

DONJON FORMS NEW DIVISION: ENGINEERING AND MARINE SERVICES

Donjon Marine Co., Inc. is proud to announce the opening of its newest division within the Donjon family. Donjon Engineering and Marine Services, operating out of Alexandria, VA, was borne out of the success of the ongoing Donjon and SMIT joint venture. Over the past 2 ½ years, Donjon-SMIT has developed a client base that includes 3,400 vessels, a significant percentage of the vessels operating in, to and from the U.S. These vessels are specifically contracted to Donjon-SMIT to enable their rapid access to salvage services in the event of an Oil Pollution Act of 1990 (OPA-90) - related incident.

Now that the joint venture is well-established, the joint venture staff can branch into other areas outside the relatively narrow scope of OPA-90.

Donjon is capitalizing on this opportunity, using that extra staff availability to operate the new division. Donjon Engineering and Marine Services will take advantage of several opportunities within both Donjon and the industry. As the name suggests, an engineering services component has been established, providing salvage-related and vessel modification services. Engineering support services is a vital part of most salvage jobs, and this new division will allow Donjon to access these require-

ments and needs in-house, avoiding the necessity of subbing to other contractors.

Another significant opportunity exists in seeking work in and around the Chesapeake Bay area. While Donjon has traditionally performed work in this area, it has always done so as an “outside” company. Donjon Engineering and Marine Services places Donjon front and center in the Chesapeake region, allowing local management and oversight of potential jobs in the mid-Atlantic region, which should make our operations more efficient and profitable.

Finally, as Navy SUPSALV’s long-time East Coast salvage contractor, over the years Donjon has developed a very close relationship with SUPSALV headquarters in Washington, DC. Our new Alexandria office, located just across the river from the SUPSALV office, allows a much less restricted administrative relationship with SUPSALV. We are now in the position to meet with them routinely, face-to-face on contractual and administrative issues, greatly enhancing the overall success of the contract.

Also related to the SUPSALV contract, by providing in-house engineering services, Donjon positions itself at a more competitive advantage when the

SUPSALV contract comes up for re-competition in the years ahead.

The new division is headed by Paul Hankins (paul.hankins@donjon.com), a senior VP for Donjon and VP for Operations for the joint venture. His experience and leadership should help tremendously in setting its course as the division sets sail. Paul has the benefit of three very talented staff members. Deborah Baldwin (deborah.baldwin@donjon.com) is responsible for administrative, contractual, and bookkeeping activities. She has a strong background in successfully providing this type of support and Donjon is lucky to have access to her services. Tim Williamson (tim.williamson@donjon.com) is the multi-talented operations coordinator. He will assist in the execution and management of projects taken on primarily by the Alexandria office. And Noelle Driscoll (ndriscoll@donjon-smit.com) has done a tremendous job in organizing, facilitating and outreach to clients. While Noelle technically remains as an employee of the joint venture, she will assist where time permits on Donjon projects.

Donjon is excited about this next chapter in its growing history. We look forward to the new business it is designed to generate. ❖



In this issue:

- 1 New Division Formed ❖
- 2 Message from the Vice President ❖
- 3 Donjon Tows *Ex-John F. Kennedy* ❖
- 4 Donjon's Equipment Does the Heavy Lifting ❖
- 5 Focus on Randy Roffina ❖
- 6 Donjon Supports Terminal Renovation

Please visit our
website at
www.donjon.com



Message from the Vice President

TIME FLIES WHEN YOU'RE HAVING FUN

By John A. Witte, Jr.,
Executive Vice President, Donjon Marine Co., Inc.

Last time I looked up Spring was just upon us and kids were ready to get out of school to begin summer breaks. It is now well into the Fall and we are already starting to prepare for the Winter months.

As time moves on so does Donjon. As has recently been the case, all divisions of Donjon Marine have been quite busy. We are about to take delivery of our new 4,000-Cubic-Yard Dump Scow which will bring us up to three in the fleet. Donjon is presently engaged with projects as far away as Mexico and as close as 20 feet away from our Berth, 5 Port Newark Facility, and many points in between.

