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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding	92050879
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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

ALCATRAZ MEDIA, INC. Petitioner, v. CHESAPEAKE MARINE TOURS, INC. D/B/A WATERMARK CRUISES Respondent.	Cancellation No. 92050879 Mark: ANNAPOLIS TOURS Registration No. 3048114 Serial No. 76622508

PETITIONER'S NOTICE OF RELIANCE:

In accordance with Rules 2.120(j) and 2.122(e) of the Trademark Rules of Practice, Petitioner Alcatraz Media gives notice of its reliance on the following materials, including materials that are part of the record, filed contemporaneously, and attached as exhibits to this Notice of Reliance:

1. Excerpts from Baltimore, Annapolis & The Chesapeake Bay (2010), a publication of general circulation available to the public, evidencing: (1) non-use or non-continuous use of the Annapolis Tours mark by Respondent and/or Respondent's predecessor in interest; and (2) highly descriptive and/or generic nature of the Annapolis Tours wording. 37 C.F.R. Section 2.122(e). Attached hereto as Exhibit A.
2. Excerpts from Fodors Virginia & Maryland (10th Edition) (2009), a publication of general circulation available to the public, evidencing: (1) non-use or non-continuous use of the Annapolis Tours mark by

Respondent and/or Respondent's predecessor in interest; and (2) highly descriptive and/or generic nature of the Annapolis Tours wording. 37 C.F.R. Section 2.122(e). Attached hereto as Exhibit B.

3. Excerpts from An Explorer's Guide Maryland (2009), a publication of general circulation available to the public, evidencing: (1) non-use or non-continuous use of the Annapolis Tours mark by Respondent and/or Respondent's predecessor in interest; and (2) highly descriptive and/or generic nature of the Annapolis Tours wording. 37 C.F.R. Section 2.122(e). Attached hereto as Exhibit C.
4. Excerpts from Moon Handbooks Chesapeake Bay (2009), a publication of general circulation available to the public, evidencing highly descriptive and/or generic nature of the Annapolis Tours wording. 37 C.F.R. Section 2.122(e). Attached hereto as Exhibit D.
5. Excerpts from the Chesapeake Bay Book: A Complete Guide (5th Edition) (2002), a publication of general circulation available to the public, ,evidencing: (1) non-use or non-continuous use of the Annapolis Tours mark by Respondent and/or Respondent's predecessor in interest; and (2) highly descriptive and/or generic nature of the Annapolis Tours wording. 37 C.F.R. Section 2.122(e). Attached hereto as Exhibit E.
6. Excerpts from Landmarks of the Chesapeake Bay (2010), a publication of general circulation available to the public, evidencing Respondent's non-use of the Annapolis Tours mark. Attached hereto as Exhibit F.

7. Excerpts from Bay Tripper Chesapeake Bay Volume II (1995), a publication of general circulation available to the public, evidencing Respondent's predecessor in interest's non-use of the Annapolis Tours mark. 37 C.F.R. Section 2.122(e). Attached hereto as Exhibit G.

8. Lexis Nexis printouts of articles from 1984 – 2007, from publications of general circulation available to the public, evidencing the highly descriptive and/or generic nature of the Annapolis Tour(s) wording. 37 C.F.R. Section 2.122(e). Attached hereto as Exhibit H.

9. Lexis Nexis printouts of articles from 2002 to 2010, all from publications of general circulation available to the public, evidencing non-use or non-continuous use of the Annapolis Tours mark by Respondent or Respondent's predecessor in interest. 37 C.F.R. Section 2.122(e). Attached hereto as Exhibit I.

10. Lexis Nexis printouts of articles from 1997 to 2009, all from publications of general circulation available to the public, evidencing third party use of the wording Annapolis Tours or Annapolis Tour. 37 C.F.R. Section 2.122(e). Attached hereto as Exhibit J.

11. Internet printouts all containing dates accessed/printed, and source information, evidencing Petitioner's business model and usage of Annapolis Tours/other location+tours wording constructions. 37 C.F.R. Section 2.122(e). Attached hereto as Exhibit K.

12. Respondent's responses to interrogatories and requests for admissions, as supplemented, dated November 12, 2009, February 4, 2010,

February 25, 2010, and March 7, 2011 respectively. 37 C.F.R. Section 2.120(j)(5). Attached hereto as Exhibit L.

13. February 2, 2010 discovery deposition of Debbie Gosselin with attendant exhibits, attached hereto as Exhibit M. 37 C.F.R. Section 2.120(j)(1).

14. March 29, 2011 discovery deposition of Debbie Gosselin, attached hereto as Exhibit N with attendant exhibits; pages 104-109 and Discovery Deposition Exhibit No. 55 provided separately under seal as Exhibit O. 37 C.F.R. Section 2.120(j)(1).

Respectfully submitted,

Dated: April 14, 2011

_/Rebeccah Gan/_____

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CERTIFICATE OF SERVICE

I hereby certify that on April 14, 2011, a true and complete copy of the foregoing NOTICE OF RELIANCE was sent via electronic mail to jayspiegel@aol.com, registrant's attorney of record with an address as follows:

H. Jay Spiegel
P. O. Box 11
Mt. Vernon, Virginia 22121-0011

By: ___/Rebeccah Gan/_____

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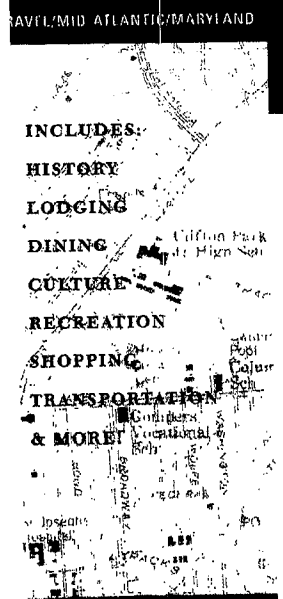
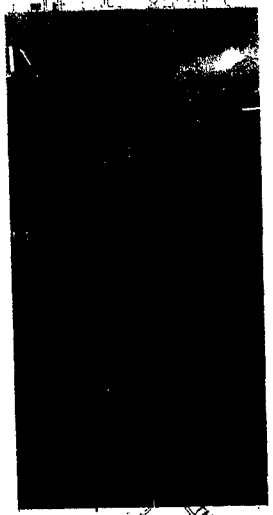
Exhibit A





The Chesapeake Bay Book is back, with a new focus on Baltimore, Annapolis, and Maryland's portion of the Bay area!

PRAISE FOR THE GREAT DESTINATIONS SERIES

"Consistently rated the best guides to the regions covered . . . Readable, tasteful, appealingly designed. Strong on dining, lodging, culture and history." —*National Geographic Traveler*

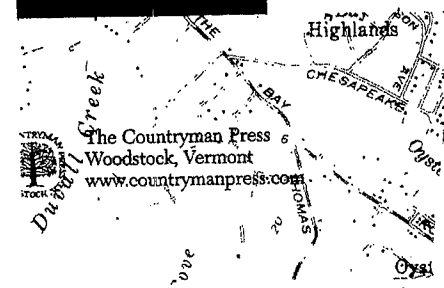
Recommended by *Travel + Leisure* magazine

Once again, travel writer and longtime Maryland resident Allison Blake surveys the Chesapeake Bay area and its distinctive lodgings, aquatic adventures, and tucked-away towns. In *Baltimore, Annapolis & the Chesapeake Bay: A Great Destination*, the new version of her well-loved guidebook *The Chesapeake Bay Book*, Blake has also thoroughly explored from Baltimore (the colorful old port city that anchors the northern end of the Bay), to Maryland's 300-year-old capital, Annapolis (known as America's Sailing Capital), south to the Potomac River and the Eastern Shore and on to the Virginia border. This is Maryland's Chesapeake Bay plus iconic Tangier Island, located in Virginia. This expansive guide will give visitors and residents alike all the information they need to fully explore and enjoy the thousands of miles of shoreline, the towns and cities, and the adjoining countryside of this lovely and historically significant area.

Whether you're interested in urban or outdoor adventures, oysters in a chic bistro or famous Maryland blue crabs on a paper-covered picnic table, pursuits like hiking, biking, boating, museum-hopping, or relaxing on a beach, Maryland's Chesapeake Bay has everything you're looking for.

As in every Great Destinations title, you'll find helpful information for lodging, dining, shopping, transportation, recreation, and special events. The focused and very helpful If Time Is Short advice, historical notes, and many maps and photographs make this an indispensable guide. Use it to help you discover all the Chesapeake region has to offer.

Allison Blake is the author of all seven editions of *The Chesapeake Bay Book*, including this one, as well as *Maryland Curiosities*. A former newspaper reporter, her freelance byline has appeared in the *Washington Post*, *Baltimore Magazine*, *National Geographic Traveler*, and the *Boston Globe*. Blake lives outside Annapolis.



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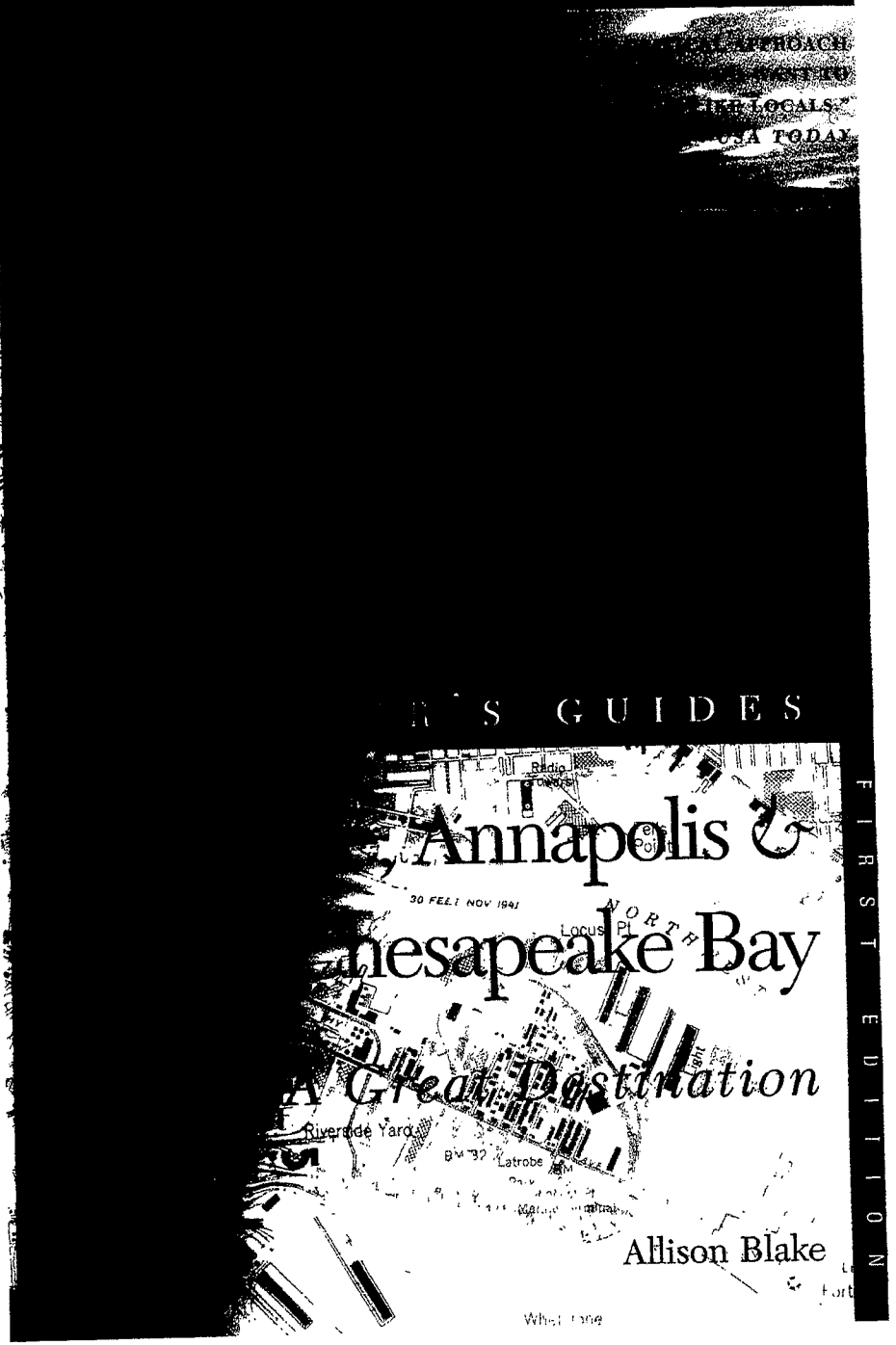

AM 2777

A COMPLETE GUIDE

7TH EDITION

BALTIMORE, ANNAPOLIS & THE CHESAPEAKE BAY

A Great Destination

Allison Blake

The Countryman Press
Woodstock, Vermont

OPPOSITE: *An egret on a piling watches over a creek, a familiar Chesapeake sight.* Queen Anne's County Department of Economic Development, Agriculture & Tourism

