach the casualty location.

SALVAGE OPERATIONS MOBILIATION

LOCAL AUTHORITIES

The Salvage Master needs to maintain good cooperation with the local authorities who must be kept fully informed. In the UK that could be the 'SOSREP' who has the power to 'exercise ultimate control' of a salvage operation.

A trust has to be established between salvors and the authorities early in the salvage operation to ensure that the salvage proceeds without unnecessary problems. Among his many skill the Salvage Master also has to be a diplomat.







SALVAGE OPERATIONS MOBILISATION

EQUIPMENT & PERSONNEL

The type or equipment and the number and expertise of the personnel required for a particular salvage operation of course depends on the type and severity of the casualty situation.

Most professional salvor will have some type of salvage store with portable salvage equipment ready for immediate use. For example, Smit Salvage have four main stores in Rotterdam, Singapore, Cape Town and Houston. These stores contain a large variety of salvage gear built up over the years, including diving equipment, most types and sizes of salvage pumps with suitable hoses, cutting and welding equipment, generators, hydraulic power-packs, compressors, hot-tap machines, oil skimmers and inert gas generators.

All this equipment is packaged so that it can be flown on scheduled or chartered aircraft to the casualty location or carried by road.

SALVAGE WORK MOBILISATION

PERSONNEL

Depending on the size and difficulty of the salvage or wreck removal operation the following personnel could be required.

- 1. Project Manager
- 2. Salvage Master
- 3. Assistant Salvage Master
- 4. Project Coordinator
- 5. Naval Architect
- 6. Salvage Supervisor
- 7. Diving Supervisor
- 8. Logistics Officer
- 9. Safety Officer
- 10. Salvage Engineer

- 11. Salvage Foreman
- 12. Salvage Riggers (6)
- 13. Salvage Welder
- 14. Salvage Electrician
- 15. Storekeeper
- **16. Crane Operators**
- 17. Divers (12)
- 18. Marine Chemist
- 19. Surveyor
- 20. Paramedic

SALVAGE OPERATIONS MOBILISATION

FLOATING EQUIPMENT

Salvage tugs will carry a certain amount of salvage equipment on board, such as pumps, welding machines, cutting equipment and compressors.

A straight forward refloating may only require the assistance of a single tug with a suitable bollard pull while a complicated salvage or wreck removal could involve a large salvage spread consisting of the following vessels.

- 1. Salvage Tugs (2)
- 2. Sheerleg Cranes (2)
- 3. Accommodation Barge
- 4. Salvage Barge & Tug
- 5. Work Boat
- 6. Safety Launch



SALVAGE OPERATIONS SALVAGE TUGS



It is very expensive for commercial salvors to have dedicated salvage tugs on station. Salvors with such tugs have different methods of paying for there upkeep.



Tsavliris still keep tugs on station, especially their large Russian tugs, they will accept ocean towage contracts although they mainly rely on charging high daily hire rates when the tugs are used for salvage work.





SALVAGE WORK CO-OPERATION AND JOINT VENTURES

A worldwide network of co-operation agreements with reputable tug and salvage companies gives an essential local input. Smaller salvors may need help to execute a salvage operation and bring in expertise from the larger salvage companies on an ISU Sub contract.

"Ever Decent"
Smit & Klyne Tugs



"Kerinci"
Smit & Semco



"Sally Albatross"
Smit & Hakans



SALVAGE OPERATIONS COMPLETION REDELIVERY TO OWNERS

Fast Ferry "Condor 11" / Tanker "Sea Empress"

Tasmania - 1995 Handed Back to Builders Milford Haven – 1996 Handed Back to Owners for Repair





SALVAGE OPERATIONS COMPLETION DELIVERY TO SALVORS Crude Oil Tanker "Sea Prince"

Grounded - Korea 1995 Foundered - Straits of Luzon

SALVAGE OPERATIONS COMPLETION DISPOSAL - SCUTTLING "Buff Bay"



General Cargo Vessel
Indian Ocean
August 2001
Cracks in hull & flooding.

