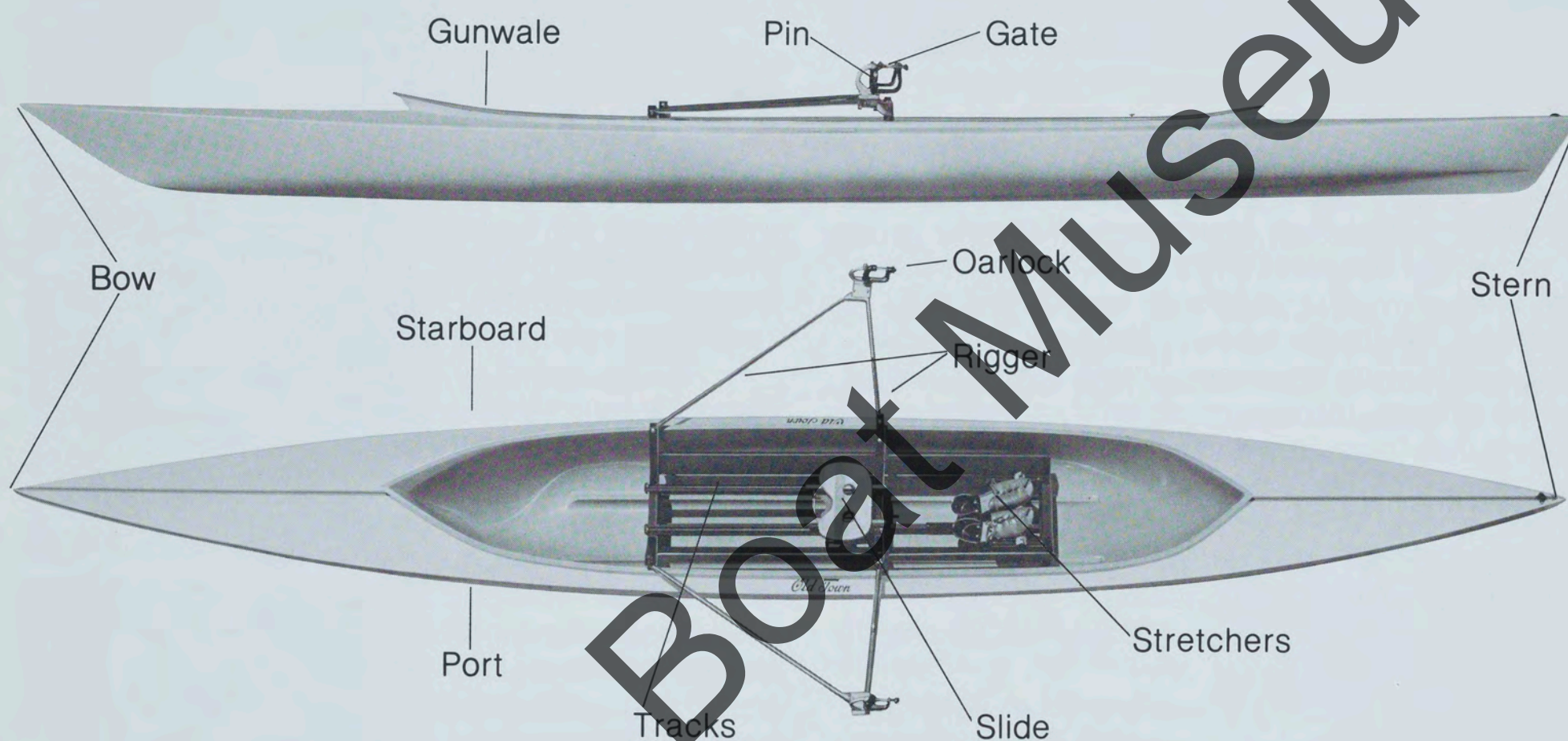


# How to row the Old Town single shell.



## You and your equipment.

This manual presents the steps you should follow to become proficient at recreational rowing. But first, congratulations are in order. Because you have already taken the first and most important step of all: purchasing well-designed, high quality equipment. Your Old Town rowing shell is built to deliver superior performance at all levels of rowing skill. Beginning with day one.

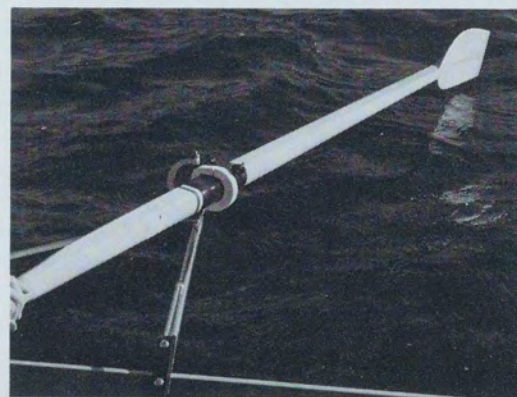
Here's everything you need to know.

## Carrying the shell.

Although the boat is light enough for you to manage alone, until you become familiar with it have a friend help with one end. Carry the boat to a low dock or wading-depth water where your oars are waiting nearby, and put her in. (Tradition says that a newly christened shell should wet its stern first.) You should be very careful to avoid rocks, logs, and other boats.