AM 2778

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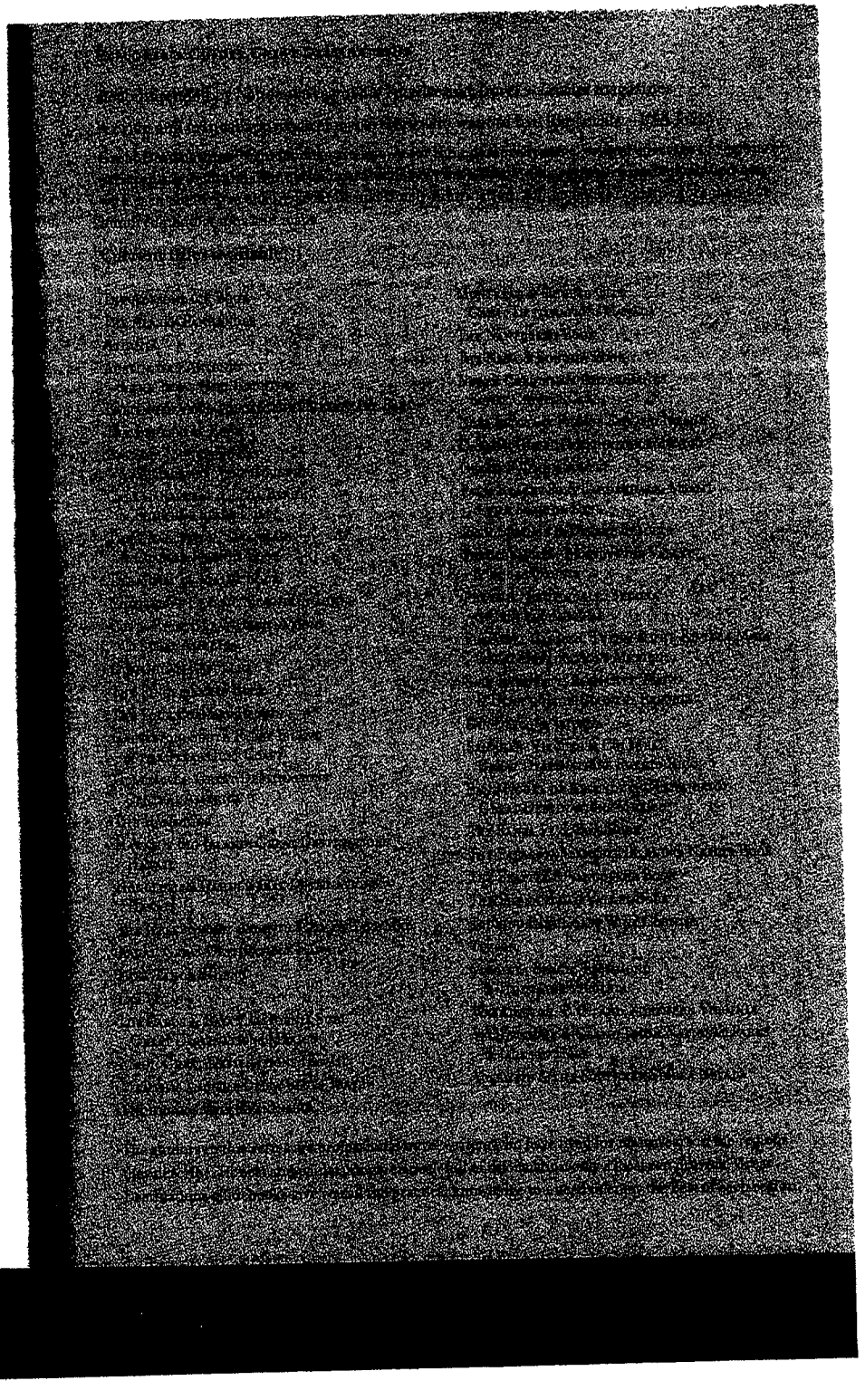


Kunta Kinte, stepped off a slave ship at Annapolis City Dock. Three days of events typically take place mid- to late September. For more information: 443-336-1043 or www.visitannapolis.org.

Held since 1975 at the private Roedown Farm southwest of Annapolis in Davidsonville, the early April **Marlborough Hunt Races** draw hundreds to watch the thoroughbred point-to-point timber race. For information, contact the Annapolis and Anne Arundel County Conference and Visitors Bureau (410-280-0445) or check www.marylandsteeplechasing.com/main/mhr/datetime.htm.

A newer city tradition comes at the time of the spring equinox. Head over to the Annapolis Maritime Museum for the **Burning of the Socks**. It's quite simple: Spring has come, your toes long for freedom, and the bonfire needs fuel. For info: www.amaritime.org.

Also in April, on the first day of rockfish season, comes the big **Boatyard Opening Day Rockfish Tournament** hosted by the Boatyard Bar and Grill and others for charities. The catch-and-release event draws all ages. Check it out: www.boatyardbarandgrill.com.

If the thought of a gut-busting, all-you-can-eat seafood session leaves you salivating, move the **Annapolis Rotary Crab Feast** to the top of your summer must-do list. *National Geographic* has even covered this event, which has taken place for more than 60 years. It's generally held the first Fri. of Aug. at Navy–Marine Corps Memorial Stadium. For more information, check www.annapolisrotary.com.

From its start on the weekend before Labor Day, 16th-century England is the order of nine consecutive weekends at the **Maryland Renaissance Festival**, held just west of Annapolis in Crownsville. You'll find bearded men wrestling in the mud, lovely ladies working the crowd, and a roving band of jesters, crafters, jugglers, magicians, and minstrels may be seen. Admission. For information, call 410-266-7304 or visit www.rennfest.com.

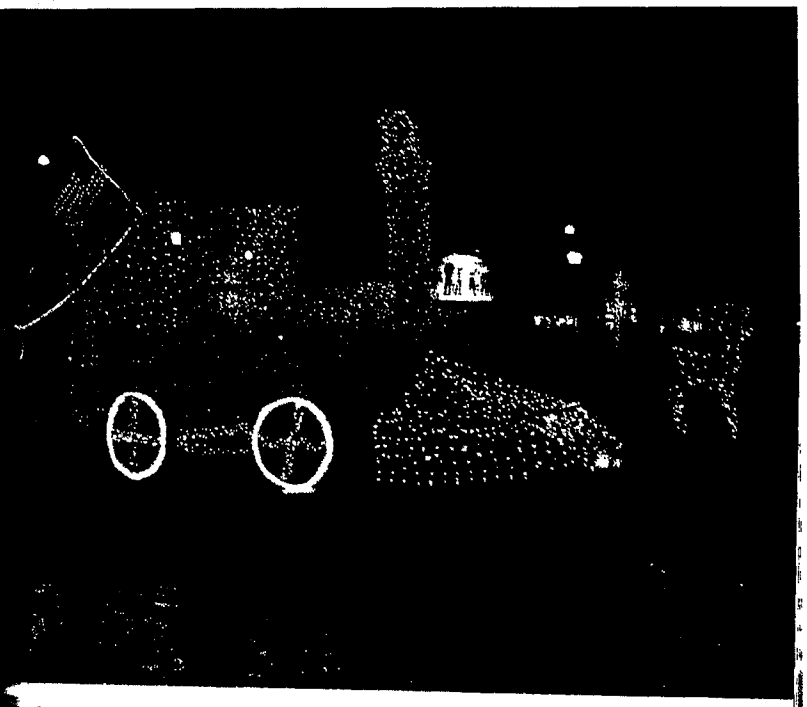
The **Maryland Seafood Festival** (410 626-8922; www.mdseafoodfestival.com) featu lots of different music, lots of seafood, and a crab-eating contest. Generally held the w end after Labor Day at Sandy Point State Park near Annapolis, it includes kids' activitie and a popular crab soup cook-off.

Every mariner for miles around attends Columbus Day weekend's **U.S. Sailboat Sh** Annapolis's City Dock. The very latest in sailboat designs, from racing to cruising vess is found in the water along with every imaginable service or sailing gimcrack. In-town parking will be a challenge (try the shuttle from Navy–Marine Corps Memorial Stadiu but expect bargains, deals, and celebrations among the restaurants and bars. Admissi fee. The following weekend, check out the **U.S. Powerboat Show** at the same location. Here's your chance to see the newest boats for work or play in the water, from yachts t inflatables. Admission fee. For information, call 410-268-8828 or visit www.usboat.

In November, it's time for Historic Annapolis Foundation's annual **Annapolis by Candlelight**, your opportunity to glimpse inside some of the city's historic buildings info: 410-267-8146 or www.annapolis.org.

Also in mid-November is the Maritime Republic of Eastport's fabled **Tug-of-War** lenge to the denizens of the Historic District (more or less). It's a huge tug of war acr Spa Creek with proceeds going to local charities. For info: www.themre.org.

In mid-December comes the **Eastport Parade of Lights**, in which boats dressed up i best holiday lights parade down Spa Creek. This is well worth seeing (and well worth ing dinner reservations weeks in advance at Spa Creek-side restaurants). For info: www.eastportyc.org.



g the holidays, boats deck the halls (or their decks, as the case may be) for a festive parade through olis Harbor and Spa Creek. www.VisitAnnapolis.org

roughout December, the city's historic houses are decked out for the season. The **House** and the **Hammond-Harwood House** should be on your holiday must-visit list.

nnapolis and Anne Arundel County Conference and Visitors Bureau at 26 West St., onal satellite at City Dock, and HistoryQuest, located at 99 Main St., are easy places nformation about tours—many of which depart from these locales—and possibly too. HistoryQuest is an orientation center to the city's history operated by Historic olis Foundation, which offers four audio tours of this 300-year-old city's history: tionary Annapolis, Civil War, an African American history tour, and one tour that city highlights. Guides are available at HistoryQuest, or you can reserve online www.annapolis.org, Special walking tours are held throughout the year, such as nt Civil War walking tour. Ghost tours take place from spring to fall. For additional tion, call 410-267-6656, visit www.annapolis.org, or stop by HistoryQuest.
r tours operators include:
lis Carriage (www.annapoliscarriage.com; 410-267-6656) Take a narrated 25-minute tour of the colonial capitol, held daily in summer, long weekends in fall ugh Dec.), and spring (starting mid-Mar.). Pick up tickets at HistoryQuest, 99 St.

AM 2780

Capital City Colonials (410-295-9715; www.capitalcitycolonials.com) offers a terrific set of creative tours. High on your list should be the food and history tour, which combines exercise (walking between venues), food (a cup of coffee here, a sampler of crab there) and historic tidbits at the houses, taverns, and restaurants you'll visit—including the Sands House, said to be one of the two oldest houses in the city (both are privately owned). Numerous other tours, including one by Segway, are offered.

Discover Annapolis (410-626-6000; www.discover-annapolis.com) takes visitors for one-hour trolley tours, departing the city's visitor's center at 26 West St. Or, take a 40-minute tour, leaving from HistoryQuest at City Dock. Check the Web site for more info. This is a good way to get a quick overview of town.

Watermark (410-263-5401; www.watermarkjourney.com) Well-trained guides in colonial dress lead groups through city streets and the U.S. Naval Academy, point out the highlights, and disclose tales that you'd otherwise miss. Take the Four Centuries Tour, the African American Heritage Tour and, during fall, the Haunted Ghost Tour. Many tours leave from the city's information booth at 1 Dock St. For all the info, check the Web site.

RECREATION

Bicycling

It's easy to get around Annapolis by bike, thanks to the Free Wheelin' program that runs June–Oct. 1 from the Harbormaster's office at City Dock. You need to be 18 to sign out a bike, available 9 am–8 pm daily. You also need to show a valid driver's license, a credit card, and sign a waiver. For details: http://annapolis.gov/info.asp?page=10943 or 410-263-7964, Ext. 6003.

A friendly heads-up to cyclists: You can't cross the William Preston Lane Jr. Memorial Bridge—aka the Bay Bridge—on a bike. Officially, you're on your own to arrange transportation, like a taxi.

Places to cycle include the 13.3-mile **Baltimore & Annapolis Trail** from town: Cross the Severn River via the U.S. Naval Academy Bridge (MD 450). Continue on MD 450 to a left turn at Boulters Way. The trail, on your left, is built along the old railroad bed and travels north to Glen Burnie. You'll share it with inline skaters and walkers. For information call 410-222-6244, or see www.dnr.state.md.us/greenways/ba_trail.html.

Another local favorite for family cycling is **Quiet Waters Park** (600 Quiet Waters Park Rd.) on the south side of town off Hillsmere Drive. Paved trails of just under 6 miles wind through woods and open parkland, and end overlooking the South River. For information call 410-222-1777; closed Tues. Bike rentals are available at the park via Paddle or Pedal, 410-271-7007.

Bike Rentals

Capital Bicycle Center (410-626-2197; 300 Chinquapin Round Rd.) Cruiser rentals, ladies' rides, and repairs are available in addition to bicycle sales.

Pedal Pushers (410-544-2323; www.pedalpushersmd.com; 546 Baltimore Annapolis Blvd., Severna Park) Located right at the 5-mile mark of the Baltimore & Annapolis Trail, this is the place to rent bikes. Year-round.

Bird-Watching

Situated along the Atlantic Flyway, Sandy Point State Park offers good year-round birding, but provides particular treats in winter and spring. Northern waterfowl (loons, grebes, and gannets) and all owl species have been spotted in winter. Breeding birds, many of them songbirds, have been spotted in spring in the Corcoran Tract, sizable acreage behind the park. Check at the park office (410-974-2149; 1100 E. College Pkwy.) to get a map. The park itself also offers fine bird-watching.

Boating

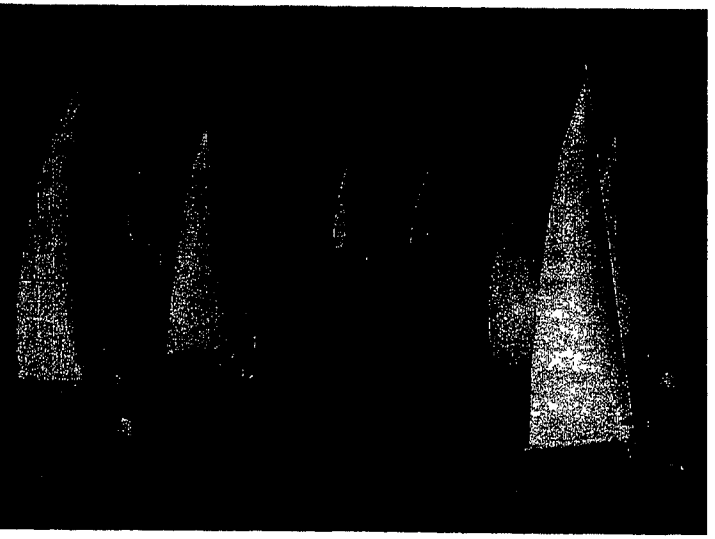
Deck shoes are de rigueur and masts fill Spa Creek in the middle of America's Sailing Capital, where everybody can talk a little boat talk. On Wednesday evenings in summer, the Annapolis Yacht Club hosts races on Spa Creek—the starting gun goes off at approximately 7PM. To watch, stake out a spot at the Eastport bridge, or visit a creekside restaurant to see the start or finish. Or, see if you can get a berth aboard the Schooners Woodwind, which competes during the last race.

Charters, Cruises, and Boat Rentals

Here are some options for getting out on the water, either by yourself or with a captain.

Annapolis Bay Charters (1-800-991-1776; www.annapolisbaycharters.net; Port Annapolis Marina, 7080 Bembe Beach Rd., Suite 211) This is a top chartering company in the area. Boats in the fleet range from 30 to 50 feet, and include sail (including

The starting gun goes off Wednesday evenings for the popular summertime sailboat races in Annapolis.
VisitAnnapolis.org



AM 2781

ON THE LOWER EASTERN SHORE

Rent a camper cabin at **Janes Island State Park** near Crisfield (410-968-1565; 26280 Alfred Lawson Dr.). Canoe, kayak, or motor through the marshy guts. Ferry over to **Tangier Island**, take a nickel tour of the watermen's village aboard a golf cart, then stop at any restaurant to eat the only truly great (except if you're on Smith Island) soft-shells mere mortals ever find.

