

# I WANT TO SET THE TREND FOR WOMEN IN SALVAGE

— Lindsay Malen-Habib

On 13 July 2020, Lindsay Malen-Habib became the first woman president of the American Salvage Association (ASA). This, however, was not the first trendsetting event at ASA — Malen-Habib also happens to be the first woman secretary-treasurer of the ASA.

A success-driven and energetic professional, Malen-Habib is the Client Services Manager of the Resolve Marine Group. She is also known for her adeptness in coaching, evaluating, and motivating employees.

An active WISTA member, she is the founder of the first US chapter of YoungShip — YoungShip Texas. The lady with many firsts, Lindsay is the Founder & CEO of Malen Maritime, which provides independent sales, consulting and business development to the marine industry.

In an exclusive interview with TradeMaker magazine and her first for a Mumbai-based international publication, Malen-Habib interacts with Nishit Doshi, giving insights of her extensive experience in emergency response contingency planning and compliance, salvage and wreck removal, fondness for the maritime world, and ASA.

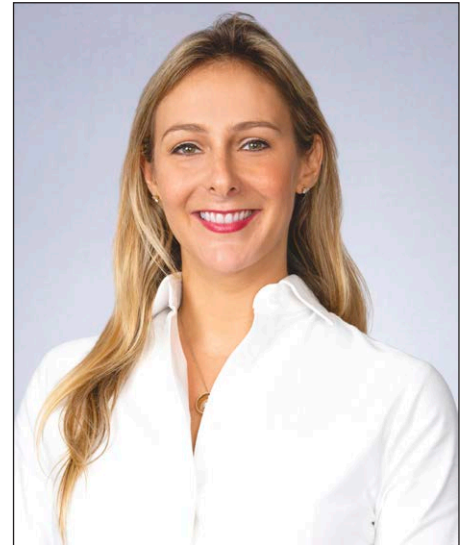
Excerpts...

## **You are the first woman to serve as President of the ASA. Personally, as well as representing women, how does it feel?**

Nishit, it is an honour to be the first woman elected to the ASA leadership and as President of the ASA. In a male-dominated industry such as shipping, and an even more male-dominated sector such as salvage, being the first female in this role is exciting. With the growth of our sector, I do not expect to be the last, but instead, set the trend for women in salvage. I have a daughter and am a widow so I am grateful for this opportunity to demonstrate that women can achieve professional heights equalling men in our abilities and competencies.

## **How did your family maritime background help in your professional journey, being involved at ASA, and the Maritime Law Association?**

Future Care Inc was founded by my mother Christina DeSimone. It provides telemedical advice at sea, physician advisory, nurse case management, and cost containment for injured crew. I began my career as a first responder with Future Care and grew to represent this company for seven years. Being a first responder allowed me to communicate directly with the captain and crew of commercial vessels in times of need.



“My admiration for crew members at sea, on salvage cases, and wreck removals continues to grow”

In the salvage industry, we do the same but we work on larger vessel casualties where my intervention experience is useful, mitigating claims on all sides. Whether you are hand-holding a seafarer home or guiding a shipowner with a distressed vessel response, my roles in these businesses have been quite hands-on with each day different from the next. You cannot help but fall in love with this job because it is 24/7, working with clients around the world in different time zones. Now, 15 years later, being available around the clock is just second nature to me.

I am very proud to sit as VP of the Maritime Law Association's salvage committee. It provides another facet to review marine casualties from an attorney's perspective. Being a part of the leadership allows attorneys to have a closer pulse on the industry.

My admiration for crew members at sea, on salvage cases, and wreck removals continues to grow. I appreciate these opportunities to help and lead.

## **Please tell us about your involvement and achievements in relation to YoungShip and WISTA.**

I have been a member of the Women's International Shipping & Trading Association (WISTA) for 15 years and worked with many chapters. They have been a home away from home when traveling the world, where I always find



Lindsay enabling the MV Smart wreck removal project, South Africa

work with shipowners directly and proactively before a response scenario. This was a huge hurdle. Now our seas, especially those around the US, are safer.

### Is the salvage and emergency response sector as popular and recognised, like other maritime sectors?

My predecessor would say, “Salvors are the unsung heroes”. What people are not aware of in the US under the above-mentioned OPA 90 regulations, is that salvors strategically place equipment and personnel to be available 24/7 in all US ports of call. US salvors also respond internationally and compete with the largest international salvors.

Salvors respond to natural disasters such as hurricanes and earthquakes and are first on scene, opening up ports and recreating infrastructure so that rest of the industry can continue to thrive. We do this with a focus on protecting the environment.

a welcome hand in WISTA’s global members. I sat on the global marketing committee of WISTA, and after taking a leadership role at the ASA I now am just an active WISTA member. The group continues to thrive and I love to be a part of it.

The first chapter of YoungShip US, YoungShip Texas, was founded by myself and attorney Mitchel Machann. This was the first US chapter of an already established international organization. After being an active member of young people in shipping in New York, and then beginning a move to Houston forming this new organization, was a great way to make connections in Texas.

WISTA was a perfect organization to meet new people, educate the next generation in shipping, and work with larger established groups such as YoungShip.

