

ANNEX 4 - IG Rate Comparison
TECHNICAL COMPARISON OF CONTRACT TERMS

DONJON-SMIT - July 2010, Version 1.1 on page 1 and Version 1.0 on subsequent pages

(1) Category 1 - vessel adrift

TOWHIRE

SCOPIC rates with 20% uplift, out-of-pocket expenses at cost plus 15%

1.5 times retail price cap included, and 50% standby rate if not used

New York Arbitration

(2) Category 2 - lightly aground

WRECKHIRE

SCOPIC rates with 50% uplift, out-of-pocket expenses at cost plus 15%

1.5 times retail price cap included, and 50% standby rate if not used

New York Arbitration

(3) Category 3 - major casualty

LOF2000 with SCOPIC incorporated

[If Clause invoked] SCOPIC rates and uplift (25%)

1.5 times retail price cap included, and 50% standby rate if not used

English law, Lloyd's arbitration

Owners' right to appoint an owners' representative is included.

Insurance terms are included.

MARINE RESPONSE ALLIANCE - Dated 2 August 2010

In-house tariffs with a range of rates depending on which entity is brought in.

The entities are:

- Marine Pollution Control Corp. for Emergency Lightering
- Marine Hazard Response for Firefighting
- Titan Salvage LLC for Marine Salvage Operations with Crowley Maritime Services tug rates

The rates are the various in-house tariffs with no caps and no standby rates.

New York Arbitration

Owners' right to appoint an owners' representative is included.

Insurance terms are included.

RESOLVE - Dated 14 June 2010

LOF2000 with SCOPIC incorporated. London Arbitration.

If SCOPIC rates and out-of-pocket expenses up to USD 750,000 in total, then to be reimbursed at SCOPIC rates.

First 24 hours, 50% uplift

Subsequent days at 25% uplift

1.5 times retail price cap included, and 50% standby rate if not used

Payment terms 15 days

Interest 1.5% per month

English law and jurisdiction

Owners' right to appoint an owners' representative is included.

Insurance terms are included.

T&T BISSO

Non US version - 22 April 2010

US version -15 June 2010

In-house standard tariff

No cap, no standby rates

Out-of-pocket expenses at cost plus 15%

No salvage

Payment terms 30 days

Interest Bank rate plus 2%

Non US (English law, Arbitration London)

US (US Maritime law/State of Texas, Arbitration Houston, Texas)

Owners' right to appoint an owners' representative is included.

Insurance terms are included.

All rates are in USD

Rate comparison is based on SCOPIC tariff rate categories. Note that the SCOPIC tariff rates are currently under review.