Ship side valves and filters opened to the sea. Holes cut in side shell and bulkheads to allow vessel to flood throughout.





SALVAGE OPERATIONS COMPLETION DISPOSAL - SCRAPPING

High scrap prices make a voyage to a ship breaking yard worthwhile
There are ship breaking yards in most countries the biggest are in India,
Pakistan, Bangladesh, Turkey, China & Holland



RoRo "Tricolor", Scrapped in Belgium



The worlds leading ship breakers - Alang, India

SALVAGE OPERATIONS COMPLETION DEMOBILISATION

On completion of the salvage operation all equipment has to be demobilised, cleaned and reinstated and this should be taken into account in the terms of the contract.

The floating equipment including barges and sheerleg cranes have to be towed back to station and the portable equipment returned to the salvage stores where it is serviced and repackaged ready for immediate use. Third party vessels are redelivered to their owners and hired men and equipment discharged. All out of pocket expenses and accounts settled.





SALVAGE CLAIM SETTLEMENT - NEGOTIATIONS

Following the successful conclusion of a salvage or wreck removal operation carried out under a fixed contract any payments due are usually made without any need for negotiations or dispute resolution.

If the salvage was carried out under an Open Form Salvage Agreement then the amount of remuneration or award paid to the salvor has to be decided. Salvors, Property Underwriters and where necessary the P&I Club have to negotiate a final settlement agreeable to all parties. This award will take into account the value of the property salved, both ship and cargo and, among other things, the skill of the salvor and the degree of difficulty involved in the salvage.

The size of the award usually take the form of a percentage of the salved fund agreed with the Shipowner and cargo interests. Over the past 10 years Lloyd's have reported the average award in cases settled by Arbitration to be in the region of 13.5%.

SALVAGE CLAIM SETTLEMENT - DISPUTES

Payment disputes can arise out of a number of factors:

1. CONTRACTUAL DISAGREEMENT

- a. Place of redelivery Safe Port, Discharge or Repair Port
- b. Salvors efforts Best Endeavours Negligence
- c. Out-of- pocket expenses Payments to Third Parties

2. SALVED VALUES

- a. Hull repair costs closest or most cost effective shipyard
- **b.** Cargo values Actual or estimated values
- c. SCOPIC payment Difference between Article 13 award

3. ADJUSTMENTS

- a. Interest from completion of salvage until award
- b. Currency Dollar, Pounds, Euro Fluctuations

SALVAGE CLAIM ARBITRATION

If a settlement agreement can not be reached with the Shipowner and cargo owners or their underwriters then the size of the salvage award will be decided at an Arbitration or through the Courts

The contract should state under which jurisdiction it is governed, often, as in the LOF agreement, this will be English Law.

Lloyd's Arbitration Service will appoint an Arbitrator from a panel of experienced QCs, to hear salvage cases.



Nigel Teare Appeal Arbitrator



Belinda Bucknell



Michael Howard



Charles McDonald



John Reeder



Jeremy Russell

The usual Arbitration hearing will have all sides represented by a barrister, Salvor, Shipowner and Cargo interests, often more than one party. Each barrister will be accompanied by his instructing solicitor and representatives of the parties concerned.

SALVAGE CLAIM COMMON LAW

THE HIGH COURT

Where there is a common law salvage claim or there is an important point of principle at stake or if the arbitration system has failed to obtain an agreement on a point of law, then the parties involved can take their case to the High Court, Court of Appeal and House of Lord for a judgement.

In the "Nagasaki Spirit" (1995) case salvors were dissatisfied with the Special Compensation awarded under Article 14 of Lloyds Open Form for prevention or limitation of damage to the environment. The case went all the way to the Law Lords who judged that there should be no element of profit in salvors expenses. This unsatisfactory outcome pleased no one and lead directly to the introduction of SCOPIC





SALVAGE CLAIMS

THANK YOU



"....it is the duty of the court to take care to adequately remunerate all salvors for salvage services in order to encourage those services to be performed..." [Gorell Barnes J, *The Liverpool* (1893)]