## The oars.

Sculling oars have blades which are cupped toward the stern for a good hold on the water. A red mark or a "P" identifies the port oar for the left oarlock (to your right when you will be in the boat), green or "S" for starboard. Open the oarlocks by twisting



the star-shaped knobs on the oarlock gates and lock your oars in. Make sure the oar is to the stern of the vertical swivel pin and that the button is between the boat and the oarlock. Until you are ready to enter, run the oar handles across the gunwales so they can't drift out of your reach.



## Entering the boat.

Stand beside your boat facing the stern, and run out your oars. Grasp *both* handles with the hand which will be away from shore when you're in the boat, and use the other to steady yourself as you get in. From

now until you disembark, the two handles must always be in your hold or control, since the oars act as stabilizers, much as pontoons do. The craft is stable enough to remain upright if an oar handle should get away from you, but good scullers control their handles at all times.

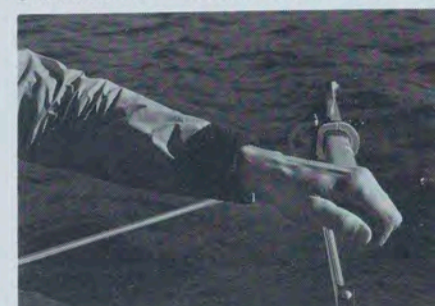
Facing the stern, step into the bottom of the boat with your waterside foot. If you step between the tracks be sure the seat is behind your leg (toward the bow). Lifting the handles lightly to keep the blades down, and leaning the boat a little away from shore, transfer your weight gently into the boat, shoving lightly from shore, and settle yourself on the seat. Very quickly you will learn to "set the boat up" (keep it balanced on keel) by keeping your body always over center and stabilizing the boat with your oars.

The first minutes afloat are given to getting settled, so don't move out into a strong current or wind without being ready to direct your boat with small single strokes.

The stretchers (the clogs for your feet) should be adjusted according to your leg length. The simplest general rule is that with your feet in the clogs and your seat rolled all the way to the stern end of the tracks, your shins should be vertical. If you cannot row without banging the seat into the stern or bow end of the track, adjust the stretchers accordingly. A good sculler moves the seat with a steady speed, and controls it so it doesn't hit at all.

## Holding the oars.

With your thumb on the butt end of the handle, the index finger should be right on the corner. Hold the oar as lightly as possible with hooked fingers as you would a small suitcase handle. Don't grip the handle into your palm. When you are pulling, the back of your hands should be parallel to the water.



This is most important, so check your hands frequently even when you have been rowing quite some time.

With the oars "square", or in their pulling position, you are prepared to row.

## The rowing stroke.

A shell is more effective than a rowboat because it includes the legs in the stroke and uses longer oars whose handles overlap. As you become proficient, you will recognize the legs as the strongest muscles in your body and your main source of power in rowing.

At first, however, see how your shell responds by rowing with only one arm at a time, pulling the shell around in circles. Rest the unemployed blade on the water for stability and keep your legs down (straight). Take a stroke by keeping your handle low, reaching out toward your toes, and lifting the handle until your blade drops into the water at the "catch". As you bury the blade (and no more than the blade) begin to pull by leaning back a little and drawing the handle level and straight toward your chest with your arm, bending the elbow and remembering to keep the back of your hand parallel to the water. The finish of the stroke takes place when you have leaned back with your head just past your hips (towards the bow) and just before your hand touches your body. In a semi-circular motion, press the handle down and sternward, lifting the blade out of the water and beginning the "recovery" for another stroke.

Row a few circles with each blade until you feel comfortable and confident, then try a

straight course by using both oars, but still without moving the slide (seat). Here you must learn the "crossover". The riggers are designed to enable your left hand to ride a little higher than the right. Also, keep the left hand one or two inches sternward of the right on both drive and recovery to avoid collisions of the hands.

The rowing motion is always rhythmical and smooth. In a while you will be able to catch and finish confidently enough to begin using the slide or rolling seat.

Beginning with your hands at your stomach, leaning back as though you had just



completed a stroke, carefully move your left hand away and then, just behind it, the right. Just before the elbows straighten, begin to lean forward from the waist. When your hands pass over your knees, let the knees bend until your seat has rolled evenly all the way to the stern stops. Keep your knees together. This is the true catch.

Your knees are together and touching your chest. The seat is at the stern end of the tracks. Your arms are fully extended. Ideally, you should carry the oars parallel to the water throughout the recovery and place the blades in the water as you arrive and change direction at the catch.

In the drive, although both back and arms are working, the legs are the first to move, driving steadily until they are all the way down. The back begins to "open" away from its forward lean soon after the legs have started, and finishes its layback after the seat has

stopped rolling. The arms begin to bend at the elbows just before they reach the knees and finish after the back has become still. In reality, of course, all three are working simultaneously to drive the boat forward evenly and smoothly.

Move cyclically, relax and take lots of time on the recovery. Change direction at the catch without hesitation.

## Feathering.



On the recovery, feathering decreases both wind resistance and the chance of hitting a wave. Just as the hands begin to press down and sternward at the finish, break your wrists down and roll the blades flat onto their backs. This should be done with the fingers as much as possible so that your wrists aren't bent down at all in the crossover. Keep the blades feathered until your hands pass over the toes. Square the blade well before the catch by curling your fingers under the palms.

## Some pointers on the rowing stroke.

To "catch a crab" is rowing talk for failing to extract a blade from the water at the finish. If the boat is moving quickly, a crab could capsize you, which is a good reason not to try for too much speed before learning good bladework. If a blade begins to crab, you can recover by partially feathering the blade, while it is still under the water. Like a wing, it will glide up to the surface.