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Tim Jarrell, Publisher

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Although it has long since been overtaken by Baltimore as the major Maryland port, Annapolis is still a popular pleasure-boating destination. On warm sunny days the waters off City Dock become center stage for an amateur show of powerboaters maneuvering through the heavy traffic. Annapolis's enduring nautical reputation derives largely from the presence of the U.S. Naval Academy, whose strikingly uniformed midshipmen throng the city streets in crisp white uniforms in summer and navy blue in winter.

GETTING HERE & AROUND

Annapolis is normally 35–45 minutes by car from Washington, DC, on U.S. 50 (Rowe Boulevard exit). During rush hour (weekdays 3:30–6:30 PM), however, it takes about twice as long. From Baltimore, following Routes 3 and 97 to U.S. 50, travel time is about the same. To tour southern Maryland, follow Route 2 South from Annapolis, and Route 4, which continues through Calvert County.

■TIP→In the summertime avoid going to Annapolis from Washington on Saturday morning or returning to Washington on Sunday evening— traffic slows to a crawl, as many Washingtonian's spend their weekends on the Eastern Shore.

Parking spots on Annapolis's historic downtown streets are scarce, but you can pay $5 to park at the Navy–Marine Corps Stadium (to the right of Rowe Boulevard as you enter town from Route 50) and ride a free shuttle bus downtown. Parking garages on Main Street and Gott's Court (adjacent to the visitor center) are free for the first hour and $1 an hour thereafter with an $8 maximum but are often full on weekdays. On weekends these garages cost $4 a day. Street parking in the historic area is metered (in effect 10–7:30 daily) or limited to two hours for those without a residential parking permit.

Downtown Annapolis is accessible on foot, but to reach the malls and outlying attractions a car or taxi is necessary. To get around the Annapolis waterfront, call the Annapolis Water Taxi, which runs from mid-May to mid-September.

OURS Discover Annapolis Tours leads one-hour narrated minibus tours ($15) that introduce you to the history and architecture of Annapolis. Tours leave from the visitor center daily April through November and most weekends December through March.

Walking tours are a great way to see Annapolis's historic district. HistoryQuest rents two self-guided (with audiotapes and maps) walking tours: "Historic Annapolis Walk with Walter Cronkite" and "Historic Annapolis African-American Heritage Audio Walking Tour." The cost for each is $5.

Guides from Three Centuries Tours wear Colonial-style dress and take you to the State House, St. John's College, and the Naval Academy. The cost is $13. Tours depart daily April through October at 10:30 from the visitor center and at 1:30 from the information booth, City Dock. From November through March one tour a week leaves on Saturday at 1:30 from the information booth.

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The *Schooner Woodwind* and the *Schooner Woodwind II* are t
74-foot boats that make two to four trips Tuesday through Sun
between April and October, with some overnight trips. Two-hour s
are $31 to $34. For more information, ⇨ *see the Sailing on the C
apeake box, below.* When the weather's good, Watermark Journ
runs boat tours that last from 40 minutes to 7½ hours and go as fa
St. Michaels on the Eastern Shore, where there's a maritime muse
yachts, dining, and boutiques. Prices range from $10 to $60. Waterm
also runs land tours that depart from the information booth at the C
Dock. The tours include a 90-minute "Colonial Stroll" and a t
hour "African-American Heritage Tour." Tours run from April thro
October, and not every tour is given every day. Check the Waterm
Journey Web site for information. Prices range from $12 to $16.

Discover Annapolis runs 40- and 60-minute motorized trolley to
from April through November through Historic Annapolis Trol
Tours. Tickets are sold at HistoryQuest, at 99 Main Street. Tours le
from the Annapolis Visitor Center at Northwest and Calvert stre
There is paid parking adjacent to the center.

If you'd rather see Annapolis from a horse-drawn carriage, boa
"Annapolis Carriage" at the City Dock outside the Market Hou
The historic tours last either 25 minutes or 50 minutes and the carria
carry four adults comfortably.

TIMING & PRECAUTIONS

Swim at your own risk in the calm waters of the Chesapeake Bay. T
Bay contains sea nettles that can sting like jellyfish. Some beaches
netted, but ask before you take a plunge.

ESSENTIALS

Taxis Annapolis Cab Company (☎ *410/268–0022*). **Annapolis Water T**
(☎ *410/263–0033* 🌐 *www.watermarkcruises.com*).

Tours Annapolis Carriage (✉ *Outside Market House, Historic District* ☎ *410/349–16*
🌐 *AnnapolisCarriage.com*). **Discover Annapolis Tours** (✉ *31 Decatur Ave., Hist*
District ☎ *410/626–6000* 🌐 *www.discover-annapolis.com*). **Historic Annapo**
Foundation Walking Tours (✉ *18 Pinkney St., Historic District* ☎ *410/267–7*
or 800/603–4020 🌐 *www.annapolis.org*). ***Schooner Woodwind*** (✉ *Annapo*
Marriott Hotel dock, City Dock ☎ *410/263–7837* 🌐 *www.schooner-woodwind.co*
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🌐 *www.annapolis-tours.com*). **Watermark Journeys.** (✉ *Box 3350, Annapol*
Historic District ☎ *410/268–7600* 🌐 *watermarkjourney.com*).

Visitor Information Annapolis & Anne Arundel County Conference a
Visitors Bureau. (✉ *26 West St., West Side* ☎ *410/280–0445 or 888/302–28*
🌐 *www.visit-annapolis.org* ⏲ *Daily 9–5.*) **Information Booth.** (✉ *Dock St. parkin*
lot ☎ *410/280–0445.*)

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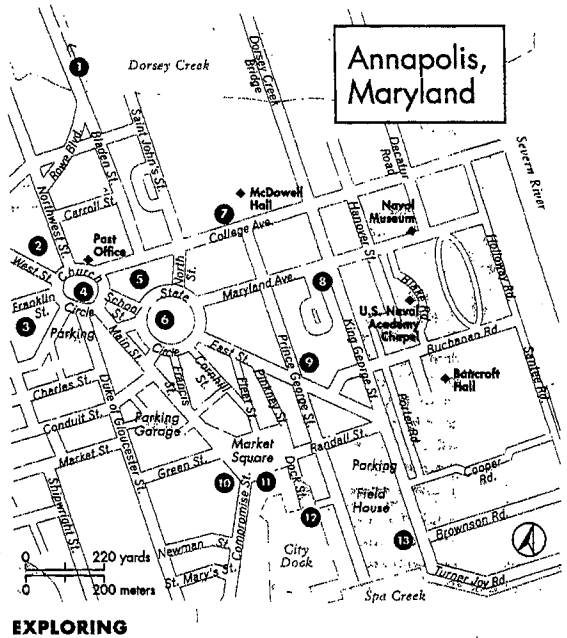

EXPLORING

Start your visit at Annapolis's main visitor center. Here you can pick up maps and brochures or begin a guided tour. From April to October the information booth on City Dock, adjacent to the harbormaster's office, is open and stocked with maps and brochures.

Numbers in the text correspond to numbers in the margin and on the Annapolis map.

MAIN ATTRACTIONS

3 Banneker-Douglass Museum. Named for abolitionist Frederick Douglass and scientist Benjamin Banneker, this former church and its next-door neighbor make up a museum that tells the stories of African-Americans in Maryland through programming, art, and interactive historical exhibits. The church hosts performances, lectures, and educational programs, while the four-floor addition houses changing exhibits and permanent shows. Audio and visual presentations and hands-on exhibits make the museum engaging for kids, while also bringing home the hardships of slave life. ✉ *84 Franklin St.* ☎ *410/216–6180* 🌐 *www.bdmuseum.com* 🎟 *Free* ⏲ *Tues.–Sat. 10–4.*

8 Hammond-Harwood House. This is the only Colonial home in America built to a design of the famous Italian architect Andrea Palladio. The

8

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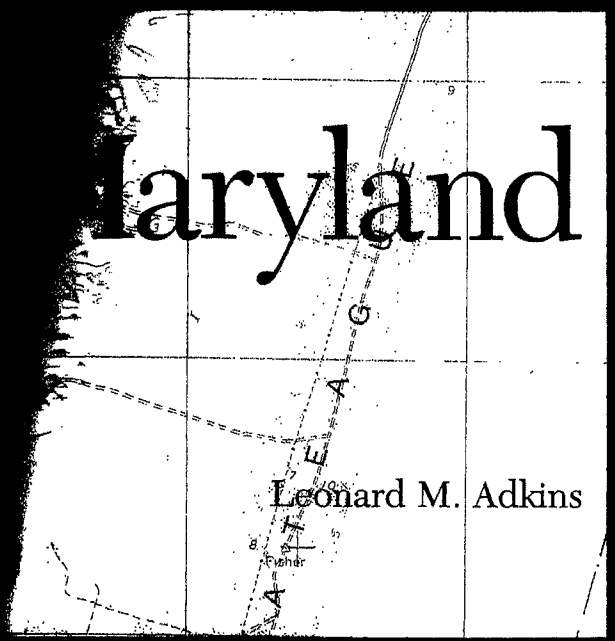

aryland

Leonard M. Adkins

AM 2794

AN EXPLORER'S GUIDE
Maryland
Leonard M. Adkins
THIRD EDITION

AM 2795

DEDICATION
For Ann and Denny Messick. Thank you for your friendship—and for Laurie.
—L. M. A.

We welcome your comments and suggestions. Please contact Explorer's Guide Editor, The Countryman Press, P.O. Box 748, Woodstock, VT 05091, or e-mail countrymanpress@wwnorton.com.

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with tree peonies, daylilies, cherry trees, bloodroot, trillium, and many shr
takes you down to the banks of Almshouse Creek and is the way I like to re
end my visits here.

HISTORIC CHURCHES **Asbury Methodist Church** (410-268-9500), 8
St., Annapolis. This 1888 Gothic Revival church stands on the site of an ea
1803 church, which was home to one of the earliest African American cong
tions in Annapolis.

St. Anne's Episcopal Church (410-267-9333), Church Circle, Annapolis.
present structure, built in the late 1800s, is the third church to stand on thi
The stained-glass window by Tiffany and Company won first prize for eccle
art in the 1893 World's Fair, and the silver communion service presented to
congregation by King William III in 1695 is still in use.

St. Mary's Church (410-263-2396), Duke of Gloucester St., Annapolis. The
rian Gothic church dates from the 1860s. Be sure to go inside the rib-vaulte
rior to view the wonderfully hand-carved altar screen.

GUIDED TOURS **Annapolis Segway Tours** (410-280-1577; 1-888-280-
www.annapolissegwaytours.com), 131 Prince George St., Annapolis. $45 for
hour, $65 for two hours. Reservations suggested, but walk-ins will be accomm
ed as possible. No minimum number of people; minimum age is 14. The one
two-hour tours start with a thorough training session in how to safely ride a S
and navigate through Annapolis's downtown streets. I found that it was really
that you were given wireless headsets to listen to the narrator's comments. No
only do you get to hear every word he or she says, but you don't lose time sto
to hear the comments, which include a great deal of historical information. A
way to see the city—and be the envy of those who are merely walking.

Capital City Colonials (410-295-9715; 1-800-979-3370; www.capitalcitycolon
.com) depart from 36 Market Square, Annapolis. Well versed in the city's histo
colonial-garbed guides lead a two-hour walk (adults $16, children 3–12 are $1
shorter one-hour tour is $10 a person) through Annapolis's historic district, tak
you into places such as the Waterfront Warehouse, St. Anne's Church, and a 1
mansion. One of this company's most popular outings is the Food and History
(adults $42, children 8–14 are $27), during which you not only learn about hist
but spend time sampling the fare of one restaurant after another. Believe me,
will be full by the time the tour is over.

Maryland State House (410-974-3400), 91 State Circle, Annapolis. Free gui
tours of the country's oldest continuously used statehouse are given every day
AM and 3 PM. (Adults must show photo ID.) The only statehouse to also serve
the nation's capital, it was built between 1772 and 1779 and occupies the high
point in the city. The tour takes you into the Old Senate Chamber where Con
ratified the Treaty of Paris, giving America its independence from Great Britai

Discover Annapolis Minibus Tours (410-626-6000; www.discoverannapolis
.com) depart from the Annapolis and Anne Arundel County Conference and Visi
Bureau at 26 West St., Annapolis. Adults $16; children 11–15 are $8; children 10
under are $3; preschoolers are free. The one-hour narrated tour of the city in air-
conditioned/heated buses runs daily Apr.–Nov. and on most weekends Dec.–Mar.

Quest (410-267-6656; www.annapolis.org), 99 Main St., Annapolis. Oper-
the Historic Annapolis Foundation, The narrated walking tours take you
he history of the downtown area.

Naval Academy (410-293-8687; www.navyonline.com), 52 King George
nce is at Gate 1), Annapolis. The grounds and visitors center are open to
c 9–5 (9–4, Jan. and Feb.); the chapel and crypt close at 4. Several tours
daily, but times vary with the season. The first tour always begins at 10;
that it is quite tight to get everything in before closing time if you take
tour. Small admission fee. (Adults must show photo ID.) The 338-acre
y along the banks of the Severn River was established in 1845 and is the
raduate college of the U.S. Navy. There is much to see here, and the best
do it is to take one of the guided tours that originate at the Armel-Leftwich
Center. You will walk through 33-acre Bancroft Hall to see a typical mid-
n's dorm room, the Tripoli Monument (oldest military statue in the United
Memorial Hall, the Academy Museum, chapel, and the crypt of Revolu-
War hero John Paul Jones. If you are here around noon on weekdays dur-
school year, you will witness the formation of all midshipmen as they march
nch.

Do

CLING Annapolis has been called one of the most walker-friendly cities in
ntry, but it has not forgotten bicyclists. A 38-mile system of designated bike
along city streets and grade-separated trails lets you explore on two wheels
d of four. The **City Planning and Zoning Department** (410-263-7961)
ovide more information. All buses in the city have racks that will hold two
there is no additional charge for this service.

altimore and Annapolis Trail is a paved pathway that follows the route of
railroad bed close to Governor Ritchie Hwy. (MD 2) for more than 13
Although it does pass by busy streets, housing developments, and a mall or
t can be a nice ride, especially along the least-developed 3 miles closest to
polis. The trail begins near the Baltimore/Washington International Thurgood
hall Airport (where it connects with another paved trail encircling the airport)
nds on MD 2 just as it enters Annapolis. More information and a map can be
ned from the **Anne Arundel County Department of Recreation and**
s (410-222-6244).

ee **Quiet Waters Park** and **Truxton Park** under *Parks*.