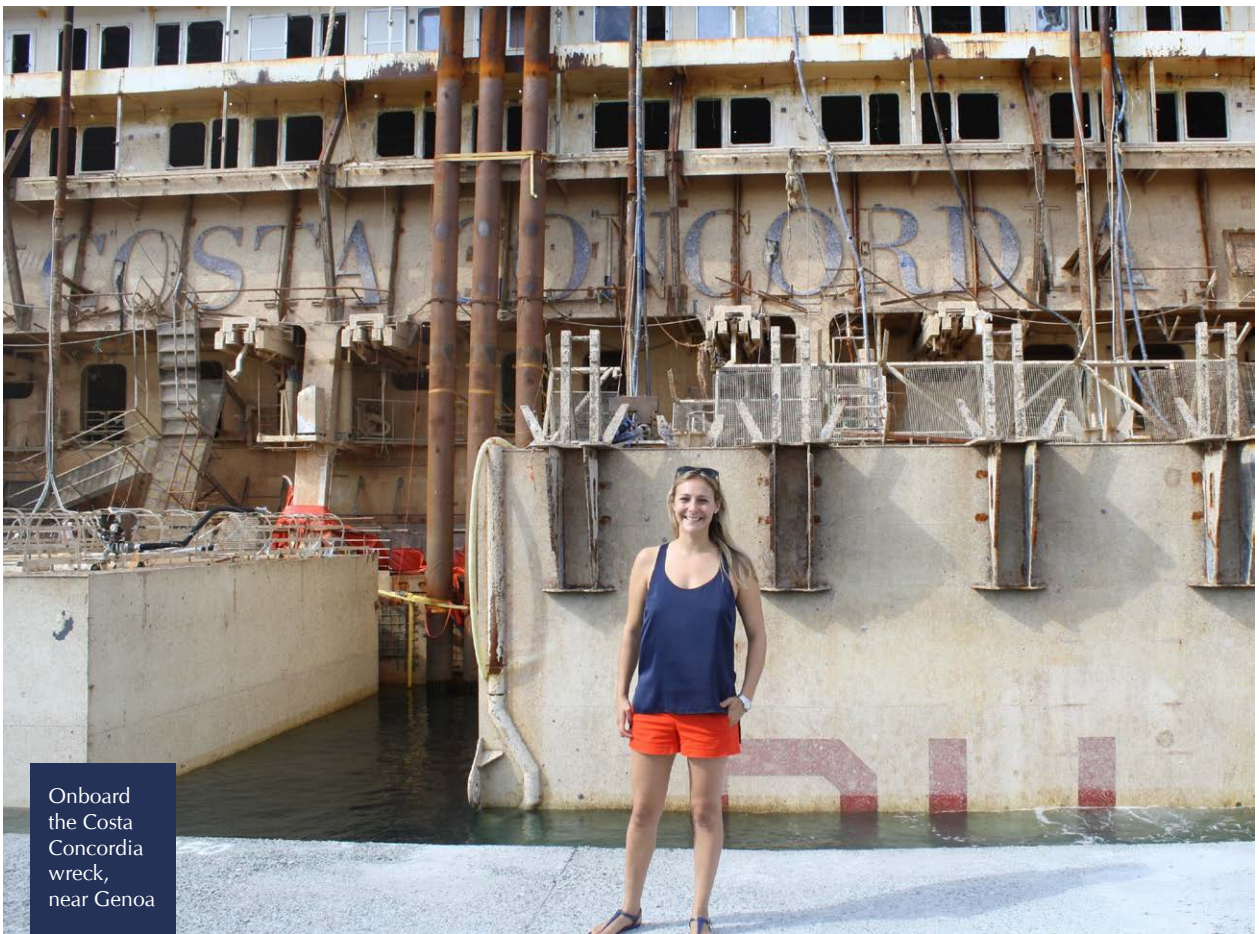
### According to you, what is it that you’ve done differently, and what stands out in relation to propelling and promoting the salvage and emergency response sector, in the US as well as worldwide?

I cannot say that it is something that ‘I’ have done differently, instead, it is what ‘we’ have done differently as an industry with the help of the ASA and the International Salvage Union.

Collectively, these groups have been able to create a larger footprint. For example, in the US we now have salvage regulations under OPA 90 that require shipowners with vessels over 500 GT to be engaged in an agreement with a salvor before trading in US waters. This allowed salvors to



On a Resolve Marine salvage firefighting operation in Florida



Onboard the Costa Concordia wreck, near Genoa

**You are an active ASA member for over a decade now. If you'd to reflect and talk about your key contributions and achievements at ASA, what would they be? Also, what do you see yourself doing as the President of ASA?**

I have worked to increase our membership as chair of the membership committee, contributed for the re-establishment of our publication Soundings Magazine, worked in the marketing and communications committees, and became the first woman in the leadership when I was elected secretary-treasurer.

I think my biggest achievement has been our South American conferences and their success in membership attendance and networking. Now, as president, I will continue working to expand our membership, build on the presence of our committees, and form a more inclusive ASA while continuing to strengthen our partnership and stakeholder relationships.

**Please tell our readers about your salvage experiences.**

On my first salvage job, I sat as Director of Business

Development for the Marine Response Alliance and then Titan salvage. The team that hired me gave me a crash course in salvage as my first major wreck removal was the largest in history, the Costa Concordia.

Titan allowed me to travel the world and represent the company. I gave numerous lectures and was published in various maritime journals, where me being the only woman in the room was never questioned.

“My first major wreck removal was the largest in history, the Costa Concordia”

Resolve Marine is extremely supportive of my role as ASA President, a single parent, and a woman. Whether I am the right person to give a presentation, or travel to make a deal, is never questioned. Resolve allows me to be involved with various projects working closely with the operations teams whose stories I tell every day. I am selling Resolve's greatest asset, the people.

Having the opportunity to be a part of the Costa Concordia project was a big opportunity for me, and eye-opening. We had 24 different nationalities and hundreds of people working every day, 24/7.

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