

The Ground Rules

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News from the Consulting Firm of

Martin, Ottaway, van Hemmen & Dolan, Inc.

John F. Luard Joins the Firm

As an active consulting firm, we are always interested in enhancing the services we provide our clients. Since our product consists of qualified and experienced people, we are continually on the look out for skilled consultants who will complement or enhance our existing skills.

When John Luard sold his cargo surveying company in 1998, we were under the impression that John's skills and style would be lost to the New York and New Jersey maritime community.

We had worked with, and against, John on various occasions and always considered him the type of person that typifies the best qualities of the marine community: skill, integrity and a desire to provide the highest level of service. We were going to miss him.

Fortunately, John has decided that he does not want to permanently pursue his hiking and sailing interests and contacted us to see if there was a place for him at Martin and Ottaway. Inasmuch as the firm provides cargo surveying services in New Orleans and Rotterdam, but had not aggressively pursued this type of work in the New York/New Jersey area, we welcomed John's inquiry with open arms.

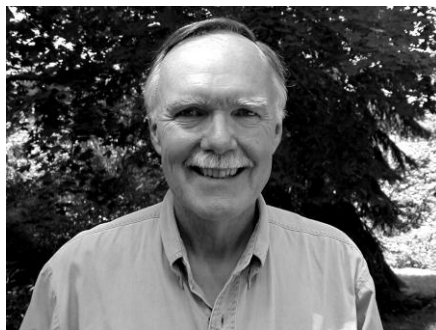
It is therefore with great pleasure that we announce John Luard's association with our firm.

John will be providing cargo surveying for our many clients with interests in ship cargoes, but in

addition to that, his many years of cargo, navigational and cargo security experience will now allow us to seamlessly offer wheelhouse to cargo hold to engine room to berth consulting to shipyard services.

We welcome John to the Martin Ottaway family and hope that his time at our firm will be the highlight of his already distinguished career.

James L. Dolan



John F. Luard – August 2002

John F. Luard: Cargo Surveyor

John graduated from Fort Schuyler in 1968 and sailed as a deck officer for a few years after which he joined his father, Peter F. Luard, in 1971, in his established survey company.

In 1973, John opened the company's Baltimore office, which in a few years became the largest marine and cargo surveying office in the port.

In 1980, John moved back to the New York area where he took over the operation of the entire firm.

John has surveyed all types of cargoes, literally from apples to

zinc. He has special expertise with high-value perishable cargoes, with difficult decisions and with consequences.

During his time with Luard and Company, he has trained dozens of cargo surveyors and at this stage probably can claim that he has trained a sizeable proportion of all US East coast cargo surveyors.

Until John joined the firm, Rik van Hemmen could easily claim to be the most avid sailor in the firm, but now this claim has been crushed by John's many sailboat-racing accomplishments.

John started sailing when he was quite young, but really started dragging in the silver when he was on the Mallory Cup winning crew in 1969. The Mallory Cup is the U.S. men's sailing championship and especially in 1969 when there were only a few nationwide sailboat-racing events this was the top prize in US sailing.

Since that time as skipper, he has won six National or North American championships and skippered to a 6th place in the 1987 Championship of Champions.

John often sails with his wife Toni, and since sailing is not cold and miserable enough, a few times a year they will strap on their backpacks and disappear into the American wilderness for days at a time.

John's boat handling skills and knowledge of the regular and racing rules of the road are expected to be of help to our clients who need assistance with boat handling and collision problems.

Rik van Hemmen

Client Seminar

As a courtesy to our clients and the marine industry in general, on special request our firm participates in organizing professional workshops and seminars for marine underwriters, claims examiners, brokers, ship owners and operators and various professional societies.

In order to enable their key people to become familiar with new technology, risk assessment and environmental rules and regulations, but also for their staff to be able to more effectively inter-relate with the consultant-surveyor in the field, those companies often invite our firm to contribute to such sessions.

On two occasions last month, Henk van Hemmen of our firm was invited by CNA Insurance Company to assist in conducting discussion classes at CNA's Wall Street offices.

The seminars were found to be very rewarding by all concerned.

Consultant Training

Both Jim Dolan and Pierce Power recently underwent STCW '95 Code re-certification for Merchant Marine License renewal and Continuity. Under the 1995 STCW all are required to re-certify in Basic Safety Licensed Engineers Training which includes Fire, Fighting, First Aid, Personal Survival and Personal Safety and Responsibility.



Jim and Pierce

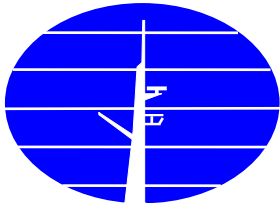
Additional training for David Tantrum and Pierce Power is scheduled in late August for ISM Code Internal Auditor certification.

Continued Professional Development

As part of continued professional development and international accreditation, Pierce Power has attained chartered engineer membership with the following institutions:

- Institution of Engineers of Ireland
- Institute of Marine Engineers, Science and Technology, London
- Institution of Mechanical Engineers, Engineering Council, London

In addition, Pierce Power has attained Eur Ing. Registration No. 26419 with the European Federation of National Engineering Associations.



Established 1875

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