EXCURSIONS **Watermark Cruises** (410-268-7601; 1-800-569-9622;
watermarkjourney.com), Slip 20 at the City Dock, Annapolis. Narrated tours
minutes (adults $10; children 3–11 are $5) and 90 minutes (adults $20; chil-
3–11 are $10) are provided Mar.–Dec. Days and times vary throughout the
n, so call for the latest information. A two-and-a-half-hour tour (adults $38;
ren 3–11 are $20) takes passengers by three of the Chesapeake Bay's famous
houses and under the bay bridges. Narrated by a "turn-of-the-century light-
se keeper."

Pirates of the Chesapeake (410-268-7600; www.watermarkjourney.com)
parts from the City Dock, Annapolis. Fri.–Sun. and holidays mid-June–Aug.

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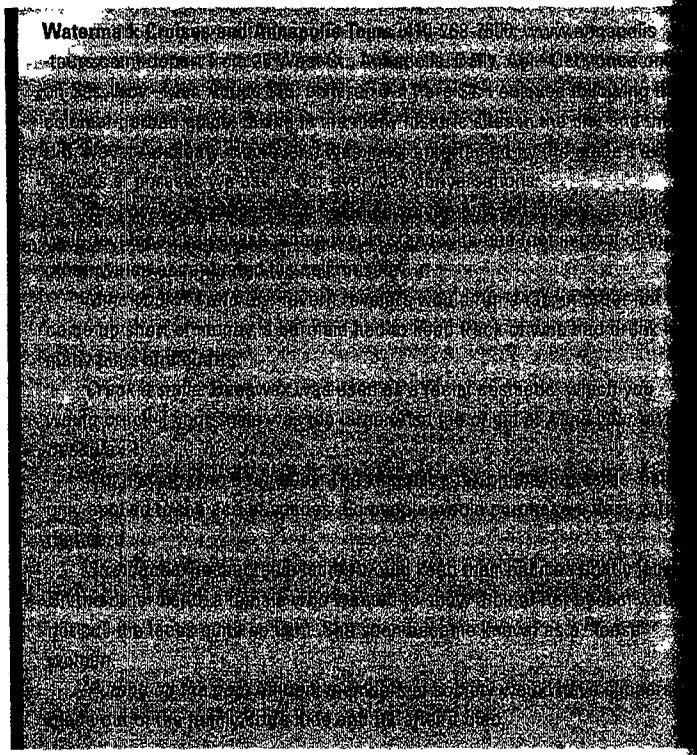

Weekends and holidays mid-May to mid-June. Adults $16; children $13; child and under are free. Unleash your and your children's inner pirate on a one-ho cruise in the Chesapeake Bay.

Schooner *Woodwind* (410-263-7837; www.schoonerwoodwind.com), 80 C promise St. (at the Marriott Hotel), Annapolis. Closed Mon. Times and rates v Most cruises are around $30–40 for adults and $25 for children under 12. The foot sailboat, beautiful with its mahogany woodwork and chrome trim, offers sailing cruises. Most of the trips last about two hours and take in Annapolis ha the Naval Academy, and a portion of the Severn River. You can be passive or t turn at the wheel or hoist the four sails.

Water Taxi (410-263-0033; www.watermarkjourney.com), City Dock, Annapo One of the most fun ways to get to and from and explore the harbor, Spa Cree and Back Creek. Depending on where you want to go, the rate could be as mu as $5 a person. Does not run on a scheduled basis, but will pick you up when called.

RENTALS **South River Boat Rentals** (410-956-9729; www.southriver ntals.com), located at Pier 7 Marina, Edgewater. Half-day, daily, overnight, eekly rentals of a variety of motor- and sailboats. No experience needed. ange from $160 for a half day to $800 per day.

e **Quiet Waters Park** under *Green Space.*

NG Charter fishing excursions are offered by a number of outfitters in the olis area. Among the many are:

y Hunter (410-286-8990; 1-800-322-4039; www.bountyhuntercharter.com), Windward Key Dr., Chesapeake Beach. Capt. Glenn James takes groups of nto the water on the 55-foot *Bounty Hunter.*

n Clyde's Charters (410-974-4314), 1058 Deep Creek Ave., Arnold. More 0 years of fishing and cruising experience.

rd Charters (410-798-1119), 3742 Bay Dr., Edgewater. Groups of up to six along with Capt. Steve Vierkorn on his 42-foot *Mallard.*

l

erna Park Golf Center (410-647-8618; www.severnaparkgolf.com), 1257 nor Ritchie Hwy. A nine-hole course and a driving range with sheltered and tees. Miniature golf and batting cages for the kids.

nsville

ht D. Eisenhower Golf Course (410-571-0973), Generals Hwy. (MD 178). ll need to reserve your tee time at this public course.

water

River Golf Links (1-800-767-4837; www.mdgolf.com), 3451 Solomons Rd. The closest course to Annapolis is set amid a dense forest with dramatic on changes on the links.

ATURE GOLF See **Severna Park Golf Center** under *Golf.*

KING AND CANOEING **Kayak Annapolis** (443-949-0773; www.kayak olistours.com) departs from Truxton Park. The three-hour guided paddle ear the Annapolis harbor and the U.S. Naval Academy depart three times a ring the season. The one that leaves early in the morning usually has the hance of seeing birds and other wildlife—and will also be the coolest trip of y.

e or Pedal (410-271-7000; www.paddleorpedal.com), 600 Quiet Waters d., Annapolis. As the name says, they will rent you all manner of paddle r bicycles. Their guided sunset tours are popular. Located within Quiet s Park.

ING **Sunsail Sailing Vacations** (1-800-327-2276; www.sunsail.com), 980 Rd., Suite 302, Annapolis. The largest charter-boat company in the world, operations as far flung as Turkey and Tahiti, offers bareboat and crewed char- n which you choose the time, pace, and destination.

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KEEPING CURRENT

If you have a favorite gem you'd like to see included in the next edition, or see anything that needs updating, clarification, or correction, please drop us a line. Send your comments via email to feedback@moon.com, or use the address above.

ABOUT THE AUTHOR

Joanne Miller

Joanne Miller first glimpsed the mighty Chesapeake while traveling after college. Armed with a fresh degree in anthropology, she rattled across Mexico in a panel truck, drove up the East Coast through the Necks of Virginia, and was dazzled by the dancing waters of America's largest estuary. In the following years, she lived in mid-Atlantic states, visiting the Tidewater to crack crab in Virginia Beach and indulge in fantasies of colonial life in Williamsburg. Joanne keeps hope alive for the day when crabcakes are considered a diet food.

She continues to live and write her own adventures in full color, whether watching the fiery sun set under full sail near St. Michaels, dodging feisty crabs on Smith Island's oyster-shell roads, or feeling the burn while climbing Baltimore's Washington Monument. Her interests in fine food and wine, art, environmental issues, and American history come through in her writing – every place has its story, and Joanne makes the landscape come alive through words and pictures.

Joanne is the author of *Moon Pennsylvania* and *Moon Maryland & Delaware*, and is a frequent contributor to *Writer's Market* and *Novel & Short Story Writer's Market*. Currently, she is working on a novel of old San Francisco, *The Richest Gal in Boom Town*.

AM 2802

Banneker and abolitionist Frederick Douglass, it's housed in the 1876 Mt. Moriah AME Church building.

Gardens

You wouldn't expect to find a garden featuring Maryland's natural environments in the middle of an office complex, but **Helen Avalynne Tawes Garden** (Tawes State Office Bldg., Taylor Ave., 410/260-8189, dawn–dusk daily, free) is full of surprises and a fun place to wander, featuring every environment found in the state. Park in the government building visitor's spaces and enter through the Tawes building—there are a number of exhibits on wildlife, a small cafeteria, and gift shop inside the visitors center (9 A.M.–3 P.M. Mon.–Fri.)

Galleries

Click on **Art in Annapolis** (www.artinannapolis.com) for a listing of galleries and art events in town.

The **Mitchell Gallery** (Mellon Hall, off St. John's St. on the campus of St. John's College, 410/626-2556, noon–5 P.M. Tues.–Sun., 7–8 P.M. Fri., free) is open to the public and often features museum-quality work by artists such as Rembrandt, Renoir, Calder, and Lipschitz. However, the gallery's purpose is to help students establish connections between the visual arts and liberal arts with exhibits of historical and regional interest, so exhibits are broad in scope and often include works by students.

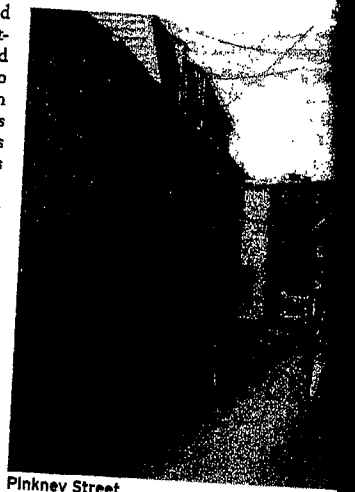
Circle Gallery (18 State Circle, 410/268-4566, 11 A.M.–5 P.M. Tues.–Sun., free) displays original fine art in all media by local and regional artists. Works featured are by members of the Maryland Federation of Art, and much of the work is visually stunning. The exhibits change monthly.

Gallery 1683 (151 Main St., 410/280-2140, www.gallery1683.com, 10 A.M.–5 P.M. Tues.–Sat. noon– 5 P.M. Sunday, free) is devoted to the work of a variety of artists using different mediums and approaches. Exhibitions change monthly and vary from shows devoted to the work of a single artist to group works. Very high quality—all the artists have wo for achievement in their various medi all focus on the beauty of Chesapeak

Other Historical Sights

Largely responsible for the preserv the town, the Historic Annapolis Fou (HAF, 800/603-4020 and 410/267-76 .annapolis.org) began as an effort to velopers from pulling down colonial-e ings. Properties were restored house b with state and federal monies, and each that was sold came with an easemen ongoing advisory group regulates ever visible from the street except the color houses (it's easy to pick out rebels in dow Annapolis). In recent years, their funct shifted from regulation to education.

The Foundation maintains a num properties, among them the **Shiplap H** (18 Pinkney St.), built in 1715, one of th est houses in Annapolis. It has been resto an 18th-century house and inn, and is th of the HAF offices. Close by, the **Wate**



Pinkney Street

use (4 Pinkney St., free) features a the Annapolis waterfront as it was in e Pinkney Street is a joy in itself—it e imagination to picture it as it was in al days, since most of the row house e reminiscent of the period. Number cal of the house used to board troops Revolutionary War (open by appoint- ly, 800/603-4020 or 410/267-7619. offers several audio-with-map walk- s, tours escorted by a colonial guide htly than you'd expect), and horse- arriage tours. You can reserve on their or at **HistoryQuest** (99 Main Street, 5 P.M., Mon.–Sat., 11 A.M.–5 P.M. Sun- ilding with quite a history of its own. 1790s bakery, this restored building two floors of artifacts and exhibits istory of Maryland's capital city. The floor features Fleming's Bake Shop, al baked goods, vintage cookbooks and e, and a multitude of cooking tools, and gifts.

PPING

treet contains most of the trinket hing shops in Annapolis. One diverse resting shop is **Historic Annapolis tion's Museum Store** (77 Main St.). nd Avenue is also a fun place to stroll. e of town (Exit 22 from U.S. 50/301), **napolis Harbour Center,** 2512 A Solo- sland Rd., 410/266-5857, is a mall with cal village theme that features more 0 stores including, Ann Taylor Loft and avy.

ue of Maryland Craftsmen

llery/shop (216 Main St., 410/626-1277, rtinannapolis.com/leagueofmaryland men, 10 A.M.–5:30 P.M. Mon.–Fri. –6 P.M. Sat., noon–5:30 P.M. Sun.) fea- he work of more than 150 league mem- The thorough jury process is evident in ality of the merchandise—there's noth- ade from kits or assembled from com- d components here. Wonderful glass, ing ceramics, and prints are a few of the finds. This is a good resource if you're looking for a special gift.

RECREATION

Walking Tours

Stop by the **Annapolis Visitors Center** (26 West St., 410/280-0445, www.visit-annapolis.org, 9 A.M.–5 P.M. daily), and take one of their $12.50 one-hour history tours to orient yourself to the town, and see some parts of it that you might miss. The tour ends up at the Governor Ritchie Overlook for panoramic views of the Naval Academy and city. **Discover Annapolis Tours** (410/626-6000, www.discover-annapolis.com) depart from the Visitors Center also.

Historic Annapolis Foundation (18 Pinkney St., 410/267-7619, www.annapolis.org) offers several audio walking tours. One, the African-American Heritage Audio Walking Tour, explores the city through the diverse experiences of slaves (Kunta Kinte, a real person and hero of Alex Haley's book *Roots*, first landed here) and freemen who played a large part in the everyday life of Annapolis. The tours are available at **HAF's Museum Store** (77 Main St., 410/268-5576). There is a $10 charge to use the audio equipment.

I HEAR YOU CALLING ME

The Maryland Inn was built on the front part of a lot deeded to the Annapolis Town Drummer in 1772. The Town Drummer held a position unique to Maryland. His function was much like that of the Town Crier, except he conveyed public information through a complex variety of drumbeats. In Annapolis, one of his tasks was to call the General Assembly to session. If a member failed to appear by the third drumroll, he was fined 100 pounds of tobacco. William Butterfield, who performed the tasks of the Town Drummer during the 1750s, was paid five pounds sterling per year for his efforts.

AM 2803

BOAT TRIP ON THE STYX

For more than two centuries, boats of all descriptions were the main – and often only – form of transportation connecting the widespread plantations and settlements of southern Maryland. All the rivers in the southern counties and the Chesapeake itself were traversed by some sort of vessel. The *Express* was one of several packet boats – a vessel that made scheduled stops carrying passengers and mail – up the Potomac River from ports on Chesapeake Bay. One of the *Express*'s stops was Cross Manor, home of Captain Randolph Jones and his family. During a heavy storm, Captain Jones sat in his parlor one evening entertaining friends when they heard a knock at the door. When the captain looked out the window to see who was there, he saw his wife motioning him toward the door. When he opened it, no one was there. Within a few hours, he learned that the *Express* had gone down in the Chesapeake and his wife, a passenger aboard the vessel, had drowned at the time that he had seen her through the window of their home.

Boat Tours

Some say that the best way to see Annapolis is from the water, and **Watermark Cruises** (410/268-7601, www.watermarkcruises.com) based at City Dock, offers several options. Visitors can enjoy narrated cruises focusing on the ecology and scenery of the Severn River, or travel out on the bay to the Thomas Point Lighthouse.