One exciting new development as we move forward is Donjon's purchase of a new office/warehouse complex (see photo below). Presently, Donjon's Corporate Office is based in two buildings located on Liberty Avenue in Hillside, New Jersey. The 1250 Liberty building was the first corporate headquarters building of Donjon. Over the years, this building had a second floor added to support Donjon's continued growth. As a result of this, a second office building was added at 1240 Liberty Avenue. Given our growing equipment base, which required more storage capability than was available at Donjon's Port Newark and Staten Island waterfront facilities, Donjon's new corporate headquarters allows Donjon to consolidate its management function as well as to integrate a readily accessible warehouse facility for our Emergency Response and storage needs. When Donjon does actually make the move to the new facility, which is presently scheduled to be complete by January 2008, we will be poised to accept the challenges as a cohesive team all housed in the same spot.

Business wise Donjon continues to focus on its core businesses (i.e., Salvage, Dredging, Steel Recycling, Marine Services) and we have also just expanded our Marine Engineering capability. In August of this year, Donjon announced the formation of Donjon Engineering and Marine Services located in Alexandria, Virginia (see article, page 1). This office is headed by Paul Hankins and will concentrate on engineering support services as well as special projects associated with Donjon's core businesses. Mr. Hankins is an Ex-U.S. Navy officer with past experience in salvage and pollution control, as well as through past employment with the Navy, Supervisor of Salvage and Diving in Washington, DC. He also worked with Alyeska Services located in Valdez, Alaska, where he was an Operations Advisor as well as the manager of a power vapor recovery plant.

As we move forward, we also look back. From the first few years of our existence



when Donjon was little more than J. Arnold Witte, his Ford Town and Country station wagon and his our first (and only) employee, Anthony (Babe) Prasa, we are all very proud of our collective accomplishments to bring us where we are today. Donjon continues to recognize the true reasons for our success. Without our employees, vendors, customers, partners and related support personnel, we are not Donjon. When we work together as a group, we can move mountains. As we continue to look to the future, this is a concept we keep as our collective goal. ❖

A handwritten signature in black ink, appearing to read "John A. Witte, Jr."



Donjon has purchased a new building to house its corporate offices at 100 Central Avenue in Hillside, New Jersey. Donjon staff will move to this location in January 2008. The facility will also serve as a warehouse for the company's emergency response and storage needs.

DONJON TOWS AIRCRAFT CARRIER *EX-JOHN F. KENNEDY*



Donjon Marine Co.'s tugboat Powhatan leads the U.S. Navy Aircraft Carrier Ex-John F. Kennedy from U.S. Naval Station Mayport in Florida to the Naval Station Norfolk in Virginia.

On July 26, 2007, Donjon Marine Co., Inc.'s 7200-BHP tugboat *Powhatan*, transported the U.S. Navy Aircraft Carrier *Ex-John F. Kennedy* from U.S. Naval Station Mayport located in Mayport, Florida to the Naval Station Norfolk in Norfolk, Virginia. The carrier was delivered by the *Powhatan* to U.S. Navy supplied assist tugs adjacent to the Naval Base in Norfolk on July 31, 2007.

Donjon made delivery of the *JFK* as a result of a contract with Earl Industries, a prime contractor to the U.S. Navy, Southeast Regional Maintenance Command (SERMC). To plan and execute the tow, Donjon worked closely with the U.S. Navy's NAVSEA SUPSALV, the U.S. Coast Guard, local pilots and assist tugs beginning in February 2007. ❖

DONJON DREDGING DIVISION REMAINS FULLY ENGAGED

Donjon's Dredging Division remains busy now and through the foreseeable future. As a result of a competitive bidding process, Donjon Dredging has been awarded and is the process of completing the removal and disposal of more than 2,000,000 cubic yards of dredged material from projects throughout the New York/Metropolitan Area as a result of contract with organizations such as: The US Army Corp of Engineers; The Port Authority of New York and New Jersey; Kinder Morgan; Simpson and Brown; and Chevron.

When time allows, marine assets which are typically involved in Dredging activities are used in support of Donjon's marine salvage, demolition, recycling and construction activities in an effort to keep all assets fully engaged. ❖



Donjon's dredging equipment is in full force these days.

