TO:

R.C. SEAMER PM NL
LB AMSTERDAM

DATE: 27.2.1989

FROM:

LB ROTTERDAM

OUR REF: ADD/AvdK

YOUR REF: UDD

SUBJECT:

ACTION PLAN
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I am pleased to attach an action plan - a very limitative exercise, with supporting documents.

I cannot help thinking that in the past there was consensus that Manager Rotterdam was rated on the results he achieved. If I were not to achieve the set forth target, then I would have to account for the short fall.
Without a proper consensus the nature of my job is changing into a commitment to put up an pre-agreed effort, I take it, irrespective of the results. For clarity sake, in my opinion, we are confusing the two approaches. Of course, I am at all times prepared to share my thoughts on how the market is to be approached successfully. I am prepared to discuss with you, who has a clear understanding of the Dutch market, the risk of every individual proposal we entertain.

Always placing quality above quantity it seems that I am now measured on quantity.

Can we discuss the contents of this memo?

Adriaan D. Dirkzwager
Manager

Enclosures
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