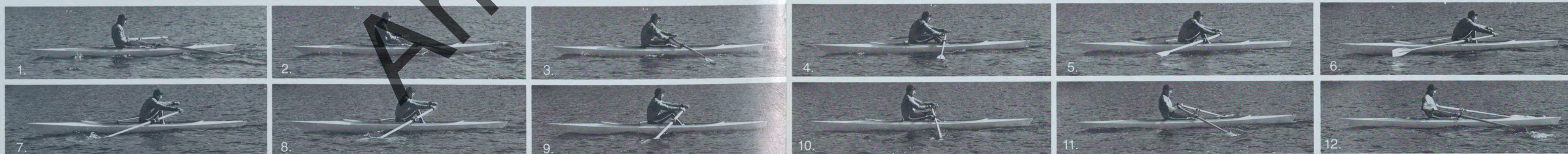
Don't over-reach.



Don't lay back too far.



Never bury more or less than blades of oars.



## Rigging.

The Old Town rowing shell's riggers are set for an average adult using 9.5 foot oars. When you sit at the finish with the blades flat on the water, the oar handles should be about three to six inches over your lap. If you scrape your thighs and still hit water on the recovery, place a shim under the bottom bolts of both riggers. It is also possible to move the riggers down by putting a shim between the hull and the top bolt of both riggers. If possible, adjust the buttons to 34.5" from the end of the handles.



## Transportation.

If you have not purchased a car rack for your shell, you may carry the boat right side up directly on your car roof or upside down on a properly spaced luggage rack. Old Town has a boat rack which will let you carry the shell right side up. Be sure to tie the bow and stern to the widest possible parts of the car bumpers to keep the boat from twisting. Tie red flags to bow and stern before venturing onto the road.

## Maintenance.

Your Old Town single shell is virtually maintenance-free. Lightly oil the moving parts

of the oarlocks and seat with household oil, and keep your oar buttons greased with shortening or Vaseline. Because all water is somewhat dirty, your boat will remain brightly white if you rub off traces of dirt and occasionally wash the whole boat with detergent. If you row in salt water, take care to rinse the salt from the entire boat.

## Caution.

Do not row unless you can swim. Do not row into threatening conditions. Wear or carry a life jacket or flotation device at all times.

Check your course every ten strokes or more to protect your equipment and to avoid collisions.

Carry a bailing can and a sponge.

If you should capsize, do not leave your boat. Swim it to shore, or get back in by spreading your oars out from the boat (for stability) and then climbing aboard over the gunwale. The boat has adequate flotation for most normal situations.

## Further questions.

If you have any questions this manual hasn't answered, your Old Town dealer is ready to help—and so are we at the Old Town factory. Just write us.

## Glossary.

<i>Blade</i>	Cupped end of the oar	<i>Pin,</i>	The distance the front of the	<i>Slide</i>	The rolling seat
<i>Bow</i>	Forward end of the shell	<i>Through the</i>	seat rolls sternward of the pin	<i>Spread</i>	Distance between the keel's
<i>Button</i>	Ring around oar's shaft to		at the catch		midline and the pin
	hold the oar in the oarlock	<i>Pitch</i>	Angle of the blade face off	<i>Starboard</i>	The right side of the shell, to
<i>Catch</i>	The blade's entry into the		vertical when square (see		the seated rower's left
	water	<i>Port</i>	square)	<i>Stern</i>	After end of the shell, which
<i>Crossover</i>	Overlapping of the oar		The left side of the boat (to		the seated rower faces
	handles during the recovery	<i>Release</i>	the seated rower's right while	<i>Square</i>	Attitude of the blade when
<i>Drive</i>	Portion of the stroke while oar		facing the stern)		prepared to pull or while
	is in the water	<i>Recovery</i>	Disengagement of the blade	<i>Stretchers</i>	Adjustable shoe assembly
<i>Feather</i>	To turn the blade so that it		from the water after the finish	<i>Stops</i>	Ends of the tracks, either bow
	faces up	<i>Rigger</i>	Portion of the stroke from the		or stern
<i>Finish</i>	Last part of the drive		release to the catch, when the	<i>Tracks</i>	Runners in which the seat's
<i>Gate</i>	Bar on the oarlock to keep oar	<i>Shim</i>	oars are out of water		wheels roll
	secure		Metal outrigger to hold the	<i>Wash Out</i>	To drive the blade out of the
<i>Knife</i>	To insufficiently square the		oarlock		water before the finish
	blade, causing it to cut too		A metal or plastic washer or		
	deeply on the drive		similar device		
<i>Pin</i>	Vertical bolt around which the				
	oarlock swivels				

**Old Town**<sup>®</sup>

Old Town Canoe Company, Old Town, Maine 04468

FOR DATING ORDER PLEASE USE THIS FORM

10 Units or \$5,000

DATING ORDERS

Model	Quantity	Color (G, R, Y)	Trim Vinyl-Std	Unit cost \$	Total \$
Oltonar TRIPPER				519.00	
				519.00	
				519.00	
PENOBSCOT				506.00	
				506.00	
				506.00	
RANGER			WOOD	760.00	
			WOOD	760.00	
			WOOD	760.00	
DINGHY		WHITE	WOOD	889.00	

\* Wood trim is available on all canoe models for an additional \$265.00.

