Salvage Success
(and challenges)
Part 1.
Presented By Jonathan O’Hara
Ocean Cargo Policy

- Duty of insured
- Sue and Labor
- Basic Salvage
Ocean Cargo - Issues

- Control Of Damaged Goods Clause
- Brands & Trademarks
- Other Clauses
- Government/regulatory
Ocean Cargo - Solutions

- Work with, not against, your insured and broker
- Knowing the market/product
- Reconditioning
- If all else fails – scrapping or donate?
Inland Marine

- Liability or first party?
- Motor Truck Cargo
- Property
- Contractors Equipment
- Fine Arts
Salvage Success

Summary & Conclusion