| | DONJON-SMIT | | | MRA [Marine Response Alliance] | RESOLVE | | T&T BISSO |
|---|----------------------------------|----------------------------------|----------------------------------|--------------------------------|----------------------------------|----------------------------------|-----------------------------|
| | [SCOPIC tariff plus 20 per cent] | [SCOPIC tariff plus 50 per cent] | [SCOPIC tariff plus 25 per cent] | [In-house standard tariffs] | [SCOPIC tariff plus 50 per cent] | [SCOPIC tariff plus 25 per cent] | [In-house standard tariffs] |
| | Cat 1* | Cat 2** | Cat 3*** | | 1st 24 hours | subsequent | |
| personnel | | | | | | | |
| office administration | 1386 | 1732.5 | 1443.75 | 2212 to 2875 | 1732.5 | 1443.75 | 2500 |
| salvage master | 2082 | 2602.5 | 2168.75 | 2100 | 2602.5 | 2168.75 | 2100 |
| naval architect or salvage officer/engineer | 1728 | 2160 | 1800 | 2100 | 2160 | 1800 | 2100 |
| assistant salvage officer/engineer | 1386 | 1732.5 | 1443.75 | 1450 | 1732.5 | 1443.75 | 1800 |
| diving supervisor | 1386 | 1732.5 | 1443.75 | 1800 | 1732.5 | 1443.75 | 1800 |
| HSE qualified diver excluding saturation or mixed gas diver (rate to be agreed) | 1248 | 1560 | 1300 | 1500 | 1560 | 1300 | 1500 |
| salvage foreman | 1038 | 1297.5 | 1081.25 | 1800 | 1297.5 | 1081.25 | 1800 |
| riggers, fitters, equipment operators | 831.6 | 1039.5 | 866.25 | 1260 to 1500 | 1039.5 | 866.25 | 1500 |
| specialist advisors - fire fighters, chemicals, pollution control | 1386 | 1732.5 | 1443.75 | 14062 to 1450 | 1732.5 | 1443.75 | 2500 |
| | | | | | | | |
| tugs and other craft | | | | | | | |
| bhp to 5000 [per bhp] | 3 | 3.75 | 3.125 | SCOPIC rates plus 50% to 65% | 3.75 | 3.125 | |
| bhp 5001 to 12000 [per bhp] | 2.25 | 2.8125 | 2.34375 | | 2.8125 | 2.34375 | |
| bhp 12001 to 20000 [per bhp] | 1.5 | 1.875 | 1.5625 | | 1.875 | 1.5625 | |
| bhp over 20000 [per bhp] | 0.75 | 0.9375 | 0.78125 | | 0.9375 | 0.78125 | |
| | | | | | | | |
| if fi-fi 0.5 add | 750 | 937.5 | 781.25 | | 937.5 | 781.25 | |
| if fi-fi 1.0 add | 1500 | 1875 | 1562.5 | | 1875 | 1562.5 | |
| | | | | | | | |
| if ice class add | 1500 | 1875 | 1562.5 | | 1875 | 1562.5 | |
| | | | | | | | |
| launch etc less than 500 bhp [per bhp] | 4.5 | 5.625 | 4.6875 | | 5.625 | 4.6875 | |
| | | | | | | | |
| generators | | | | | | | |
| up to 50 kW | 82.8 | 103.5 | 86.25 | 115 | 103.5 | 86.25 | 200 |
| 51 to 120 kW | 172.8 | 216 | 180 | 300 | 216 | 180 | 400 |
| 121 to 300 kW | 276 | 345 | 287.5 | 400 | 345 | 287.5 | |
| over 301 kW | 483.6 | 604.5 | 503.75 | 500 | 604.5 | 503.75 | |
| | | | | | | | |
| portable IG systems | | | | | | | |
| 1000 cu.m. per hour | 1656 | 2070 | 1725 | | 2070 | 1725 | |
| 1500 cu.m. per hour | 1932 | 2415 | 2012.5 | | 2415 | 2012.5 | |
| [T&T BISSO 2000 cu.m. per hour] | | | | | | | 5000 |
| | | | | | | | |
| compressors | | | | | | | |
| high pressure | 138 | 172.5 | 143.75 | 225 | 172.5 | 143.75 | 100 |
| 185 cfm | 207.6 | 259.5 | 216.25 | 450 | 259.5 | 216.25 | 200 |
| 600 cfm | 345.6 | 432 | 360 | 800 | 432 | 360 | 450 |
| 1200 cfm | 552 | 690 | 575 | 650 | 690 | 575 | 750 |
| air manifold | 14.4 | 18 | 15 | | 18 | 15 | |
| blower 1500 cu.m. per min | 1173.6 | 1467 | 1222.5 | | 1467 | 1222.5 | |
| | | | | | | | |

DONJON-SMIT categories

*Cat 1 drifting, no immediate danger

**Cat 2 Lightly aground, no immediate danger

***Cat 3 major casualty, imminent danger

All rates are in USD

Rate comparison is based on SCOPIC tariff rate categories. Note that the SCOPIC tariff rates are currently under review.