Model	Quantity	Color (G, R, Y* Clear#)	Trim	FG or Kevlar	Unit Cost \$	Total \$
Fiberglass LAKER 16'			Vinyl	FG	425.00	
			Vinyl	FG	425.00	
			Vinyl	FG	425.00	
CANADIENNE 17'			Vinyl	FG	500.00	
			Wood	FG	845.00	
			Vinyl	Kevlar	787.25	
			Wood	Kevlar	1040.00	
Roto RPF 17		Red	Vinyl Rail, NA		410.00	
			Roto decks,			
			Roto seats			

\* Red & yellow available only until Dec. 15, 1981

# Clear available only in Kevlar Canadienne

Model	Quantity	FG, Kevlar or Expedition Lay-Up	Unit Cost \$	Total \$
FG Kayaks (red deck, white hull) MARK IV		FG	438.00	
		Kevlar	*	
		Expedition	*	
PRIJON 420		FG	417.00	
		Kevlar	*	
		Expedition	*	
PRESIDENT		FG	417.00	
		Kevlar	*	
		Expedition	*	
Oltonar Kayaks MARK 4/0			436.00	

\* Price of Kevlar and Expedition layup available upon request.

Model	Quantity	Color	*Extras	Unit Cost \$	Total \$
Wood OTCA 16'				1900.00	
OTCA17'				1950.00	
GUIDE 16'				1900.00	
GUIDE 18'				2000.00	
GUIDE 20'				2100.00	
TRAPPER 15'				1850.00	
MOLITOR 17'				2100.00	
DOUBLE ENDER DINGHY				2582.00	
		White		2550.00	

*EXTRAS	Unit Cost \$	* EXTRAS	Unit Cost \$
Painter Rings (installation included)	20.00	Half Ribs	90.00
Natural Finish Indian Design	30.00	Outside Stems Rub Rails	65.00
Two-Tone Design (including Rub Rails)	172.00	Stem Band (full length)	115.00
	130.00		30.00

These units available ONLY until December 15, 1981

Model	Quantity	Color (G, R, Y)	Trim (Vinyl Std.)	Unit Cost \$	Total \$
Oltonar VOYAGEUR 18'				539.00	
				539.00	
				539.00	
CAMPER 16'				486.00	
				486.00	
				486.00	
PATHFINDER 15'				472.00	
				472.00	
				472.00	
RANGLELEY Fiberglass LAKER 14'		Green	Wood	472.00	
				934.00	
			Vinyl	401.00	
			Vinyl	410.00	
			Vinyl	401.00	

Model	Quantity	Color	FG, Kevlar or Expedition Lay-Up	Unit Cost \$	Total \$
FG Kayaks MARK V		Red		438.00	
SPEC. SLALOM		Red		438.00	
HYDRO 80		Red		438.00	
DOLPHIN		Red		438.00	
OPTIMA SPORT (K-2)		Red		583.00	
BERRIGAN C-2		Red		583.00	
BAMBINO		Red		417.00	

Price of Kevlar and Expedition lay-up upon request.

Please total your order \$ \_\_\_\_\_  
 For payment select one of the following plans:  
 PLAN 1: Enclosed 10% down payment \$ \_\_\_\_\_  
 Net total \$ \_\_\_\_\_

Select shipping date \_\_\_\_\_  
 (this date cannot be changed)

PLAN 2: Discount early shipping amount (see table) \$ \_\_\_\_\_  
 Enclose 10% down payment \$ \_\_\_\_\_  
 Net total \$ \_\_\_\_\_

PLAN 3: Cash discount from total (see table) \$ \_\_\_\_\_  
 TOTAL DUE \$ \_\_\_\_\_

This program ends December 15, 1981.

DATE: \_\_\_\_\_  
 NAME: \_\_\_\_\_  
 ADDRESS: \_\_\_\_\_

SEND TO: OLD TOWN CANOE COMPANY  
 58 Middle St.  
 Old Town, Me. 04468

Any questions call (207) 827-5513



CANOE/KAYAK EXTRAS (Continued)		Retail	Wholesale
*75650	___ Floor Rack — 15' Wood Canoe	65.00	39.00
*75700	___ Floor Rack — 16' Wood Canoe	65.00	39.00
*75750	___ Floor Rack — 17' Wood Canoe	65.00	39.00
*75800	___ Floor Rack — 18' Wood Canoe	65.00	39.00
*75900	___ Floor Rack — 20' Wood Canoe	65.00	39.00
78800	___ Motor Mount For Canoe	45.00	27.00
*81950	___ Painter Ring (Not Installed)	7.50	4.50
83800	___ Rowing Seat, Fixed	125.00	75.00
*86200	___ Setting Pole W/Pick, Ash	28.50	17.10
86300	___ Skid Plate Set, Kevlar	28.50	17.10
*70180	___ Back Brace	18.00	10.80

MISCELLANEOUS		Retail	Wholesale
*72000	___ Bumper Sticker	1.50	.90
*75000	___ Decal. Indian Head Set	13.50	8.10
*75100	___ Decal. "Old Town" Pr	2.50	1.50
*75200	___ Decal. Shark Face	9.50	5.70
*82690	___ Poster, Fishing	3.95	2.39
*83000	___ Repair Kit, Wood/Canvas	16.25	9.75
*83100	___ Repair Kit for Oltonar	17.25	10.35
*83200	___ Repair Glue for Oltonar	9.25	5.55
*83300	___ Repair Putty for Oltonar	7.00	4.20