ACCOMMODATIONS

Annapolis has dozens of B&Bs and historic inns, as well as larger hotel chains. One unusual option is to spend the night aboard a yacht in the harbor. Be warned: The prices in Annapolis are not for the faint of heart. Here are a few select lodgings.

$50-125

One of the least expensive lodgings in with the added benefit of being very breakfast (included in the price of lodg the **Scotlaur Inn** (165 Main St., 410/26 www.scotlaurinn.com, $85–125). Ten neatly furnished guestrooms with priva are owned and operated by "Uncle Ted zippy proprietor of Chick and Ruth's The inn is above the restaurant, so ri ment is just a short tumble down the 24 hours a day.

$100-150

Gibson's Lodgings of Annapolis (110 George St., 410/268-5555, www. lodgings.com, April–November $1 $179 average) are actually three separa surrounding a courtyard parking lot (fr ing). The two-story stucco Berman H eight guestrooms sharing four baths guestroom with a private bath; it's als chair-accessible. The Lauer House c modern architecture with the style 8 times, and offers two suites, plus fou with private baths. The Patterson H tures two guestrooms with private four guestrooms sharing two baths, lors, and a formal dining room. This townhouse with a Victorian facade on as home to Richard Hill, first naval d the port of Annapolis in 1681. All gu a full continental breakfast.

The **State House Inn** (25 Sta 410/990-0024, www.statehouseinn.c 209) is also across from the colonial- building on State Circle—it sounds it's not, as everything in Annapolis a horse-and-buggy scale. The compl vated and updated inn is of the sam the State House; each of the seven r private phone and TV, and a whirl regular bath, or shower. All rooms fully decorated in period style, and a breakfast is offered each morning in

Historic Inns of Annapolis Circle, 410/263-2641 or 800/847-8 .annapolisinns.com, $129–219) is m

th-century buildings. The Governor House (58 State Circle) is the check- for all the facilities. This 54-room was built for a colonial governor who short commute (the state capital is e street). He was also quite an in- Archaeological research on the site ed a hypocaust, a heating system n origins: a fire built in one end s of brick channels heated air that nder the buildings, warming floors houses. Other lodgings include the Robert Johnson House (23 State nd the 44-room Maryland Inn (16 ircle). "Elegant" best describes the dations; all rooms have been care- bished and upgraded (cable TV, free d private baths are standard) and dually decorated with period an- port transportation, laundry, and ng are available for an extra fee; overnight parking in the imme- The historic inns are in the mid- action—everything in Annapolis troll away. The **Treaty of Paris** t continues the upscale 18th-cen- ; it's in the Maryland Inn (the inns e a pub, Drummer's Lot, and the hce Tavern). Packages and dis- available.

ort, the **Inn at Horn Point** (100 a Ave., 410/268-1126, www.ina- om, $139–239) is a 1902 Victo- ed into a four-guestroom, one suite of the rooms—some named after rs—has a private bath with claw- shower, and internet hookup. A e is served. On-site parking is a ttractions, restaurants, and night- a short stroll away. A water taxi favored option, and you will find ree blocks. Rates vary depending d room, and rates are based on a y.

t Spa Creek (417 Severn Ave., 6 or toll-free 877/269-8866, www .innatspacreek.com, $160–250 April–Dec., discounted rates Jan.–March) is also over the bridge in the Eastport section of town. If you're a walker, you'll find the distance to downtown just right; parking is available, a plus in a small town with few and expensive options. The inn itself is unusual: It's a very modern, airy, bright building in a colonial haven. The interior calls to mind a great ship on the sea, and it's easy to imagine standing at the bow from the railing on the upper deck (especially after a good strong cup of coffee served a few steps away in the open kitchen). Three rooms, all with private baths, range from spacious twins to luxurious suites. The Garden View has a private entrance. Room rates include breakfast, and are based on a two-night stay.

The **William Page Inn Bed & Breakfast** (8 Martin St., 410/626-1506, www.williampage inn.com, $140–250) is just two blocks from the waterfront, right near the Naval Academy. The 1908 building has been cheerfully renovated, and three of the bright, airy rooms have private baths, while two share a bath. Breakfast and free off-street parking are included in the room rate.

The ***Schooner Woodwind*** (near the Marriott, 80 Compromise St., 410/263-7837, http://schooner-woodwind.com, $265) is a 74-foot wooden sailing schooner that offers four staterooms with two shared heads (toilets) plus an evening sail. The boat is available on Saturday night from the first weekend in May to the last weekend of September. Book ahead—the overnights are often sold out early in the year.

FOOD

American

Annapolis has more places to eat than the food court at the Great Mall of America. Most are open every day, and some provide evening entertainment. Here are a few, tried and true:

Storm Brothers Ice Cream Factory (130 Dock St., 410/263-3376, www.stormbros.com, summer hours: 11 A.M.–9 P.M. daily) has been around since 1977, started by a couple of ambitious young brothers and financed by the local

AM 2804

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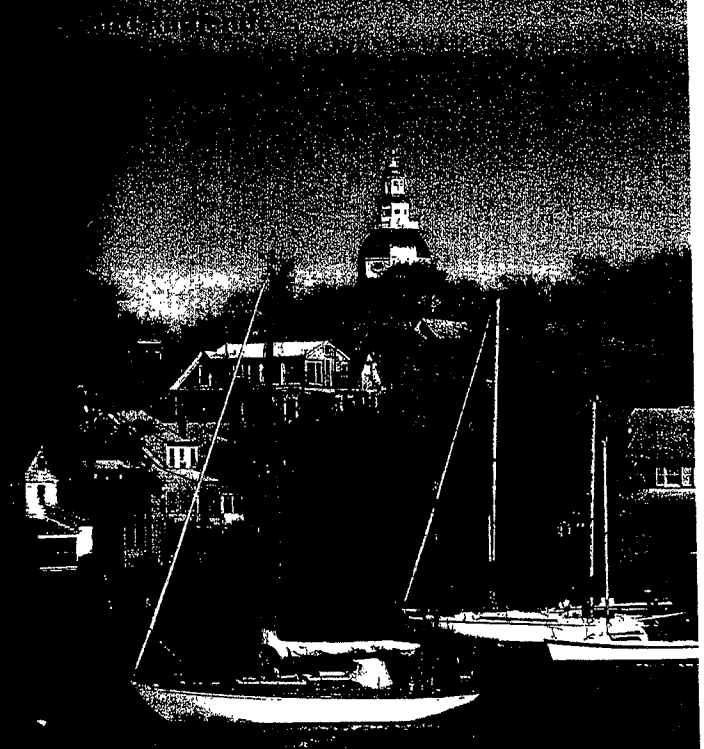

ALLISON BLAKE

AM 2791

On the cover: *View of Annapolis and the State Capitol.* Photo © by David Trozzo.

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David Trozz

Historic markers designate the era of buildings and homes throughout the city of Annapolis.

Annapolis Tours, also called Three Centuries Tours, means guides in colo nial dress lead groups through city streets, point out the highlights, and dis close tales that you'd otherwise miss. Group tours, garden tours, tavern sup pers, candlelight tours, and excursions to the Eastern Shore are also offere year-round. Daily walk-up tours leave Apr. 1–Oct. 31 at 10:30am from t city's visitor center at 26 West St., at 1:30 from the City Dock informatio booth. No reservations required; fee. Contact: 410-263-5401; www.annapoli tours.com.

Discover Annapolis takes visitors for one-hour bus rides through the city sights, departing the city's visitor center at 26 West St. Fee; no credit car Make reservations at the visitor center. Contact: 410-626-6000.

RECREATION

BICYCLING

You can't cross the William Preston Lane Jr. Memorial Bridge — aka the B Bridge — on a bike. Officially, you're on your own to arrange transpor tion. However, if you get stuck, the police at the Bay Bridge can refer you. C them at 410-757-1977/78. Check Chapter Nine, *Information*, for state cycli info.

To reach the 13.3-mi. **Baltimore & Annapolis Trail** from town: Cross t Severn River via the U.S. Naval Academy Bridge. At the far side, go straight the trail, on your left, built along the old railroad bed, which travels north Glen Burnie. You'll share it with in-line skaters and walkers. For informatio 410-222-6244.

David Trozzo

Runners jog along the Baltimore & Annapolis Trail, which is also great for biking.

Quiet Waters Park (south of town on Hillsmere Dr.) is a favorite local desti ion for family cyclists and in-line skaters. Paved trails of just under six les wind through woods and open parkland, and end overlooking the South er. Contact: 410-222-1777; closed Tues.

AL CYCLING SHOPS

e Doctor (410-266-7383; 150 Jennifer Rd.).
pitol Bicycle Center (410-266-5510; 300 Chiquapin Round Rd.).

D-WATCHING

situated along the Atlantic Flyway, Bayside **Sandy Point State Park** offers good year-round birding — but offers particular treats in winter or spring. rthern waterfowl (loons, grebes, and gannets) and all owl species have been tted in winter. Breeding birds, many of them songbirds, have been spotted he restricted back acreage of the park, which is a bird sanctuary. Check at park office (open 8:30–4 Mon.–Fri.) to see if you can get access, or find out ut walks hosted by local bird clubs: 410-974-2149; 1100 E. College Pkwy., napolis, MD 21401.

ATING

eck shoes are de rigueur, and masts fill Spa Creek in the middle of America's Sailing Capital, where everybody can talk a little boat talk. On l evenings in summer, the Annapolis Yacht Club hosts races on Spa Creek arting gun, approximately 6pm. To watch, stake out a spot at the Eastport ge, or visit a creekside restaurant.

AM 2812

IF TIME IS SHORT

It's hard to pick and choose among the Bay's many activities, but here are some suggestions:

In ***Annapolis***, sit in the gardens at the **William Paca House** (410-263-5553; 186 Prince George St.), perhaps the best spot in the Historic District. Dine at **O'Leary's Restaurant** (410-263-0884; 310 Third St. in Eastport), the Wild Orchid Café (410-268-8009; 909 Bay Ridge Ave., Eastport) or **Joss**, for sushi (410-263-4688; 195 Main St.). Check to see if **Watermark Cruises** is running a "blues cruise" one evening and plan on that (410-268-7600; Annapolis City Dock).

On the ***Upper Shore***: Wander Chestertown's historic streets. Go to **Eastern Neck Wildlife Refuge** (410-639-7056; 1730 Eastern Neck Rd.), a peninsula past Rock Hall, to look for good birds. Eat dinner in the other direction, eight miles out of Chestertown at the **Kennedyville Inn** (410-348-2400; 11986 Augustine Herman Hwy.). And stop by the **Galena Antiques Center** (410-648-5781; 108 N. Main St.) in Galena, and seriously consider buying a handmade barnboard table.

On the ***Middle Eastern Shore***: Go canoeing on the Wye or Corsica rivers. In addition to having way cool names, their shorelines are as pretty as they get, with tucked-away (mostly) houses and habitat full of green herons, osprey or bald eagles. Go out aboard the ***Rebecca T. Ruark***, the Bay's oldest skipjack, out of Tilghman's Dogwood Harbor with **Capt. Wade Murphy** (410-886-2176; 21308 Phillips Rd., Tilghman). Dine at the **Tilghman Island Inn** (410-886-2141), or any of the trendy new Goldsborough Street restaurants in Easton.

On the ***Lower Eastern Shore***: Rent a camper cabin at **Jane's Island State Park** near Crisfield (410-968-1803; 26280 Alfred J. Lawson Dr.). Canoe, kayak, or motor through the marshy guts. Eat crabs at **Side Street Seafood Restaurant** (410-968-2442; 204 S. Tenth St). Ferry over to Tangier Island, take a nickel tour of the watermen's village aboard a golf cart, then stop at any restaurant to eat the only truly great (except if you're on Smith Island) soft-shells mere mortals ever find.

On the ***Northern Neck and Middle Peninsula***: Honestly? Read the chapter and do everything! This area's magic. If you have time only for one spot, hit Urbanna just to soak in the laid-back Tidewater style and have a meal at **Jimmie's Grille** (804-758-5213, 230 Virginia St.), one of the Bay's great restaurant values, or on the water at the funky **Boathouse Cafe**. (804-758-4046; 41 Oyster Rd.). If you're inclined toward a colonial waterside plantation experience overnight, consider the **North River Inn** (877-248-3030) or the **Inn at Warner Hall** (800-331-2720), near Gloucester.