| | DONJON-SMIT | | | MRA [Marine Response Alliance] | RESOLVE | | T&T BISSO |
|--------------------------------------|--|---|--|--------------------------------|--|--|-----------------------------|
| | [SCOPIC tariff plus 20 per cent] Cat 1* | [SCOPIC tariff plus 50 per cent] Cat 2** | [SCOPIC tariff plus 25 per cent] Cat 3*** | [In-house standard tariffs] | [SCOPIC tariff plus 50 per cent] 1st 24 hours | [SCOPIC tariff plus 25 per cent] subsequent | [In-house standard tariffs] |
| pumping equipment | | | | | | | |
| air | | | | | | | |
| 2 in | 103.2 | 129 | 107.5 | 95 to 105 | 129 | 107.5 | 125 |
| diesel | | | | | | | |
| 2 in | 69.6 | 87 | 72.5 | 125 to 169 | 87 | 72.5 | |
| 4 in | 124.8 | 156 | 130 | 150 to 241 | 156 | 130 | 200 |
| 6 in | 165.6 | 207 | 172.5 | 430 | 207 | 172.5 | 400 |
| electrical submersible | | | | | | | |
| 2 in | 69.6 | 87 | 72.5 | | 87 | 72.5 | |
| 4 in | 207.6 | 259.5 | 216.25 | | 259.5 | 216.25 | 400 |
| 6 in | 828 | 1035 | 862.5 | 900 | 1035 | 862.5 | 600 |
| hydraulic | | | | | | | |
| 6 in | 828 | 1035 | 862.5 | | 1035 | 862.5 | 1800 to 3500 |
| 8 in | 1380 | 1725 | 1437.5 | | 1725 | 1437.5 | |
| hoses | | | | | | | |
| air | | | | | | | |
| 3/4in per 30m or 120ft | 27.6 | 34.5 | 28.75 | 36 | 34.5 | 28.75 | 10 |
| 2in per 30m or 120ft | 55.2 | 69 | 57.5 | 72 | 69 | 57.5 | 30 |
| layflat | | | | | | | |
| 2in per 6m or 20ft | 14.4 | 18 | 15 | 3 | 18 | 15 | |
| 4in per 6m or 20ft | 20.4 | 25.5 | 21.25 | | 25.5 | 21.25 | 50 |
| 6in per 6m or 20ft | 27.6 | 34.5 | 28.75 | | 34.5 | 28.75 | 50 |
| rigid | | | | | | | |
| 2in per 6m or 20ft | 20.4 | 25.5 | 21.25 | 17 | 25.5 | 21.25 | |
| 4in per 6m or 20ft | 27.6 | 34.5 | 28.75 | 35 | 34.5 | 28.75 | |
| 6in per 6m or 20ft | 34.8 | 43.5 | 36.25 | 45 | 43.5 | 36.25 | |
| 8in per 6m or 20ft | 42 | 52.5 | 43.75 | 29 | 52.5 | 43.75 | |
| fenders | | | | | | | |
| yokohama | | | | | | | |
| 1m x 2m | 103.2 | 129 | 107.5 | | 129 | 107.5 | 250 |
| 2.5m x 5.5m | 207.6 | 259.5 | 216.25 | | 259.5 | 216.25 | |
| 3.5 x 6.5m | 345.6 | 432 | 360 | | 432 | 360 | 550 |
| low pressure inflatable | | | | | | | |
| 3m | 97.2 | 121.5 | 101.25 | | 121.5 | 101.25 | |
| 6m | 97.2 | 121.5 | 101.25 | | 121.5 | 101.25 | |
| 9m | 207.6 | 259.5 | 216.25 | | 259.5 | 216.25 | |
| 12m | 345.6 | 432 | 360 | | 432 | 360 | |
| 16m | 345.6 | 432 | 360 | | 432 | 360 | |
| welding and cutting equipment | | | | | | | |
| bolt gun | 414 | 517.5 | 431.25 | | 517.5 | 431.25 | |
| gas detector | 138 | 172.5 | 143.75 | | 172.5 | 143.75 | 150 |
| hot tap machine | 1380 | 1725 | 1437.5 | 1150 to 1443 | 1725 | 1437.5 | 1225 |
| oxy-acetylene surface cutting | 34.8 | 43.5 | 36.25 | 175 | 43.5 | 36.25 | 50 |
| underwater cutting | 69.6 | 87 | 72.5 | | 87 | 72.5 | 200 |
| underwater welding | 69.6 | 87 | 72.5 | 50 | 87 | 72.5 | 200 |
| 250 amp welder | 207.6 | 259.5 | 216.25 | 200 | 259.5 | 216.25 | 200 |
| 400 amp welder | 276 | 345 | 287.5 | 250 | 345 | 287.5 | 325 |