REPLICA JEWELRY				Retail	Wholesale
*71400	___ Belt Buckle "Old Town"	Pewter		9.75	5.85
*78550	___ Barrette	SF	Canoe	5.00	3.00
*78551	___ Barrette	SF	Kayak	5.00	3.00
*78552	___ Bracelet	SF	Canoe	6.50	3.90
*78553	___ Bracelet	SF	Kayak	6.50	3.90
*78555	___ Charm	14K G	Canoe	175.00	105.00
*78556	___ Charm	Ster	Canoe	25.00	15.00
*78558	___ Charm	14K G	Kayak	175.00	105.00
*78559	___ Charm	Ster	Kayak	25.00	15.00
*78562	___ Earrings Screw Bk	SF	Canoe	7.50	4.50
*78563	___ Earrings Screw Bk	GF	Canoe	7.50	4.50
*78564	___ Earrings Screw Bk	SF	Kayak	7.50	4.50
*78565	___ Earrings Screw Bk	GF	Kayak	7.50	4.50
*78566	___ Earrings Pierced	SF	Canoe	8.00	4.80
*78567	___ Earrings Pierced	GF	Canoe	8.00	4.80
*78568	___ Earrings Pierced	SF	Kayak	8.00	4.80
*78569	___ Earrings Pierced	GF	Kayak	8.00	4.80
*78575	___ Key Chain	SF	Canoe	5.50	3.30
*78578	___ Pin, Canoe/Paddle	SF		7.00	4.20
*78579	___ Pin, Circle	SF	Canoe	5.00	3.00
*78580	___ Pin, Circle	SF	Kayak	5.00	3.00
*78581	___ Cir./Paddle	SF	Kayak	7.00	4.20
*78582	___ Pin, Rope Circle	GF	Canoe	9.50	5.70
*78583	___ Pin, Rope Circle	GF	Kayak	9.50	5.70
*78585	___ Tie Bar	SF	Canoe	6.50	3.90
*78586	___ Tie Bar	SF	Kayak	6.50	3.90
*78587	___ Tie Tack	Ster	Canoe	25.00	15.00
*78588	___ Tie Tack	SF	Canoe	5.75	3.45
*78589	___ Tie Tack	GF	Canoe	5.75	3.45
*78592	___ Tie Tack	Ster	Kayak	25.00	15.00
*78593	___ Tie Tack	SF	Kayak	5.75	3.45
*78594	___ Tie Tack	GF	Kayak	5.75	3.45
*78598	___ Jewelry Presentation Case			2.50	1.50
*78700	___ Lighter, Old Town Zippo			8.00	4.80

\* Not Shown In Catalog

BOOK		Retail	Wholesale
72050	___ HOW TO BUILD THE CEDAR STRIP CANOE Complete Builders & Owners Manual for The Old Town Canoe Kit	19.95	11.97

### STANDARD PACKS

Quantity in Multiples of:	Item	Normal Dealer Cost	Package Cost
10	Sawyer SCT-9 Paddles	16.80 ea.	16.00 ea.
12	Clement Paddles	24.60 ea.	24.00 ea.
12	Old Town Paddles	18.00 ea.	17.50 ea.
12	Foam Block Carriers	6.90 ea.	6.00 ea.
3	Carved Yokes	17.10 ea.	16.25 ea.
3	Motor Mounts	27.00 ea.	26.50 ea.
5	P.F.D. Old Town	27.30 ea.	26.75 ea.
4	Kevlar Skid Plates	17.10 ea.	16.25 ea.

### ACCESSORY PACKAGES

Item	Small Quantity	Large Quantity
Clement Paddles	6	12
Sawyer SCT-9 Paddles	3	6
Angle Blade Paddles	3	6
Old Town Paddles	8	12
Old Town T-Grip Paddles	2	2
Rowing Seat		1
Gore-Tex Jacket		4
O.T. PFD's	12	
2/S, 4/M, 4/L, 2/XL		
O.T. PFD's		30
6/S, 9/M, 9/L, 6/XL		
Quick N Easy 60"	3	8
Quick N Easy 72"	1	2
Legs (4 Yokes W/Levers & Clips)	1	3
12" Neo Rubber Sleeves	10	18
Carrier, No Gutter 60"	2	4
Carrier, No Gutter 72"	1	3
Foam Block Carrier	6	12
Hand Carved Yoke	1	3
Padded Yoke	1	2
Pads Only For Yoke (Sets)	1	5
Motor Mount	1	3
Kevlar Skid Plates (Set)	2	4
Complete Sailing Rig:		
Mast Seat & Step		1
Alum Tilt Rudder		1
Leeboards		1
55' Lateen Sail		1
Total Wholesale Value	\$1215.18	\$3260.31

# Old Town®

OLD TOWN CANOE COMPANY  
 OLD TOWN, MAINE 04468  
 (207) 827-5513

OLD TOWN CANOE COMPANY

58 MIDDLE ST  
OLD TOWN, ME. 04468

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BUSINESS NAME \_\_\_\_\_  
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BILLING ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
BUSINESS PHONE \_\_\_\_\_ HOME PHONE \_\_\_\_\_  
DEPARTMENT HEAD OR BUYER \_\_\_\_\_  
NAME OF CONTACT PERSON REGARDING SHIPMENTS \_\_\_\_\_  
NAME OF CONTACT PERSON FOR OLD TOWN DEALER LIST \_\_\_\_\_  
\_\_\_\_\_ CORPORATION \_\_\_\_\_ PARTNERSHIP \_\_\_\_\_ PROPRIETORSHIP \_\_\_\_\_

