

The Submarine Ordering Process

A personal luxury submarine from U.S. Submarines, Inc. is a highly specialized transportation device that under ideal circumstances is perfectly suited to the requirements of the owner.

In order to be certain that the submarine meets or exceeds the owner's expectations we have developed a design services agreement that allows our design and engineering staff to develop the design for a custom submarine that can be approved by the owner prior to commencement of construction. This is particularly important in the case of the *Seattle* and *Phoenix* class submarines, the designs for which have not been finalized.

At the end of the preliminary design process the owner will receive a detailed submarine technical description, general arrangement drawings, specifications and interior and exterior color renderings. A price estimate will also be included with the documentation. Typically, the preliminary design process would take 90 days. The level of design detail is project and owner dependent, but always suffices to give the owner a very clear idea of the capabilities and ambiance of the submarine. Design costs are typically covered in two or three installments 30 days apart.

After the preliminary design and the estimated price has been approved, we move to the manufacturing contract. During the manufacturing process the intermediate and detailed design is accomplished, often concurrent with construction.

The manufacturing contract is well thought out and exceedingly fair to both parties. The contract was developed as a result of interaction between our Northwest legal firm, and the highly regarded yacht construction contract specialists at Wilde Sapte in London. The contract calls for an initial 10% deposit followed by four milestone based progress payments of 20% and a final delivery payment of 10%. A warranty and operational crew training is included in the contract price. The only variables are typically sea trial costs and spare parts expenses.

The U.S. Submarines management team is flexible and constantly endeavors to provide the highest levels of service to the client. We make every effort to make sure that the client is entirely satisfied with his or her unique submarine project.