DONJON-SMIT categories

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**Cat 2 Lightly aground, no immediate danger

***Cat 3 major casualty, imminent danger

All rates are in USD

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| pollution control equipment | | | | | | | |
| oil boom 24in per 10m | 42 | 52.5 | 43.75 | 75 | 52.5 | 43.75 | 65 |
| 36in per 10m | 138 | 172.5 | 143.75 | | 172.5 | 143.75 | 115 |
| 48in per 10m | 268.8 | 336 | 280 | 20.6 | 336 | 280 | 262 |
| lighting systems | | | | | | | |
| lighting string per 50ft | 34.8 | 43.5 | 36.25 | 7.5 | 43.5 | 36.25 | 50 |
| light tower | 69.6 | 87 | 72.5 | 175 | 87 | 72.5 | 150 |
| underwater lighting system 1000 watts | 103.2 | 129 | 107.5 | 115 | 129 | 107.5 | |
| winches | | | | | | | |
| up to 20 tonnes including 50m of wire | 276 | 345 | 287.5 | 450 | 345 | 287.5 | |
| storage equipment | | | | | | | |
| 12ft container | 34.8 | 43.5 | 36.25 | | 43.5 | 36.25 | |
| 20ft container | 55.2 | 69 | 57.5 | | 69 | 57.5 | 200 |
| miscellaneous equipment | | | | | | | |
| air bags less than 5 tons lift | 55.2 | 69 | 57.5 | 115 | 69 | 57.5 | 50 |
| airbags 5 to 15 tons lift | 276 | 345 | 287.5 | 250 | 345 | 287.5 | |
| air lift 4in | 138 | 172.5 | 143.75 | 115 | 172.5 | 143.75 | |
| 6in | 276 | 345 | 287.5 | 145 | 345 | 287.5 | |
| 8in | 414 | 517.5 | 431.25 | 175 | 517.5 | 431.25 | |
| air tugger up to 3 tons | 103.2 | 129 | 107.5 | 275 | 129 | 107.5 | 350 |
| ballast/fuel oil storage bins 50,000 litres | 138 | 172.5 | 143.75 | | 172.5 | 143.75 | |
| chain saw | 27.6 | 34.5 | 28.75 | 15 | 34.5 | 28.75 | |
| damage stability computer and software | 345.6 | 432 | 360 | 390 | 432 | 360 | |
| echo sounder portable | 34.8 | 43.5 | 36.25 | | 43.5 | 36.25 | |
| extension ladder | 27.6 | 34.5 | 28.75 | | 34.5 | 28.75 | |
| hydraulic jack up to 120 tons | 103.2 | 129 | 107.5 | | 129 | 107.5 | |
| hydraulic powerpack 75kW | 103.2 | 129 | 107.5 | | 129 | 107.5 | |
| pressure washer water | 345.6 | 432 | 360 | 521 | 432 | 360 | |
| pressure washer steam | 621.6 | 777 | 647.5 | 475 | 777 | 647.5 | |
| rigging package heavy | 552 | 690 | 575 | | 690 | 575 | |
| rigging package light | 276 | 345 | 287.5 | | 345 | 287.5 | |
| rock drill | 69.6 | 87 | 72.5 | 75 | 87 | 72.5 | |
| rock splitter | 552 | 690 | 575 | 475 | 690 | 575 | |
| steel saw | 27.6 | 34.5 | 28.75 | 30 | 34.5 | 28.75 | |
| tirfors up to 5 tons | 14.4 | 18 | 15 | | 18 | 15 | |
| thermal imaging cameras | 345.6 | 432 | 360 | | 432 | 360 | 750 |
| tool package per set | 241.2 | 301.5 | 251.25 | 225 | 301.5 | 251.25 | 350 |
| ventilation package | 27.6 | 34.5 | 28.75 | | 34.5 | 28.75 | |
| VHF radio | 14.4 | 18.0 | 15.0 | 89 to 145 | 18 | 15 | |
| Z boat including outboard up to 14 ft | 276 | 345 | 287.5 | 250 | 345 | 287.5 | |
| Z boat including outboard over 14 ft | 483.6 | 604.5 | 503.75 | 550 | 604.5 | 503.75 | |
| shackles | | | | | | | |
| up to 50 tonnes | 14.4 | 18 | 15 | 25 | 18 | 15 | 25 |
| 51 to 120 tonnes | 27.6 | 34.5 | 28.75 | 35 | 34.5 | 28.75 | 40 |
| 121 to 200 tonnes | 42 | 52.5 | 43.75 | | 52.5 | 43.75 | 60 |
| over 200 tonnes | 69.6 | 87 | 72.5 | 50 | 87 | 72.5 | 80 |