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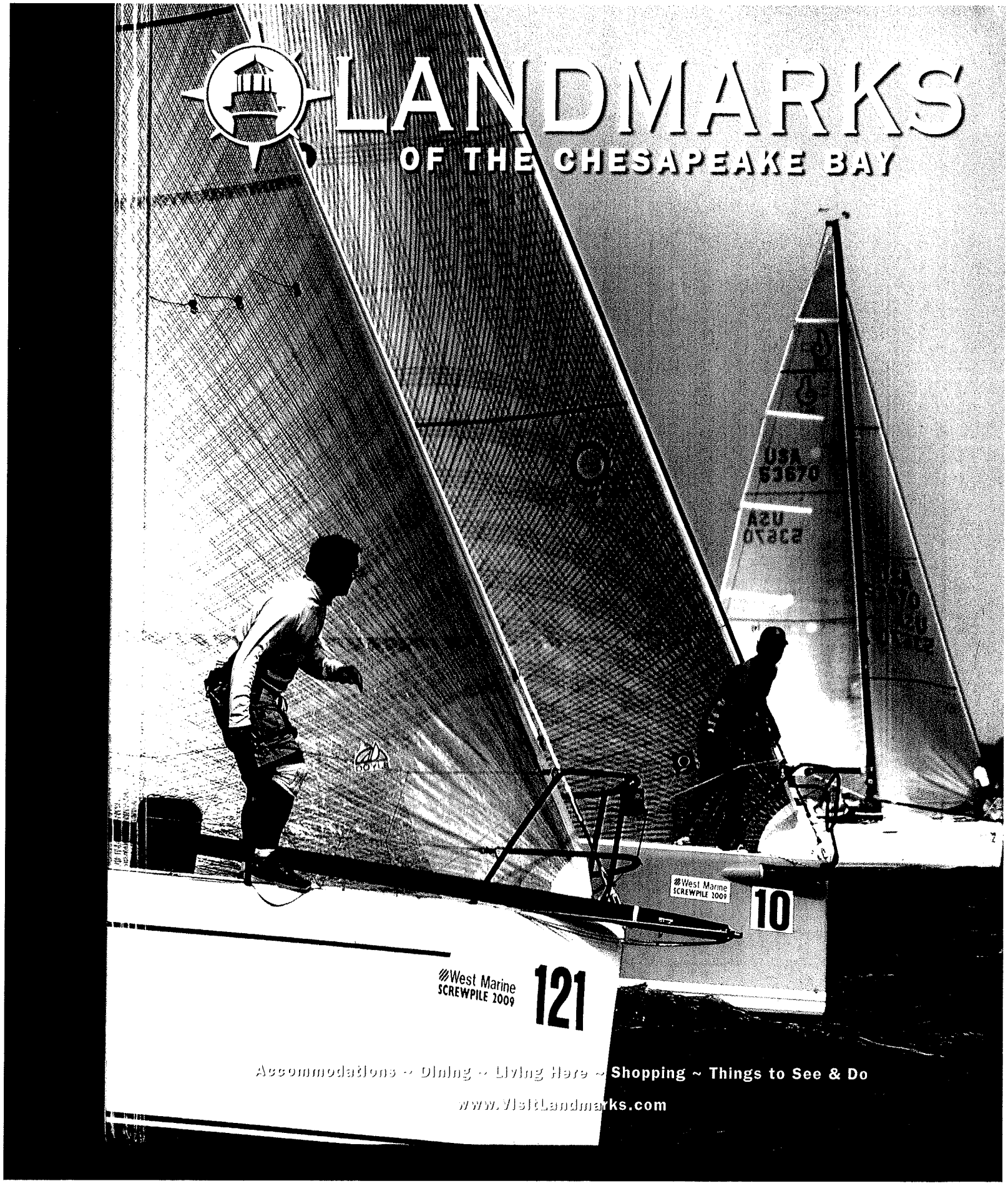
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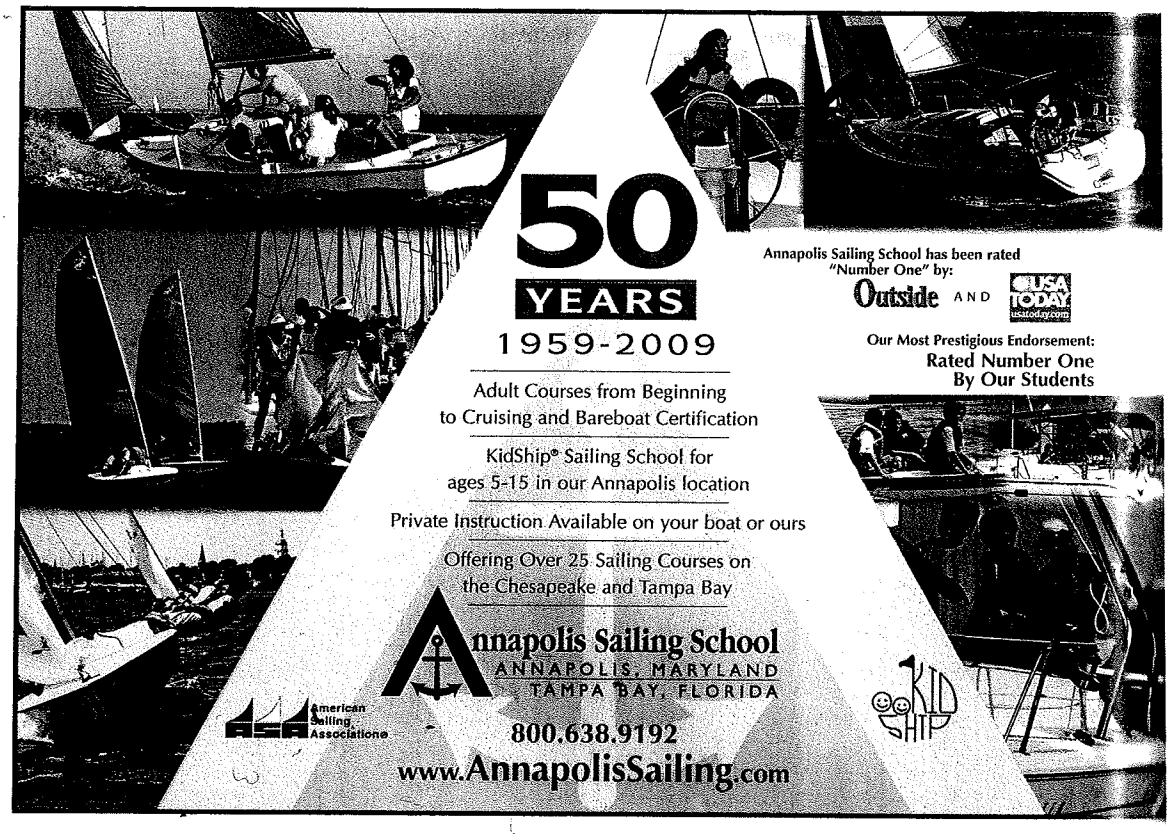

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Exhibit G

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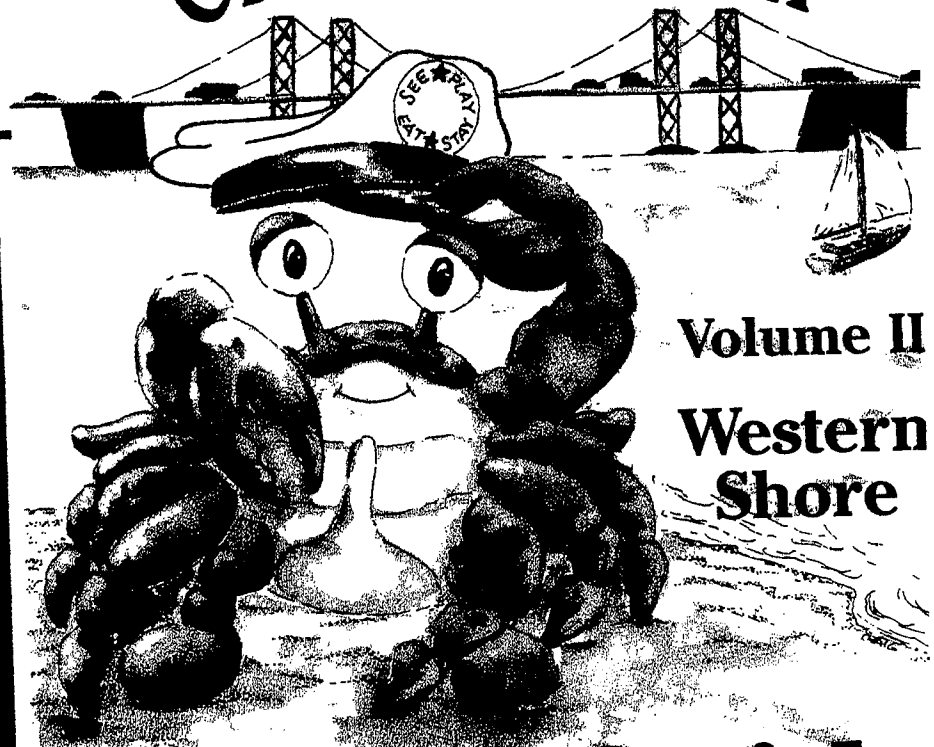


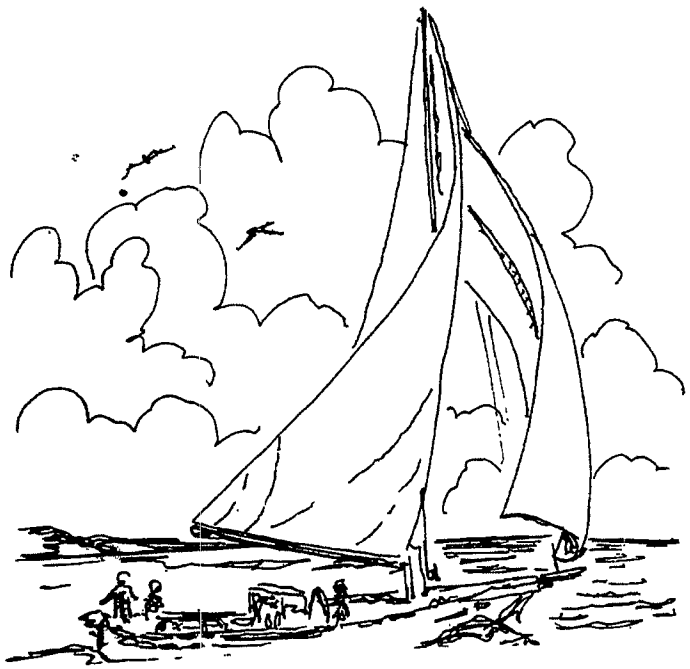
Volume II

Western Shore

Travel Guide

WHITEY SCHMIDT

For Matt



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AM 2815

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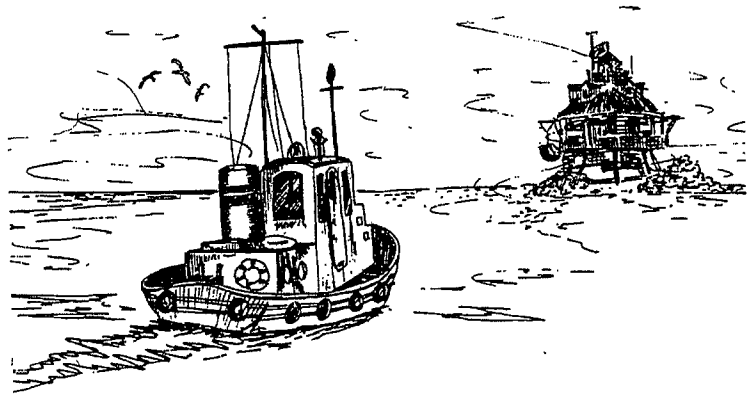

■ BOAT RENTALS

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■ GUIDED SIGHTSEEING TOURS

A walking tour of historic Annapolis is well worth making so that you don't miss attractions. Here are several agencies that conduct tours of the historic inns, government buildings, and old houses.

Historic Annapolis Foundation Tours
Old Treasury Building
State Circle
Annapolis, Maryland 21401
410-267-8149

Covers the historic district and Naval Academy. Tours by reservation offered year round. Fee.

AM 2816

Maryland State House Tours
Hostess Desk
State House
Annapolis, Maryland 21401
410-974-3400

Tour of first floor public rooms. Open year round except Christmas Day. Lasts 20 minutes. Free.

Naval Academy Guide Service
USNA-Ricketts Hall
Annapolis, Maryland 21402
410-293-3363

Guided walking tours of the Naval Academy feature the history of the Academy's buildings, museums, and grounds. And if you plan ahead, check out the Naval Academy's noon meal formation, where the brigade of midshipmen, attired in their dress uniforms, assemble in front of Bancroft Hall for inspection. Open daily, Monday through Saturday, 10 a.m. to 4 p.m. and Sunday from 12:30 p.m. to 4 p.m. Group tours by reservation year round. Tours depart every half hour. Fee.

Three Centuries Tours of Annapolis
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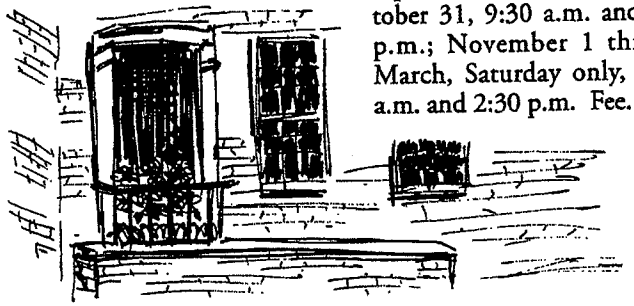

Exhibit H

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April 12, 1984, Thursday, Final Edition

SECTION: Washington Home; Datebook; Pg.4

LENGTH: 2622 words

BYLINE: By HARRIET L. BLAKE

BODY:

If there's any time of the year that can inspire us to tackle home repairs and other do-it-yourself projects it's spring. Fixing a leaky roof, plastering cracked walls, repainting the house--somehow it all seems less formidable when the weather's nice.

To help get your spring fix-it routine off to a good start, try some of the following workshops, seminars and classes:

* Basic home repair and additions course begins next Thursday at Prince George's Community College, Largo campus. Six sessions. Through May 24. Hours: 7 to 9:15 p.m. $30 for residents of Prince George's County. Registration required three days before class begins. Call 322-0875.

* Landscape design class starts Thursday at Montgomery College, Rockville campus. The noncredit class will meet from 7 to 9 p.m. through June 7. $90. Call 972-2000 or 587-4090.

* Intensive course on contracting to build your own home begins April 21 at Montgomery College, Bethesda Center. Class meets for two weekends: April 21 and 22; and April 28 and 29 from 9 a.m. to 4 p.m. $140. Call 972-2000 or 587-4090.

* Build-your-own-home seminar begins weekends in May, sponsored by Cosby & Associates. Covers the entire home construction process, associated building codes and construction loans. $295 for three consecutive weekends. Call 250-7887.

* Landscape architectural improvements class begins Wednesday at the National Cathedral School, Wisconsin Avenue at Woodley Road NW. Washington landscape architect James Matthew Evans will conduct the class. Hours: 7 to 9 p.m. Through May 9. $40. Call 537-6348.

* Wallcovering workshop, Saturday, 9 a.m. to 1 p.m. at Northern Virginia Community College, Alexandria campus, 3001 N. Beauregard St., Alexandria. Covers measuring, cutting, pasting and hanging. $15. Call 845-6240.

* Building a log home workshop, Sunday, 6 to 8 p.m. in Fairfax. $5. Call 250-5758 to register. A tour of an area log home will be held from 1 to 5 p.m.

LECTURES

NEIGHBORHOOD PLANNING panel discussion, today, 6 to 8 p.m. at the Empress Restaurant, 1018 Vermont Ave. NW. The panel will look at neighborhood planning in Rockville, Arlington and Baltimore. Ray Skinner of the D.C. Office of Planning and Development will moderate the discussion. Sponsored by the National Capital Area Chapter of the American Planning Association. Call 727-9600 for reservations.

Also sponsored by the association is a day-long seminar on innovations in planning, Saturday, 9 a.m. to 5 p.m., at the School of Architecture and Planning auditorium, Howard University. Among the topics to be addressed: alternative solutions to the housing problem. Call 636-7423 for reservations.