PRINCIPALS

NAME \_\_\_\_\_ NAME \_\_\_\_\_ NAME \_\_\_\_\_  
STREET \_\_\_\_\_ STREET \_\_\_\_\_ STREET \_\_\_\_\_  
CITY \_\_\_\_\_ CITY \_\_\_\_\_ CITY \_\_\_\_\_  
STATE/ZIP \_\_\_\_\_ STATE/ZIP \_\_\_\_\_ STATE/ZIP \_\_\_\_\_

TYPE OF RETAIL STORE \_\_\_\_\_ BUSINESS HOURS \_\_\_\_\_  
YEARS ESTABLISHED \_\_\_\_\_ OWN BUSINESS LOCATION \_\_\_\_\_ RENT? \_\_\_\_\_  
SERVICE AREA \_\_\_\_\_ SQ FT \_\_\_\_\_ PARTS AREA \_\_\_\_\_ SQ FT \_\_\_\_\_  
TRADING AREA COVERED \_\_\_\_\_  
SIZE OF SHOWROOM \_\_\_\_\_ HAS BUSINESS MORE THAN ONE BRANCH? \_\_\_\_\_  
ARE YOU WILLING TO ACCEPT OCCASIONAL WEEKEND DELIVERIES? \_\_\_\_\_  
SIGNATURES OF PERSONS AUTHORIZED TO SIGN PURCHASE ORDERS \_\_\_\_\_

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OTHERS LINES HANDLED \_\_\_\_\_

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(If yes, please include any promotion material you may be using to encourage this activity)

APPROXIMATE POPULATION WITHIN 50 MILES RADIUS INCLUDING YOUR CITY \_\_\_\_\_

CAN CRAFT BE SERVICED \_\_\_\_\_ YES \_\_\_\_\_ NO

OLTONAR/ROYALEX REPAIR EXPERIENCE \_\_\_\_\_ YES \_\_\_\_\_ NO

FIBERGLASS REPAIR EXPERIENCE \_\_\_\_\_ YES \_\_\_\_\_ NO

WOOD/CANVAS REPAIR EXPERIENCE \_\_\_\_\_ YES \_\_\_\_\_ NO

FURTHER COMMENTS:

DATE

DEALER SIGNATURE

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Old Town, ME 04468

CREDIT APPLICATION

DATE \_\_\_\_\_  
BUSINESS NAME \_\_\_\_\_  
BILLING ADDRESS \_\_\_\_\_  
TELEPHONE \_\_\_\_\_ OWN BUSINESS LOCATION \_\_\_\_\_ RENT? \_\_\_\_\_  
BUSINESS IS \_\_\_\_\_ CORPORATE \_\_\_\_\_ PARTNERSHIP \_\_\_\_\_ PROPRIETORSHIP \_\_\_\_\_

PRINCIPALS

NAME _____	NAME _____	NAME _____
STREET _____	STREET _____	STREET _____
CITY _____	CITY _____	CITY _____
STATE/ZIP _____	STATE/ZIP _____	STATE/ZIP _____
SOCIAL SEC. NO. _____	SOCIAL SEC. NO. _____	SOCIAL SEC. NO. _____
PERSON RESPONSIBLE FOR ACCOUNTS PAYABLE _____		

CREDIT AMOUNT REQUESTED \$ \_\_\_\_\_

PREFERRED REFERENCES: (Companies with whom you now have an open balance)  
Please check those you wish to use, any others you may wish to use please add on the back of this form and include telephone number and person to contact.

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|--|---------------------------------------|---|
| Alumacraft Boat Co. <input type="checkbox"/>         | Kelty Pack <input type="checkbox"/>   | Perception <input type="checkbox"/>     |
| St. Peter, MN  | Sun Valley, CA                        | Liberty, SC                             |
| Johnson Camping <input type="checkbox"/>             | Liberty Org. <input type="checkbox"/> | Red Wing Shoe <input type="checkbox"/>  |
| Binghamton, NY                                       | Montrosi, CA                          | Red Wing, MN                            |
| Dolphin Products <input checked="" type="checkbox"/> | Michi-Craft <input type="checkbox"/>  | Woolrich, Inc. <input type="checkbox"/> |
| Nabasha, MN  | Big Rapids, MI                        | Woolrich, PA                            |
| Grumman Boats <input type="checkbox"/>               | North Face <input type="checkbox"/>   |   |
| Marathon, NY   | Berkeley, CA                          |   |

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ADDRESS \_\_\_\_\_  
PERSON TO CONTACT \_\_\_\_\_ TELEPHONE NO. \_\_\_\_\_

PLEASE INCLUDE A COPY OF YOUR MOST RECENT FINANCIAL STATEMENT.

