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BUCCANEER CLASS 18' SAILBOAT.

Meeting between RLG/JRM-D and V.H.Somerville of Bayliner, Chicago 25 Sept.

We visited the Bayliner stand at the Chicago Show, introduced ourselves as the designers of the Buccaneer and spoke with Mr Somerville for perhaps a quarter of an hour.

RLG opened the batting by observing that Bayliner had "popped" the Buccaneer, and asking him how he justified doing so. Mr Somerville at first affected not to understand the question, saying that he didn't know about it and asking who exactly we were.

RLG repeated himself, adding that they had "simply stolen our design". Mr Somerville was polite and pleasant throughout, but most obviously ill at ease, and kept trying to divert the conversation into generalities - company history, marketing policy etc. - with remarks like "We're boat-builders and we build all sorts of boats".

RLG continued to press the original question, and Mr Somerville said he had contacted the Class Association, who had "suggested a number of things that would improve the boat". He had also visited TMI and they had told him of other openings for improvement, he said, but did not specify what these were.

He never in any way disputed pirating the design and "popping" the mould.

When RLG put the original question to him yet again he said: "We all have to make a living you know".

RLG: "That is exactly what I am talking about. We too have to make a living and you have stolen our design".

VHS: "Lots of people do it. You can look round and see any number of other companies doing this".

JRM-D: "We know they do, but we are surprised to see a company of your reputation and stature doing so".

VHS: "This is a matter of attitudes to marketing....."

JRM-D: "And it is precisely those attitudes that we are surprised by".

There followed a series of further requests for him to justify his position, met with further evasions and suggestions that there was "no point talking about it". RLG said "This is getting to be rather like a snake

...eating its own tail" and pointed out that if everybody pirated designs and nobody paid for them the industry would lose much of its impetus for progress.

Mr Somerville then excused himself, saying that he really had to talk to his dealers, and that he was there to sell things. He suggested we visit him in his Seattle office after the Show, when he "would be glad to answer any questions we had".

Except perhaps the original one.

This account of the discussion was compiled immediately thereafter and to the best of our recollection.