"THE NEW WASHINGTON HOME" lecture series begins April 24. Covers the design, history, scale and energy efficiency of today's house. Sponsored by the Smithsonian Resident Associate Program, the series is geared for the lay-person as well as the professional. Washington-area architects will present the six lectures. Among the topics covered: city houses and country homes; the dream house versus the real house; earth and solar homes; house design, from formal to Bauhaus; large versus small houses; and new versus older homes. Mark McInturff, an architect with Wiebenson and McInturff, will coordinate the discussions. Through May 29. Fees: $48 for resident associate members and AIA members; $61 for nonmembers; $40 for architects under 35; $30 for architecture and design students. Call 357-3030 for availability.

RUSSIAN EASTER EGG lecture, next Thursday, April 19, 7:30 to 9 p.m. at Hillwood Museum, 4155 Linnean Ave. NW. Katrina V.H. Taylor, curator at Hillwood, will talk about the historical significance of the Easter egg and the lavish decoration it received in Russia--the final result being the imperial eggs made by jeweler Carl Faberge'. The lecture will be repeated April 24, 10 to 11:30 a.m. Call 686-0455.

TOURS

ANNAPOLIS tour, April 27, with the Lewinsville Senior Center in McLean. The tour includes the Naval Academy, the Maryland Inn and the 200-year-old William Paca House and Gardens. Call 442-9075.

CHARLOTTESVILLE tour, May 1, with the Fairfax County Department of Recreation and Community Services. The tour includes Monticello and Castle Hill as well as the University of Virginia rotunda and lawn. $30 per person includes transportation. Reservations required by April 17. Call 691-2671.

TEXTILES

QUILT show, tomorrow through Sunday at the Torpedo Factory, 105 N. Union St., Alexandria. Traditional and contemporary designs will be shown. All work is by members of Quilters Unlimited. Call 838-4456.

CERAMICS

RECENT CERAMIC WORK by Harvey Brody and Kay Nelson opens Sunday, 2 to 5 p.m. at American Hand, 2906 M St. NW. Much of Brody's vessels contain architectural images, combining form and color that remind one of the designer/architect Michael Graves' work in furniture and buildings. Nelson work with high-fire porcelain to make primarily utilitarian vessels that have been influenced by Brody's work in color. Nelson shares a studio with Brody. Hours: Tuesday through Saturday, 11 a.m. to 6 p.m.; Sunday, 1 to 5 p.m. Call 965-3273.

"SPRINGTIME CLAY"--an exhibit of work by members of the Washington Kiln Club--on display at Scope Gallery, the Torpedo Factory, 105 N. Union St., Alexandria. Functional work including plates, platters, planters and pitchers are being shown. Through April 29. Hours: Monday through Saturday, 11 a.m. to 5 p.m.; Sunday, noon to 5 p.m. Call 548-6288.

PRINTS

JAPANESE WOODBLOCK PRINTS by Hiroshi Yoshida on exhibit through April at Shogun Gallery, 1083 Wisconsin Ave. NW. Call 965-5454.

LITHOGRAPHS AND ETCHINGS on display at the Art Barn, 2401 Tilden St. NW. Titled "Color," the show features the work of nine printmakers--all members of the Printmakers' Workshop--who have used color printing and lithography in their pieces. Through April 29. Hours: Wednesday through Saturday, 10 a.m. to 5 p.m.; Sunday, noon to 5 p.m. Call 426-6719.

FRENCH WOODCUTS exhibition opens Tuesday at the Baltimore Museum of Art. The show looks at the artistic revival of the woodcut in France from 1850 to 1900. Woodcuts are the oldest print technique known, but by the 1850s the technique was mostly used for commercial reproduction, and lost its respectability as an artistic medium. In the 1870s a cheaper and simpler method of printing evolved called photomechanical illustration. This replaced the woodcut

and left the medium open for an artistic revival--particularly in France. The Baltimore Museum of Art is on Art Museum Drive (between North Charles and Howard streets), in Baltimore. Call (301) 396-6310.

EXHIBITIONS

MULTI-MEDIA exhibit at The Best of Everything, 3231 P St. NW. Silkscreens, porcelain, paintings, baskets, pit-fired and salt-glazed vessels as well as raku work will be shown. Hours: Wednesday through Sunday, 11 a.m. to 6 p.m. Call 337-3307.

"WRITS OF PASSAGE"--an exhibit of contemporary printmaking, calligraphy and papercutting--at the B'Nai B'rith Klutznick Musuem Shop, 1640 Rhode Island Ave. NW. The show looks at Jewish marriage contracts, which are written in calligraphy and often elaborately decorated; children's birth announcements made from intricate papercuts; and handmade bar and bat mitzvah certificates. The Jewish people have a long tradition of commemorating life's milestones with orginal handcrafted works of art frequently using calligraphy and papercutting. Through April 30. Hours: Sunday through Friday, 10 a.m. to 4:30 p.m. Call 857-6583.

WOOD SCULPTURE AND WATERCOLORS at Franz Bader Gallery, 2001 I St. NW. F.L. Wall displays his whimsical wood sculptures and Sandra Walker shows her realistic watercolors of the historic buildings of Washington (and New York and Baltimore). Through Saturday. Call 337-5440.

MIXED MEDIA STUDENT show opens tomorrow, 7 to 9 p.m. at Glen Echo Gallery, Glen Echo Park, MacArthur Boulevard, Glen Echo. Ceramics, wood pieces, painting, drawing, printmaking, sculpture, basketry, rug-hooking, fabric art, weaving, spinning, enamel work, stained glass and metalwork will be shown. Through the end of the month. Hours: Monday through Friday, 10 a.m. to 5 p.m.; Saturday and Sunday, noon to 6 p.m. Call 492-6282.

LITHOGRAPHS AND PAINTINGS by Kersten Ross, on exhibit at Zenith Gallery, 1441 Rhode Island Ave. NW. Also on exhibit: enamel on acrylic paintings by Laima Simanauichus. Through April 28. Hours: Tuesday through Saturday, noon to 6 p.m. or by appointment. Call 667-3483.

HANDMADE SILK FLOWERS AND BONSAI by Nadia Azumi, on exhibit at the Mary Riley Styles Library, 120 N. Virginia Ave., Falls Church. Through April. Classes available.

FLORAL PAINTINGS AND PASTELS by the late Henry Lindenmeyr at Longwood Gardens, Kennett Square, Pa. Through May 30. Call (215) 388-6741.

CRAFTS CLASSES

POTTERY classes begin today at Gallery by Lee, 767 S. 23rd St., Arlington. Beginning, intermediate and advanced sessions offered in both stoneware and porcelain. Classes meet once a week. Morning and afternoon sessions available. Studio time is available four days a week. Eleven weeks. Tuition: $250, includes 50 pounds of clay. Call 979-4314.

NEEDLEWORK classes offered at Stitchworks, Westwood Center II, Ridgefield at River Road, Bethesda. Basic needlepoint, knitting and cross stitch are among the classes offered. Classes start this week and next. Call (301) 951-1222.

THEOREM PAINTING classes ongoing at The Apple Tree, 5240 Port Royal Rd., Springfield. Theorem painting is the art of stenciling on velvet. Day and evening classes offered. $30, not including supplies. Call 321-9311.

HAND-DECORATED EGGS demonstration, Saturday and Sunday, 1 to 4 p.m. at Kalyna, 113 King St., Alexandria (second floor).

STENCILING workshop, next Thursday at Traditions in Gaithersburg. Stencil designer Carol Martell will hold a day and evening session. $20, including materials. Call 977-1313.

INTRODUCTORY QUILTING class begins Monday at Rocky Road to Kansas, 215 S. Union St., Alexandria. Call 683-0116.

BEGINNING JEWELRY class begins next Thursday, 4 to 7 p.m. at the Craft Center, University of Maryland, College Park campus. Four sessions. $39. Call 454-4754.

EASTER FLOWER ARRANGEMENTS workshop, Wednesday, 7:30 to 9 p.m. at Green Spring Farm Park Horticulture Center, 4603 Green Spring Rd., Annandale. Reservations required by Monday, April 16. $10. Call 642-5173.

FLOWER ARRANGING workshop next Thursday, 7 to 9 p.m. at the Robert E. Lee Recreation Center, 6601 Telegraph Rd., Rose Hill (Fairfax County). $18. Reservations required today. Call 922-9841.

FIGURE PAINTING demonstration tomorrow by Dawn Lammas of the Royal Doulton china company at Woodward & Lothrop's F Street store, 10 a.m. to 1 p.m. Lammas will paint Bunnykins figures and Royal Doulton Toby jugs and character mugs during her appearance. Lammas will repeat the demonstration from 3 to 7 p.m. at the Montgomery Mall store; on Saturday 10 a.m. to 1 p.m. at the Tysons Corner store; and Saturday from 3 to 7 p.m. at Fair Oaks.

CALLIGRAPHY classes begin Saturday with Sharon Hax Watson at the Loudoun campus of Northern Virginia Community College. Class will meet three Saturdays: April 28 and May 5. Covers Block, Chancery Cursive and Old English lettering. $42. Call 450-2551.

GARDENS

DAFFODIL SHOW, Saturday and Sunday at the London Town Publik House and Gardens, 839 Londontown Rd., Edgewater, Md. The display features daffodils in bloom over eight acres of gardens. This is a judged competition. Entries will be accepted tomorrow, noon to 7 p.m. and Saturday, 8 a.m. to noon. Exhibit hours: Saturday, 2 to 5 p.m.; Sunday, noon to 4 p.m. Admission: $2.50, adults; $2, seniors; $1, children. Call (301) 956-4900.

AZALEA workshop, Monday, 7:30 to 9 p.m. at Green Spring Farm Park Horticulture Center, 4603 Green Spring Rd., Annandale. Reservations required by Saturday. Call 642-5173.

COLLECTIBLES

ANTIQUES classes start Tuesday, 10 a.m. to noon at the Georgetown Antique Gallery, 1212 31st St. NW. Classes cover American furniture and decorative arts from 1650 to 1890. Six weeks. $60. Call 333-0751.

ANTIQUE GLASS COLLECTORS' exhibit, Saturday, 10 a.m. to 5 p.m. at Armory Place, Wayne Avenue, Silver Spring. Members of the National Early American Glass Club will exhibit their collections. Admission: $1.50. Call 924-2293.

DOLL AND DOLL HOUSE FESTIVAL, Sunday, 11 a.m. to 4 p.m. at the Strathmore Hall Arts Center, 10701 Rockville Pike, Rockville. Besides the 600-piece exhibit, doll appraisals and demonstrations of doll house building will be held. Admission: $1. Call 530-0540.

ANTIQUES FAIR, Saturday and Sunday at the Towson Center, Towson University, Osler Drive, Towson, Md. Quilts, period furniture, silver, crystal, silver and more will be exhibited. Hours: Saturday, 11 a.m. to 9 p.m.; Sunday, noon to 6 p.m. Call 924-2551 or (301) 321-2735.

ANTIQUE DOLL exhibition at Belle Grove Plantation in Middletown, Va. The 60-piece exhibit features primitive American dolls to sophisticated French fashion dolls. Also in the show: 18th-century creche figures from Italy; a pair of late-18th-century pedlar dolls from England; as well as dolls made in the 19th century out of bisque, porcelain, wood and papier-ma|che'. Through April 15. Hours: Monday through Saturday, 10 a.m. to 4 p.m.; Sunday, 1 to 5 p.m. Admission to the exhibit (includes a tour of the mansion): $2.50, adults; $2, seniors; $1.25 for children between 6 and 16. Belle Grove is a property of the National Trust for Preservation. Call (703) 869-2028.

BRITISH SILVER, CERAMICS, FURNITURE AND CARPETS exhibition and auction, today through Saturday at Sotheby Parke Bernet, 1334 York Ave., New York, N.Y. Call (212) 472-3555.

CRAFT FAIRS

SPRING CRAFT FAIR, Saturday, 10 a.m. to 3 p.m. at the Ridge-Wood Community Center, 12400 Oakwood Dr., Lake Ridge. Folk art, handcrafted toys, stained glass and stencilled work will be among the items on exhibit. Call 494-5146.

SPRING ARTS & CRAFTS FAIR, tomorrow through Sunday at the Montgomery County Fairgrounds, Gaithersburg. More than 300 artists and craftspeople will present their recent work. Hours: tomorrow, noon to 6 p.m.; Saturday and Sunday, 10 a.m. to 6 p.m. Admission: $3.50, adults; free for children under 12. Call (703) 690-3088.

FOR YOUR INFORMATION

The Washington Post April 12, 1984, Thursday, Final Edition

CRAFTSPEOPLE wanted for May 5 show at Bishop McNamara High School, Forestville, Md. Sponsored by the Women's Guild. Call 627-4023, after 7 p.m.

JAPANESE FANS exhibit continues at the Freer Gallery. The show features 19 fans made between the 16th and 19th centuries. The gallery is at Jefferson and 12th streets SW. Call 357-2700.

CRAFTSPEOPLE needed for 34th Street Art Fair, June 2 at the John Eaton School, 34th and Lowell streets NW. Exhibitors wanted in the many media including printmaking, photography, ceramics, glass, woodworking and quilting. Rental fee: $25 for an 8-by-6-foot space. Hours: 11 a.m. to 6 p.m. Call 362-2765.

CHINESE ART course begins Tuesday at Montgomery College, Rockville campus. Covers the continuous cultural patterns of Chinese art; and its response to social, political and intellectural change. Through May 29. Hours: 7 to 9 p.m. Tuition: $75.

ORIENTAL RUGS class begins Wednesday in Bethesda. Sponsored by Learning Works. $30. Call 657-4488 to register.

LANDSCAPING WITH IRIS workshop Sunday, 2 p.m. at the Falls Church Community Center, 223 Little Falls St., Falls Church. Sponsored by the Chesapeake and Potomac Iris Society. Call 893-8526.

If you have an item for Datebook, please send it and any black-and-white photographs to Washington Home, 1150 15th St. NW, Washington, D.C. 20071. All items must be received at least two weeks before publication.

GRAPHIC: Illustration, Spring home repair workshops get underway this week. Picture 1, Artist F.L. Wall's "Point Blank" (walnut and steel) at Franz Bader Gallery; Picture 2, "Black-Eyed Susan" by Henry Lindenmeyr III is on exhibit at Longwood Gardens in a one-man show. Picture 3, From the Freer Gallery of Art's exhibition of Japanese Fans

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August 2, 1984, Thursday, Final Edition

SECTION: Washington Home; Datebook; Pg. 4

LENGTH: 1713 words

BYLINE: By CAROL D. DIMICH

BODY:

The Octagon House is one Washington landmark worth visiting again and again -- in addition to guided tours of the historic structure, an ongoing series of architectural exhibits is offered.

The finely appointed eight-sided building, built around 1800, was designed by William Thornton, first architect of the U.S. Capitol; today, The Octagon is owned and maintained by the American Institute of Architects Foundation.