DONJON EQUIPMENT UP TO THE TASK

Editor's Note: In the Spring 2007 issue of Donjon In-Depth, Donjon Project Manager Sean Crowe, wrote about the lift of a new dry-dock. The article below expands upon that project and the people involved in it.

In March 2007 Donjon's *Chesapeake 1000*, the East Coast's largest floating crane, executed heavy lift services of an 880-ton newly built dry-dock from its staging area at the Mays Ship Repair yard, Staten Island into the Kill Van Kull. Caddell Drydock, Staten Island, owners of the dry-dock, contracted Donjon Marine Co., Inc. to perform the heavy lift services of the new dry-dock which measured 160 feet by 90 feet and was over 39 feet high and weighed 880 tons.

Rigging Superintendent Johnny Carlsen directed all operations of the lift including the rigging and the movement of the dry-dock to the water. Meanwhile, suspended 50 feet in the air, Frank Anthony sits in the cab controlling all 11 mooring winches in addition to the crane machinery to make the whole lift happen. The bird's eye view from this height allows Frank Anthony, Crane Operator Superintendent, to see every aspect of what Mr. Carlsen is trying

to accomplish from the ground.

John Carlsen has been employed with Donjon Marine since October 1976 and has seen it all. Prior to Donjon, Mr. Carlsen began his marine salvage career following in his father's footsteps at Merritt-Chapman & Scott in 1964. His father "Teddy" Carlsen started with the company in 1927. Over the years Mr. Carlsen rose from deck hand to captain of the *Derrick Century* which later was purchased by Donjon owner, John Arnold Witte. The *Century*, in her day could out lift any derrick crane around and when Donjon took ownership, Mr. Carlsen wasn't far behind. Today along with maintaining Donjon's fleet of crane barges used in the heavy-lift and salvage divisions, which includes all machinery, safety gear and rigging he also oversees all of Donjon's crucial heavy lifts on a 24/7 basis.

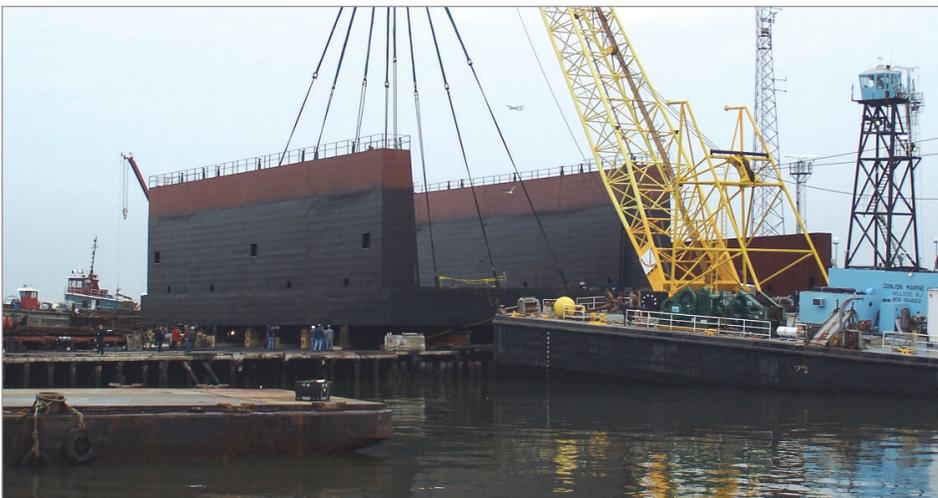
Mr. Carlsen's "side-kick," Frank Anthony has been with Donjon Marine since it purchased the *Derrick Barge Chesapeake 1000* in 1991 from Virginia Marine Services. It was like a package deal, buy the *Chesapeake 1000* and along comes its only operator Mr. Anthony. Mr. Anthony started his operator days working the cranes in the dry-docks; it's here where he

learned at a young age to always "anticipate and be thinking two steps ahead of the guys on the ground."

