

Salvage Success (and challenges) Part 1.

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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

