



AMERICAN SALVAGE  
ASSOCIATION

## The Value of Being an ASA Member

- ***Benefit from our Network of Industry Leaders***

Through membership in ASA, you will be presented with many ways to participate in various industry networking opportunities during ASA's meetings and events. Members have access to the Western Hemisphere's leading salvors, marine services, commercial divers and wreck removal experts and the supporting services provided by our Corporate Associate Members.

- ***Recognition of ASA Member Logo***

As a member, you can use the respected ASA member logo on your commercial proposals, invoices, and other communications. ASA membership, especially for General Members, is a professional qualification and recognition that sets member companies apart from other competitors. Many clients, including governments, underwriters, shipowners, and others require or give preference to contractors with ASA credentials.

- ***Worldwide Reputation***

The ASA is known and well respected throughout the world, with formal agreements with other nations and many maritime organizations. ASA member companies regularly interact with fellow salvors and maritime professionals throughout the Americas and the world, enhancing individual member company reputations and profitability.

- ***Respected Relationship with the U.S. Coast Guard***

The U.S. Coast Guard regularly looks to the American Salvage Association for industry-wide leadership, advice, and training, and as a result, interactions with the Coast Guard are enhanced with ASA member standing. Members can give direct feedback to the Coast Guard through formal Quality Partnership meetings, training activities, and ASA's active regulatory affairs committee.

- ***Join Meetings and Conversations with Senior Governmental Leaders***

ASA Quality Partnerships with the U.S. Navy Supervisor of Salvage, National Oceanic and Atmospheric Administration, U.S. Coast Guard and other governmental agencies promotes regular meetings with key regulatory stakeholders and keeps members up-to-date on current and planned regulatory issues and policies, as well as governmental contracting opportunities. Recent examples of international policy initiatives include a formal agreement with the Panama Canal Authority and senior leadership meetings in Colombia.

- ***Participate in Educational and Training Opportunities***

Participation on the ASA's Training Committee enables members to not only provide training to governmental and industry partners but also to learn from a diverse team of experienced industry leaders and benefit from the most up-to-date case studies and lessons learned. ASA member companies are provided complementary seats for their employees in these valuable courses. In addition to a comprehensive training program, the ASA also supports academic competitions and scholarships to inspire the next generation of marine salvors and industry leaders.

- ***Annual Membership Meetings and Seminars***

Seminar style annual meetings and regular virtual seminars provide enormous value with the attendance and presentations by senior governmental leaders, underwriters, shipowners, salvors, and other maritime industry partners. Past meetings have received praise and high value marks from participants. Meetings also include technical presentations and case studies to promote continuous improvement in the industry to meet the ASA's goals of life safety, environmental protection and saving property.

- ***Expansion of ASA Membership throughout the Americas***

The ASA's on-going expansion of membership throughout the Americas gives member companies from Canada, Central and South America, and the Caribbean Region all valuable ASA membership benefits, including networking, enhancing communications, in-country training courses, and promoting national regulatory frameworks and salvage contracts. By providing education and training to these diverse stakeholders, the national response postures and expectations for effective marine casualty management are enhanced, ultimately benefiting all involved as well as the marine environment.

- ***Interactions with Key Governmental Authorities***

ASA members regularly have valuable interactions with senior governmental leaders. In the US, ASA leaders routinely meet with Coast Guard, Navy, NOAA, FEMA, and Congressional members. Throughout the Americas, ASA members meet

with national policy makers to promote continuous improvements in marine casualty response operations. Examples include ASA guidance on the US Salvage and Marine Firefighting regulatory process, ASA input on Merchant Mariner Credentialing program, the ASA's formal Memorandum of Understanding with the Panama Canal Authority, and ASA meetings with Congressional leaders and presentations at Congressional Hearings.

- ***Career Development and ASA's Working Committees***

The ASA's Leadership Team and Executive Committee provide direct professional development opportunities for the employees and staff of ASA members. Junior members can get actively involved at the committee levels and participate in ASA work over the course of their career, often leading to positions in the ranks of senior ASA leadership. For example, ASA member company staff and employees can join the Training Committee as an instructor, guide a Coast Guard member during a salvage industry training program, join the regulatory affairs committee and guide national policy, and be a part of the development of consensus standards to advance industry-wide safety and quality initiatives.

- ***ASA Attendance at Worldwide Maritime Industry Events***

The ASA opens many opportunities for members to participate and present at marine industry events around the world. Examples include giving presentations and participating in Salvage and Wreck Conferences, ASA/Association of Diving Contractors International Latin American Workshops, and International Salvage Union events.

- ***Join International Disaster and Marine Casualty Response Operations***

The ASA has historically provided a conduit for effective, lifesaving communications in times of national and international crises, such as the historic Hurricane Katrina response and recovery operation, facilitating member companies to directly provide needed response services in times of need.

- ***ASA's Industry-Wide Publication***

Soundings magazine provides direct marketing value for members. Member companies can submit feature articles and case studies to advance the state of the industry and receive recognition for significant accomplishments. New member companies are afforded a no-cost opportunity to highlight their capabilities and promote their services.

- ***Advance the Next Generation of Salvors and Marine Firefighters***

ASA helps actively advance and promote the next generation of salvors and marine firefighters through the educational committee and associated scholarships, and by creating multiple venues for member companies to provide mentorship and internship opportunities.

- ***Promote the Value of the Salvage Services across the Maritime Industry***

ASA connects member companies with our fellow maritime and response organizations, including OMSA, ADCI, AWO, SCAA and others, and promotes our member companies in other industries such as offshore wind, decommissioning, and the oil and gas industry.