DONJON-SMIT categories

*Cat 1 drifting, no immediate danger

**Cat 2 Lightly aground, no immediate danger

***Cat 3 major casualty, imminent danger

All rates are in USD

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| | DONJON-SMIT | | | MRA [Marine Response Alliance] | RESOLVE | | T&T BISSO |
|---|----------------------------------|----------------------------------|----------------------------------|--------------------------------|----------------------------------|----------------------------------|-----------------------------|
| | [SCOPIC tariff plus 20 per cent] | [SCOPIC tariff plus 50 per cent] | [SCOPIC tariff plus 25 per cent] | [In-house standard tariffs] | [SCOPIC tariff plus 50 per cent] | [SCOPIC tariff plus 25 per cent] | [In-house standard tariffs] |
| | Cat 1* | Cat 2** | Cat 3*** | | 1st 24 hours | subsequent | |
| distribution boards | | | | | | | |
| up to 50kW | 82.8 | 103.5 | 86.25 | | 103.5 | 86.25 | |
| 51 to 120kW | 172.8 | 216 | 180 | | 216 | 180 | |
| 121 to 300kW | 276 | 345 | 287.5 | | 345 | 287.5 | |
| over 301kW | 483.6 | 604.5 | 503.75 | | 604.5 | 503.75 | |
| protective clothing | | | | | | | |
| breathing gear | 69.6 | 87 | 72.5 | | 87 | 72.5 | 150 |
| hazardous environment suit | 138 | 172.5 | 143.75 | | 172.5 | 143.75 | 300 |
| | | | | | | | |
| diving equipment | | | | | | | |
| decompression chamber 2 man incl compressor | 690 | 862.5 | 718.75 | 300 | 862.5 | 718.75 | 600 |
| decompression chamber 4 man incl compressor | 966 | 1207.5 | 1006.25 | | 1207.5 | 1006.25 | |
| hot water diving assembly | 345.6 | 432 | 360 | 250 | 432 | 360 | 200 |
| underwater magnets | 27.6 | 34.5 | 28.75 | | 34.5 | 28.75 | |
| underwater drill | 27.6 | 34.5 | 28.75 | | 34.5 | 28.75 | |
| shallow water diving spread | 310.8 | 388.5 | 323.75 | 287.5 | 388.5 | 323.75 | 1500 |
| Out of Pocket Expenses at cost plus | 15pct | 15pct | 15pct | 15pct | 25pct | 25pct | 15pct |
| | | | | | | | |
| Contract | Towhire | Wreckhire | LOF with SCOPIC | Various | LOF with SCOPIC | LOF with SCOPIC | in-house form |
| Payment terms | | | | | 15 days | 15 days | 30 days |
| Interest | | | | | 1.5pct per month | 1.5pct per month | Bank rate + 2pct |

DONJON-SMIT categories

*Cat 1 drifting, no immediate danger

**Cat 2 Lightly aground, no immediate danger

***Cat 3 major casualty, imminent danger