YOU ARE HEREBY AUTHORIZED TO CONTACT ANY AND ALL OF THE ABOVE FIRMS REGARDING OUR CREDIT

SIGNATURE \_\_\_\_\_ TITLE \_\_\_\_\_ DATE \_\_\_\_\_

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OLD TOWN CANOE USE ONLY

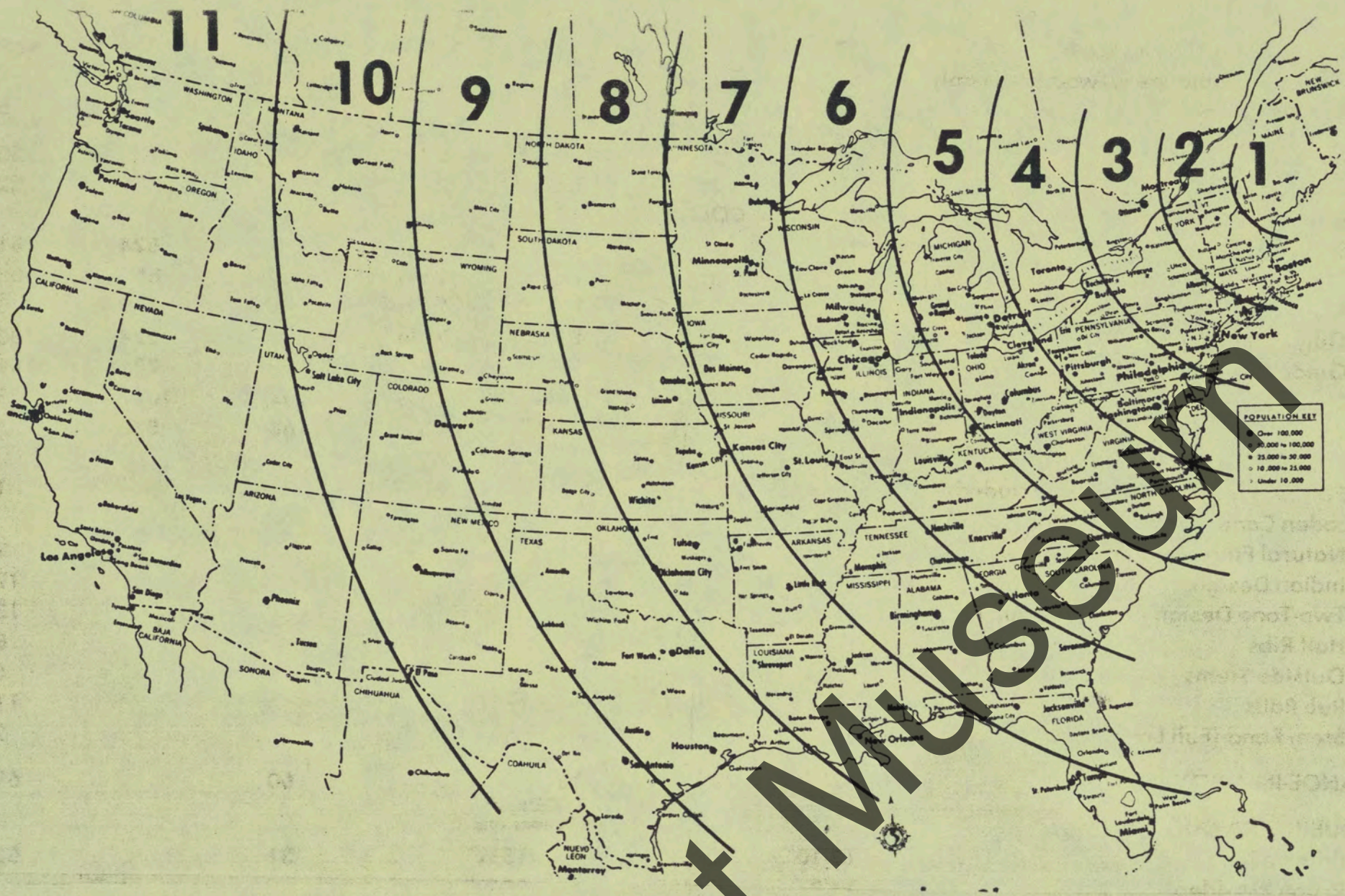
APPROVED \_\_\_\_\_ DISAPPROVED \_\_\_\_\_ BY \_\_\_\_\_  
D & B RATING \_\_\_\_\_ DATE \_\_\_\_\_  
CREDIT LIMIT \_\_\_\_\_