As fate would have it, these two crossed paths years earlier, when in the late 1970s, Donjon was contracted for the wreck removal of the *Dredge Pennsylvania*. In order to accomplish this massive salvage effort, the services of the *Chesapeake 1000* (then known as the *Sun 800*) were contracted in to make a tandem lift with the *Derrick Century*. Donjon Marine successfully completed this lift thanks in part to these two *Derrick* captains and their vessels.

The *Chesapeake 1000*, constructed in 1972 at Kelso Marine Inc. for Sun Shipbuilding and Dry Dock Co. was originally built to make a single lift for a very famous ship. The *Glomar Explorer* also built by Sun Ship between 1973 & 1974 for Howard Hughes and the CIA to recover a Soviet submarine, which had been lost in April of 1968. This specially built covert ship was in need of having a single 800-ton structure put on its deck during construction. At the time there was nothing in the area capable of making such a lift at the height and reach required to accomplish the task and thus the *Chesapeake 1000* was born. Mr. Anthony was hand selected to be one of the two trained operators to run this behemoth. Mr. Anthony has remained with his pride and joy ever since. After accomplishing this lift, other work was found for the *Derrick* over the years.

In the mid 1980s the *Sun 800* got caught in a hurricane en-route to Puerto Rico and lost her boom over the side. During reconstruction, her boom was upgraded with a single piece boom with an overall length of 256 feet from heel to jib. Added was a 35-ton main fall block, with 32 parts and 12,880 feet of 1-5/8" cable making this *Derrick* capable of lifting with a safe working load of 1000 tons. ❖



Donjon's *Chesapeake 1000*, the largest floating crane on the East Coast, performs heavy lift on a 880-ton dry dock in Staten Island, New York.

DONJON FOCUS ON...

Randy Roffina, Chief Financial Officer

Randy Roffina, Donjon's Chief Financial Officer, has been with the company since November 2004. This nearly makes him a rookie, given that the majority of Donjon's staff has been there since the doors opened, or close to it.

Randy manages the financial functions of the company, including asset protection, cash flow forecasting, as well as "counting the doubloons and watering the plants," he joked.



Randy Roffina

Randy was formerly with US Divers Co., a diving equipment company of which Jacques Cousteau was Chairman of the Board. "I was a surfer and loved the ocean, so every day of work [there] was a blessing to me," Randy said. He came to Donjon after wanting a more "hands-on environment."

So what's it like working for a large family-owned business like Donjon? "I have my own large family and am

constantly amazed at how the ultimate goal of Company prosperity, as well as good corporate citizenship, is paramount to everyone involved in running Donjon," Randy said. "Arnold Witte is demanding, impatient, detail-oriented, focused, and extremely caring, and I would not accept less from a great boss!" he said.

"In the short time I have been here, Donjon has grown tremendously. The most significant single event since my joining was the hurricane Katrina salvage effort in 2005/2006, which allowed me to contribute my organizational skills in a very real way during this most devastating cleanup," he reflected. "Donjon continues on an upward trend in its dredging contracts, and now with a new dump scow and two new barges under construction, the company will be well-poised in its future efforts for maximum efficiency. Also in the short time I have been here, we have entered

Donjon Digest

In an effort to continue to be engaged in national and international events, Donjon Marine Co., Inc., has been or will be involved in the following industry activities:

- **John A. Witte, Jr.**, made a presentation to the CIRS 2007 Conference and Exhibition, August 27- 30 in Hainan, China.

into a joint venture operation of a bulk material handling terminal in Albany, New York, another joint venture marine response preparedness company, and purchased a second scrap yard to complement our existing metal recycling operations on Staten Island. All in all, it has been a busy time – never a dull moment here!," he said enthusiastically.

Randy thinks the future of Donjon is bright. "Although I think Donjon has solid positions in the many businesses in which we are involved, either directly or through partnerships, I feel that we haven't finished exploring new areas. It's part of the pleasure of working for a successful venture - while we all are quite busy managing today, we're always on the lookout for additional sources of revenue for tomorrow. It's working hard with a purpose, and also with a slight sense of anticipation of future good things," he said.

