

The GROUND RULES

News From the Consulting Firm of

MARTIN, OTTAWAY, van HEMMEN & DOLAN, INC.

Volume 1, Number 3A

July 1996

Post POSIDONIA 96

As reported in our previous Newsletter, two of our partners, Henk van Hemmen and Jim Dolan attended Posidonia in Piraeus, Greece and held an open house with our associates, C.S. & Associates, at their office across the Akti Miaouli from the conference center.

The conference was a resounding success. Henk and Jim had the opportunity to visit and socialize with our many clients in Greece as well as to hold productive meetings of substance with our local associates. In addition, during the visit, discussions were commenced which will expand the Firm's activities into the Cypriot market through an associates agreement. More on this in future issues.

We were also advised during our visit that our associate Chris Sariyannides was recently elected as Vice President of the Piraeus Marine Club. **Congratulations Chris.**

Martin & Ottaway Holland

Our firm has had a presence in Holland going back to 1981 when Martin & Ottaway Holland B.V. was officially opened at a reception on the museum ship "BUFFEL" in Rotterdam. Since that time the Rotterdam office has undergone various changes and now is amalgamated with J. C. van Sas & Associates.

The amalgamation with J.C. van Sas & Associates will provide new services to our clients world wide. For the first time the firm will have in house cargo expertise, and our clients requiring services in mainland Europe will be served by a fully staffed office of six people. Kees van Sas will be managing Martin & Ottaway Holland B.V., while Henk van Hemmen will serve as its Director.

Ben Heijliger, who is looking forward to his retirement, has agreed to continue providing technical consulting expertise until the engineering component of the amalgamation has been completely put in place.

We all know we haven't seen the last of Ben, but we would like to thank him and his wife Lenie for having held the tiller of the Rotterdam office for the last seven years, and hope to see them often in the future.

Martin & Ottaway Holland

Onze Firma heeft sinds 1981 vertegenwoordiging in Nederland gehad toen Martin & Ottaway Holland B.V. officieel geopend werd gedurende een receptie op het museum schip "BUFFEL" in Rotterdam. Sinds dien hebben verschillende veranderingen plaats gevonden, en is nu ons Rotterdam kantoor samen gegaan met J. C. van Sas & Associates.

Deze associatie met J.C. van Sas & Associates brengt nieuwe expertise naar onze klanten wereldwijd. Voor de eerste keer heeft de Firma directe beschikking over lading expertise en onze klanten die onze diensten in continentaal Europa nodig hebben worden nu geholpen door een volledig kantoor met zes man personeel. Kees van Sas is de manager van Martin & Ottaway Holland B.V., terwijl Henk van Hemmen, als voorheen, Directeur blijft.

Ben Heijliger, die zich aan het voorbereiden is voor zijn pensioen heeft zich bereid verklaard om verlopig het technische aandeel onder zijn hoede te houden tot het werktuigkundig gedeelte van de Firma gestabiliseerd zal zijn.

Wij weten allemaal dat we hiermede het laatste van Ben nog niet gezien hebben, maar we willen gaarne Ben en zijn vrouw Lenie bedanken voor de laatste zeven jaar dat zij het Rotterdam kantoor op koers gehouden te hebben. Wij hopen hun vaak in de toekomst te zien.

Consultant Exchange Program update

Niek van Sas just completed a three week exchange visit to our Red Bank office as part of our integration of services program. Niek had a chance to observe our operations and managed to get a taste of a wide variety of our projects first hand. He also managed to get a taste of the local brew during his exchange graduation pub tour through Red Bank.

J.C. van Sas & Associates

J.C. van Sas & Associates was founded by Kees van Sas in 1990 and since that time the firm has become a major force in Marine Surveying and Loss Adjusting. Like our firm they are particularly well known for their attention to detail and their skills at dealing with out of the ordinary matters. At present the office is staffed by three surveyors, Kees van Sas, Niek van Sas and Rob van der Stoel. Marja van Sas, Kees' wife, is the office manager, and she is assisted by two additional office personnel, Monique Gerritsen-van Ravens and Caroline Leenheer-Oosterbaan.

The firm is ISO 9002 certified and is located right in the Kralingen Park in the Northern part of Rotterdam. We are sure that our American clients will want to visit their office since it is located in the attic of a converted tobacco barn next to a real Dutch wind mill and looks out on a typical Dutch lake.

Van Sas & Associates monitors their phone on a 24 hour basis and is looking forward to assisting you with your marine consulting needs.

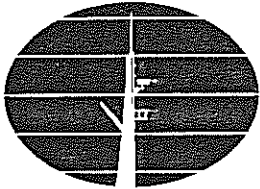
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Hotel New York/Holland America Line

To celebrate the amalgamation with J.C. van Sas & Associates, there was a reception attended by our friends and business associates in the Hotel New Yrok in Rotterdam on June 25, 1996.

By having the reception at the Hotel New York, which is the former Holland America Line headquarters building, the Firm underlines its multiple connections with this cruise line. Kees van Sas, Henk van Hemmen and Ben Heijliger are all former Holland America Line employees. Henk and Ben even had their office in what is now the reading room area of the downstairs restaurant.

While the Holland America Line is now American owned, it is with a certain amount of pride that we can report that among Americans who have tried all the cruise lines, the Holland America Line is considered to be the best.



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