# Old Town® Wholesale Price List

EFFECTIVE OCTOBER 15, 1981

	LENGTH	WIDTH	DEPTH	BOW HEIGHT	APPROX. WEIGHT	*APPROX. CARRYING CAPACITY	SUGGESTED RETAIL PRICE	WHOLESALE PRICE
<b>OLTONAR CANOES AND BOATS</b>								
Voyageur	18'	37½"	12-3/4"	22½"	85	915	\$805.00	\$539.00
Tripper	17'2"	37"	15"	25"	83	1105	775.00	519.00
Penobscot	16'2½"	35"	13½"	21"	77	860	755.00	506.00
Pathfinder	14'10"	36"	13½"	21½"	67	820	705.00	472.00
Pack	12'	32"	12½"	16 3/4"	30	410	365.00	245.00
Ranger	17'2"	37"	15"	25"	81	1105	1085.00	760.00
Kennebec (Unassembled)	16'4"	35"	14"	21½"	72	850	567.00	380.00
Dinghy	8'7"	48"	19"	22"	85	514	1270.00	889.00
Rangeley	16'	44"	14"	24"	90	723	1335.00	934.00
OPTIONS: (first four canoes only)								
Cane seats installed in place of roto seats							36.00	25.00
<b>FIBERGLASS CANOES</b>								
Canadienne 16 w/wood rails	16'	35"	13½"	21¼"	68	651	1035.00	725.00
Canadienne 16 w/vinyl rails	16'	35"	13½"	21¼"	67	651	705.00	475.00
Canadienne 17 w/wood rails	17'2"	35½"	14½"	23½"	84	920	1065.00	745.00
Canadienne 17 w/vinyl rails	17'2"	35½"	14½"	23½"	82	920	745.00	500.00
CJ Solo w/wood rails	15'6"	31"	11½"	17¼"	54	N.A.	1035.00	725.00
CJ Solo w/vinyl rails	15'6"	31"	11½"	17¼"	52	N.A.	705.00	475.00
Laker 14	14'	36"	12"	20"	66	478	595.00	401.00
Laker 16	16'	36"	12"	21"	72	651	630.00	425.00
<b>KEVLAR CANOES</b>								
Canadienne 16 w/wood rails	16'	35"	13½"	21¼"	62	651	1315.00	920.00
Canadienne 16 w/vinyl rails	16'	35"	13½"	21¼"	60	651	1135.00	760.00
Canadienne 17 w/wood rails	17'2"	35½"	14½"	23½"	78	920	1340.00	940.00
Canadienne 17 w/vinyl rails	17'2"	35½"	14½"	23½"	76	920	1175.00	787.25
CJ Solo w/wood rails	15'6"	31"	11½"	17¼"	47	N.A.	1315.00	920.00
CJ Solo w/vinyl rails	15'6"	31"	11½"	17¼"	45	N.A.	1135.00	760.00
OPTIONS (Canadienne w/wood rails only)								
Deck Coamings							50.00	33.50
<b>ROYALITE CANOES</b>								
Carleton 17 (Unassembled)	16'10"	37"	13"	20"	83	710	450.00	310.00
<b>CLASSIC WOODEN CANOES &amp; BOATS W/FG COVERING IN STOCK COLORS</b>								
Otca 16	16'	36"	12"	23"	76	624	2715.00	1900.00
Otca 17	17'	35"	12"	25½"	80	659	2785.00	1950.00
Molitor 17	17'	35"	12"	22"	84	659	3000.00	2100.00
Guide 16	16'	35"	12"	20½"	76	624	2715.00	1900.00
Guide 18	18'	37"	12"	23"	86	736	2860.00	2000.00
Guide 20	20'	39"	13½"	23½"	104	1017	3000.00	2100.00
Trapper 15	15'	35½"	11½"	20"	72	580	2645.00	1850.00
Dinghy	9'3"	49"	19"	26½"	110	516	3645.00	2550.00
Wood Rangeley	16'	44"	14"	26"	115	723	3690.00	2581.00
CANOE OPTIONS: (Extra)								
Painter Rings (pr) (installation included)							30.00	20.00
<b>WOODEN CANOE OPTIONS: (Extra)</b>								
Natural Finish							60.00	43.00
Indian Design							245.00	172.00
Two-Tone Design (includes Rub Rails)							185.00	130.00
Half Ribs							130.00	90.00
Outside stems							90.00	65.00
Rub Rails							165.00	115.00
Stem Band (Full Length)							45.00	30.00
<b>TOURING KAYAKS</b>								
			Cockpit Dimensions					
Prijon 420	13'10"	24½"	27"x15 3/4"		31		595.00	417.00
Prijon President	14'3"	24½"	35"x15 3/4"		34		595.00	417.00
OPTIONS: (Extra)								
Rudder (Recommended)							60.00	40.20
Expedition Layup (Heavier Layup w/outside seams & foam walls)							75.00	50.00
Kevlar Layup							325.00	218.00
Foam Walls							30.00	20.10
<b>SLALOM KAYAKS</b>								
Lettmann Mark IV	13'3"	23 5/8"	27½"x15½"		32		625.00	438.00
(foam pillar w/wall standard)								
Mark 4/0 (Oltonar)	13'3"	23 5/8"	26 3/4"x14½"		33		650.00	455.00
OPTIONS: (Mark IV only)								
Expedition Layup (Heavier layup w/outside seams)							60.00	40.00
Kevlar Layup							325.00	218.00

\*6" Freeboard



TRUCK FREIGHT RATES OLD TOWN CANOE COMPANY  
EFFECTIVE AUGUST 15, 1981

ZONE	1		6		12		24	
	Canoe / Kayak or Nested Canoe	Canoe / Kayak or Nested Canoe	Canoe / Kayak or Nested Canoe	Canoe / Kayak or Nested Canoe	Canoe / Kayak or Nested Canoe	Canoe / Kayak or Nested Canoe	Canoe / Kayak or Nested Canoe	Canoe / Kayak or Nested Canoe
1	36.00	27.00	28.00	21.00	21.00	16.00	18.00	14.00
2	45.00	35.00	37.00	28.00	28.00	21.00	21.00	16.00
3	54.00	40.00	45.00	40.00	38.00	28.00	28.00	21.00
4	75.00	55.00	62.00	46.00	47.00	36.00	37.00	29.00
5	105.00	80.00	82.00	61.00	55.00	42.00	43.00	33.00
6	120.00	90.00	93.00	69.00	63.00	49.00	50.00	39.00
7	140.00	104.00	109.00	83.00	70.00	54.00	55.00	42.00
8	160.00	120.00	112.00	105.00	75.00	58.00	58.00	44.00
9	170.00	125.00	125.00	95.00	80.00	60.00	61.00	46.00
10	180.00	130.00	135.00	105.00	85.00	64.00	65.00	47.00
11	190.00	150.00	145.00	109.00	90.00	68.00	70.00	53.00