And while Randy, the "rookie" hasn't been at Donjon for all that long, he enjoys hearing the tales of the long-time employees. "I have gotten the chance here to meet many characters, both inside and outside the company. It's part of the fun factor here at Donjon," he said with a laugh. ❖

PRESIDENTS WITTE

Mr. J. Arnold Witte was elected President of the International Salvage Union (ISU) at the end of October. ISU member salvors provide essential services for the world's maritime and insurance communities. Members are engaged in marine casualty response, pollution defense, wreck removal, cargo recovery, towage and related activities.

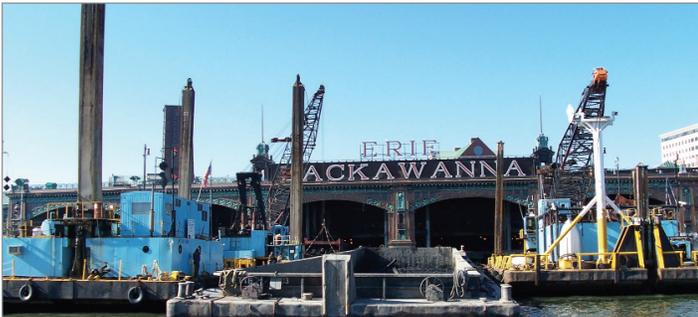
Mr. John A. Witte, Jr. was elected President of the American Salvage Association (ASA) on October 8. ASA promotes professionalism and improves marine casualty response in North American coastal and inland waters. ❖



John A. Witte, Jr. and J. Arnold Witte, Sr.

Donjon Supports Historic Terminal Renovation

Donjon recently completed a Marine Demolition and Dredging Project in support of the continuing renovation of the historic Erie Lackawanna Ferry terminal located in Hoboken, NJ. This renovation has been underway for over two years and included the adjacent Hoboken Train Station as well. Donjon's scope of work included the removal and disposal of six wooded fender racks used to protect the terminal and ferries as they arrived and departed the terminal. It also included the dredging and disposal of approximately 16,000 cubic yards of material which needed to be removed from within the terminal itself. Due to the low building facade, Donjon was required to use a low boom and walking spud on the dredge *Newark Bay* to access and remove the dredged material. The dredged material developed as part of this project was delivered to Donjon's Port Newark, NJ processing facility where the material was readied for disposal. ❖



Donjon equipment surrounds the historic Erie Lackawanna Ferry terminal during the renovation project.

J. ARNOLD WITTE, SR. NAMED AMERICAN CLUB CHAIRMAN



J. Arnold Witte, Sr.

J. Arnold Witte Sr., President and CEO of Donjon Marine, Co., Inc., has been named Chairman of the American Steamship Owners Mutual Protection and Indemnity Association, Inc. (the American Club). The Club, established in New York in 1917, is a member of the International Group of Protection and Indemnity (P&I) Clubs, a collective of 13 mutuals, which together provide P&I insurance for some 90% of all world shipping.

In addition to Mr. Witte's duties with Donjon and the American Club, Mr. Witte Sr. is a Past President of the American Salvage Association (ASA), as well as a Past President and current President of the International Salvage Union (ISU). ❖

Contact Us:

We'd like to hear from you. Letters, questions and comments should be directed to *Donjon In-Depth's* editor by mail, email, phone or fax:

Donjon Marine Co., Inc.
100 Central Avenue
Hillside, NJ 07205
Phone: (908) 353-2600
Fax: (908)353-2710

info@donjon.com

Donjon Marine Co., Inc. Executive Staff

J. Arnold Witte
President/Chairman/CEO
j.arnold.witte@donjon.com

John A. Witte, Jr.
Executive Vice President -
Salvage/Marine Operations
john.witte@donjon.com

Thomas D. Witte
Executive Vice President -
Dredging/Insurance
thomas.witte@donjon.com

Paul Witte
General Counsel
paul.witte@donjon.com

Steven G. Newes
Vice President - Marine
Transportation/Heavy Lift Services
steven.newes@donjon.com

Randy Roffina
Chief Financial Officer
randy.roffina@donjon.com

James Witte
General Manager, Donjon Iron
and Metal
james.witte@donjon.com