

some business cards and stationery, on highway advertising signs, and in magazine advertisements. The great accessibility of the material makes the temptation to copy it without permission great. In most cases we would have been happy to have it used with a modest fee and/or a credit line as the source for the art. If you have the desire to use some of it just give us a call and let us come to an agreement in advance.

### Expiration Of Quotes

When a designer quotes a fee for design work, quite naturally the quote would be valid for only a limited period of time. In our office, it is good for sixty days, unless otherwise stated. Thus, if a client desires to proceed with work on which a fee was quoted more than sixty days previously, it is advisable to contact us again to reaffirm the price.

### Other Design Business Aspects

Beyond the creation of an entirely new design, other aspects of custom design work include modification to existing designs, consultation on other designs and/or vessels, and production design work.

Such modifications might include new interiors, new rigs, modified profiles, alternate engine-machinery, and/or alternate construction materials and methods. The basic considerations in doing such work are, to a small scale, quite similar to the creation of an entirely new design.

Consultation on such things as construction problems of any vessel, working out a new rig for an older vessel, or offering an opinion on construction method of another boat than our own design, is usually done on an hourly basis.

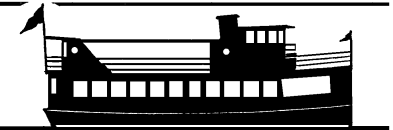
Designing for a boat which is to be built in production is another area of custom design. The basic approach is much the same as any other custom design. In addition to the process outlined earlier for proceeding with such work, the designer would also want such information as projected intentions for production quantities, construction schedules, location of construction site and intended or desired builder.

### The Design Contract

The following pages have our design contract condensed without some specifics filled in. It gives an idea of what to expect when you proceed with a design. It can also be used by designers who didn't participate with the group that created it.

## 65' Excursion Boat

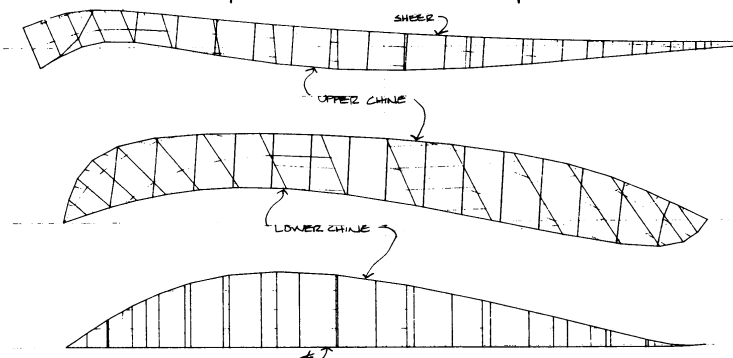
Design Number 294, 1989



The **Patriot** of St. Michaels is a 65' excursion boat, now in service in St. Michaels, Maryland, doing scenic and historic river tours for up to 210 people and dinner cruises for about 90. The **Patriot** shows another facet of our design work specializing in small ships and cruising yachts. She's built of steel, with the pilothouse and attached house built of aluminum. Her lower house has the heads, stairs, and service area all aft, with the rest of the house a wide-open space of about 940 square feet. With this versatility in adapting to different service needs she can be used for meals, dances, weddings, live music groups, or small theater productions — all in a climate controlled space.

The upper deck features a classic round front pilothouse, with an elevated bridge around it, for excellent visibility. She admeasures 50 gross tons, has fuel tankage for 2,400 gals. and water tankage for 1,300 gals.

The following drawing shows one of the things we do as a part of designing a developable hull surface, whether for steel, aluminum, plywood, or fiberglass panels. It's part of the sophisticated computer design software that we use and allows us to "unwrap" the surfaces to a flat panel.



During the design process, we use it as a check against proposed materials sizes, whether it be eight foot wide sheets of steel or plywood or some other size chosen by us or the builder. It's a real pain, let alone expense, for the builder to have to splice on a few extra inches in width to make up a panel. If we can design around the standard material sizes while it's easy to make changes either on paper or in the computer, it is a considerable savings for the builder, which can translate to profits to the builder and a reasonable price to the owner.

The process helps in the design work, allowing us to have accurate areas for doing weight calculations. Computers have certainly changed the way we do design work, and let us do more work in less time, translating into better and more accurate design work, resulting in boats that perform better and can be built in less time.