This week, Bruce Barnbaum's photographs of English Gothic cathedrals -- including those at Wells, Durham and York -- are on display. Barnbaum, who lives in California, was a student of the late Ansel Adams.

Guided tours include glimpses of the drawing room, the dining room and the round Treaty Room, where President Madison signed the Treaty of Ghent, which ended the War of 1812 (the Madisons lived at the Octagon after the British burned the White House in 1814). Downstairs, there's a wine cellar and kitchen. And behind the house is a lovely public garden.

The Octagon House is located at 1799 New York Ave. NW. Hours are 10 a.m. to 4 p.m. Tuesdays through Fridays; 1 to 4 p.m. Saturday and Sunday. "English Cathedrals: Photographs by Bruce Barnbaum" is on display through Sept. 30. Admission is free. Call 638-3105 for details.

LECTURES/TOURS

HISTORIC **ANNAPOLIS tour,** Aug. 21, sponsored by the Fairfax County Department of Recreation and Community Services. Includes a waterfront cruise aboard the Harbor Queen, lunch at the Maryland Inn and a walking tour of historic Annapolis. Bus will leave from the George Mason Regional Library in Annandale. Fee: $28.50. Reservations must be made by Aug. 13. Call 691-2671.

BELAIR MANSION tour, Aug. 12, 2 to 4 p.m. The house is at 12207 Tulip Grove Dr., Bowie. Free, but a donation is requested. Call 464-8619.

RUG IDENTIFICATION lecture, Saturday, 10:30 a.m. at the Textile Museum, conducted by rug expert Harold Keshishian. The Textile Museum is at 2320 S St. NW. Call 667-0441.

"AMERICAN EXPERIENCE: LANDSCAPE OF IDEALISM," a lecture given by historian William Howard Adams, Wednesday, 6 to 9 p.m. at Catholic University, Pangborn Hall, 620 Michigan Ave. NE. . Adams was curator of "Eye of Jefferson" exhibit that was on display at the National Gallery of Art a few years ago. Fee: $15. Call 635-5188.

GOSCHENHOPPEN FOLK FESTIVAL AND WENTZ FARMSTEAD tour, Aug. 11 with the Smithsonian Associates. Demonstrations by about 400 crafts people will include storytelling, fraktur painting and rope making. In addition, there will be a Pennsylvania Dutch lunch and a tour of the Georgian-style house on the Peter Wentz Farmstead. Hours: 7 a.m. to 8 p.m. Smithsonian Associate members, $46; nonmembers, $58. Call 357-3030.

BIRD WALK, Sunday, beginning at 7 a.m. at Algonkian Regional Park, Rte. 637, Sterling, Va. Includes a look at birds such as orioles, swallows and bluebirds. Free; reservations required. Call 528-5406.

CERAMICS

RECENT VASES by David Goldhagen at the Best of Everything, 3231 P St. NW and 12211 River Rd., Potomac. Goldhagen's "teardrop" vases feature shades such as clover green, wine, topaz and aquamarine. P Street hours: daily, 11 a.m. to 6:30 p.m. daily; Potomac hours: Wednesday through Sunday, 10 a.m. to 6 p.m.

RAKU POTTERY on display at the Art Barn Gallery, 2401 Tilden St. NW. Features works by 13 area artists. Raku firing demonstrations will take place each Saturday in August. Hours: Wedensday through Saturday, 10 a.m. to 5 p.m.; Sunday, noon to 5 p.m. Through Aug. 29. Call 426-6719.

ART EXHIBITS

WOODCUTS by Naul Ojeda on display beginning Wednesday at Franz Bader Gallery, 2001 I St. NW. Hours: Tuesday through Saturday, 10 a.m. to 6 p.m. Call 337-5440.

PAINTINGS & STEEL SCULPTURES by Andreas Nottebohm and Chas Colburn, respectively, are on display at Zenith Gallery, 1441 Rhode Island Ave. NW. Through Sept. 8. Hours: Tuesday through Saturday, noon to 6 p.m. Call 667-3483.

RECENT PHOTOGRAPHS by Emiline Royco Ott on display at the Georgetown University Hospital Gallery, 3800 Reservoir Rd. NW. Includes photos taken of scenic spots in the mid-Atlantic and New England areas. Through August, daily from 9 a.m. to 8 p.m. Call 656-4543.

ENAMELS exhibit goes on display tomorrow at the Enamelists Gallery in the Torpedo Factory, 105 N. Union St., Alexandria. "Colors of August" includes cloisonne' pieces. Through Sept. 5. Hours: Monday through Friday, 10 a.m. to 4 p.m.; weekends, 11 a.m. to 5 p.m. Call 836-1561.

"SCULPTURE '84," an exhibit featuring 52 juried works by area artists, is on display in the public areas of Washington Square, 1050 Connecticut Ave. NW. Through September 7. Call 387-3800.

PAINTINGS by Miguel Angel Morales of Panama at the Organization of American States Building, 17th Street and Constitution Avenue NW. Through Aug. 30. Hours: Monday through Friday, 9 a.m. to 5:30 p.m. Call 789-6017.

GROUP PAINTINGS exhibit at the Rockville Civic Center Mansion, Baltimore Road and Edmonston Drive. Features works by Parvin Baharmest, Shirin Farkhan and Virginia Hawkins. Through Aug. 29. Hours: Sunday through Friday, 2 to 5 p.m. Call: 424-3184.

SCULPTURES by Sushama Parikh on display at the Montpelier Cultural Arts Center, 12826 Laurel-Bowie Rd., Laurel. Through August. Hours: daily, 10 a.m. to 5 p.m. For more information call 953-1993.

CHAUTAUQUA SUMMER ARTISTS show opens tomorrow at Glen Echo Park, Glen Echo. Six artists will display and demonstrate their works on studio grass roofs. Includes fiber sculptures, photography and puppets. Through September. Hours: Monday through Friday, 10 a.m. to 5 p.m. Saturday and Sunday, noon to 6 p.m. Call 492-6282.

HANDCRAFTED FURNITURE by the woodworking department of the Virginia Commonwealth University on exhibit at Appalachiana, 10400 Old Georgetown Rd., Bethesda. Includes tables and cabinets by VCU students and faculty. Through Sept. 6. Hours: Monday thorugh Wednesday, Friday and Saturday, 10 a.m. to 6 p.m.; Thursday, 10 a.m. to 9 p.m.; Sunday, 1 to 5 p.m. Call 530-6770.

"FANFARE," an exhibit featuring 29 fans that traces the development of this artistic and social instrument, on display at the Renwick Gallery, 17th Street and Pennsylvania Avenue NW. Among the works included: neoclassic, Empire and Gothic Revival, and lithographed fans. Second segment of a three-part exhibition. Call 357-2627.

HORTICULTURAL FOUNTAIN SCULPTURES on exhibit in the National Herb Garden at the National Arboretum, 3501 New York Ave. NE. Features works by local artists Jolande Goldberg and and Lotte Dolezalek. Daily, through October. Call 475-4815 for more information.

"AFRICAN INFLUENCES," an exhibition of fiber works by members of the Fibre Workshop Gallery, the Torpedo Factory, 105 N. Union St., Alexandria. Through August. Open daily, 10 a.m. to 5 p.m. Call 836-5807.

"FIBER, TEXTURE AND COLOR ABOUT AND BY THE MENTALLY RETARDED" on display at the Textile Museum, 2320 S St. NW. Through Aug. 25. Hours: Tuesday through Saturday, 10 a.m. to 5 p.m; Sunday, 1 to 5 p.m. Call 667-0441.

CRAFTS CLASSES

NATURAL BASKETRY course, Aug. 5, 1 to 3 p.m. at Burke Lake Park marina, 7315 Ox Rd., Fairfax Station. Free to county residents; $3.50 per car for noncounty residents. Call 451-9588.

VINE WREATH workshop, Saturday, 9 to 11 a.m. at the Green Spring Farm Park Horticulture Center, 4603 Green Spring Rd., Annandale. Includes making wreaths from dried flowers and vines found in the park. Fee: $5. Reservations required. Call 642-5173.

EGG BASKET workshop, Aug. 11, 9 a.m. to 2 p.m. at Serendipity, 301 Franklin St., Alexandria. Includes using natural stains to make a Southern Appalachian-style basket. Fee: $20. Call 836-0054.

STAINED GLASS classes currently offered at Maryland Reflections, 13200 Foxden Dr., Rockville. Call 279-2941.

HOME WORKSHOPS

LANDSCAPE DESIGN PROGRAM at George Washington University Center for Continuing Education will hold information sessions to discuss upcoming course offerings, Aug. 8, 6:30 to 7:30 p.m. Meetings will be held in the Academic Center, Room T414, 801 22nd St. NW. Call 676-5758.

GARDEN

U.S. CAPITOL GROUNDS TOURS, Aug. 11 and 12, sponsored by the Smithsonian Associates. National Arboretum botanist Peter Mazzeo will lead walks to look at the thousands of various plants growing on the Capitol grounds. Tours will be offered on Aug. 11 at 10:30 a.m. and 1:30 p.m.; Aug. 12 at 11 a.m. and 2 p.m. Fee: Smithsonian Associates members, $6; nonmembers, $8. Walks last 2 1/2 hours. Call 357-3030.

MEADOWS WALK, Aug. 11, 8:30 to 10:30 a.m. at Huntley Meadows Park, Harrison Lane and Lockheed Boulevard, Alexandria. Includes a look at flowers such as hyssop-leaved boneset, wild yellow flax and evening primrose. Free. Call 768-2525.

EDIBLE AND MEDICINAL PLANTS DISCUSSION, Aug. 11, 9 to 11 a.m. at Walney Visitors Center in Ellanor C. Lawrence Park, 5040 Walney Rd., Centreville. Free. Call 631-0013.

FLOWER DRYING LECTURE/DEMONSTRATION, Aug. 10, 9:30 a.m. at Carlyle House, 121 North Fairfax St., Alexandria. Members of the Carlyle House Garden Guild will discuss traditional and modern methods of drying flowers. Fee: $6. Reservations required. Call 549-2997.

PLANT CLINICS, Tuesday and Wednesday, 7 p.m. at the Bowie Library and Oxon Hill Library, respectively. Master Gardeners from the Cooperative Extension Service of the University of the District of Columbia will offer advice on how to care for house plants, shrubs, vegetables and your lawn. The Bowie Library is located at 15210 Annapolis Rd., Bowie; call 262-7000 for more information. The Oxon Hill Library is at 6200 Oxon Hill Rd., Oxon Hill; call 839-2400.

OUT OF TOWN

"DESIGN IN THE SERVICE OF TEA," an exhibit of about 200 tea-related pieces will go on display at the Cooper-Hewitt Museum in New York City next Thursday. The show chronicles the use of the teapot in the Western world and includes 17th-century European tea wares. Works by Alexander Knox, Josef Hoffman and Louis Comfort Tiffany will be featured. Through Oct. 28. The Cooper-Hewitt is at 2 East 91st St. in Manhattan. Call (212) 860-6868.

FOR YOUR INFORMATION

UNIVERSITY OF MARYLAND CRAFT CENTER, College Park, is accepting applications for its Fall Crafts Fair to be held Sept. 12-14. Application deadline is Aug 31. Call (301) 454-4754.

The Washington Post August 2, 1984, Thursday, Final Edition

GRAPHIC: Picture 1, "English Cathedrals," photographs by Bruce Barnbaum at the Octagon House; Picture 2, Velvet applique on display at The Textile Museum

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June 04, 1995, Sunday, Final Edition

SECTION: SPORTS; Pg. D08; THE OUTSIDE LINE

LENGTH: 492 words

HEADLINE: THE OUTSIDE LINE

BYLINE: Angus Phillips

BODY:

CAN YOU CANOE?: If not, sign up for the Canoe Cruisers Association's classes this summer on the Potomac. The group, the largest paddling club in the nation, offers the following:

Introduction to paddling on the C&O Canal, 6:30-8 p.m. Tuesdays at Fletcher's Boathouse in Washington and Thursdays at Swain's Lock near Potomac; equipment and instruction provided at $ 4 a canoe; call 301-656-3630.

Basic canoe, July 6, 8, 9 & 15, a preliminary to the CCA whitewater course, $ 25; call 301-589-7533.

Whitewater open canoe, June 13, 17, 24 & 25 or July 20, 22, 23 & 29 or Aug. 3, 5, 12 & 13; basic whitewater technique, $ 25; call 301-589-7533.

Whitewater kayak and decked canoe, July 5, 8 & 9 or Aug. 2, 5 & 6; advanced whitewater technique, $ 25; call 703-379-2072.

Basic river safety and rescue, June 15, 17 & 18 or July 13, 15 & 16 or Aug. 17, 19 & 20; river dangers, self-rescue, outfitting and trip leadership; $ 25. Call 703-680-1136.

ECOTOURS: Conservationists have organized boat tours of Chesapeake waterways out of Annapolis and Sandy Point State Park weekends through Labor Day. The **Annapolis tour** leaves City Dock at 10:30 and 11:30 a.m. Saturdays and Sundays for a 45-minute run up Spa Creek and the Severn River; cost is $ 6 adults, $ 3 for children under 12. The Sandy Point tour includes a walk around park wetlands and a cruise under the Bay Bridge and around Sandy Point Lighthouse; $ 10 for adults, $ 6 for kids. Call 410-263-6041.

FUNGUS AMONG US: The Mycological Association of Washington, which goes for the lowly mushroom in a big way, holds its monthly meeting Tuesday at Chevy Chase Library, 8005 Connecticut Ave., probably at 7 p.m. though it doesn't actually say so on the MAW phone hotline, 301-907-3053.

RAPTOR: Maryland officials are looking for information on sightings of Northern goshawks, a rare bird in these parts that is thought to occasionally stop in Western Maryland, where it sometimes harasses people. If you see one, note time and place and notify the DNR wildlife division at 410-974-3195.

DAREDEVILS: Whitewater hotshots strut their stuff from 10 a.m. to 3:30 p.m. today on the Potomac below Great Falls at the sixth annual Whitewater Festival. Competitors in squirt boats and other tiny craft battle big, pushy rapids a

half-mile downstream of the falls; to watch, drive to the lower parking lot of Great Falls Park in Virginia and walk down to the river.

FISHING WEEK: If you see a mob of young anglers fishing around the Tidal Basin on Monday, thank the U.S. Fish & Wildlife Service, which is running its annual fishing day for 400 District elementary school students there. They hope to catch bass, catfish, carp, bluegill, perch and possibly rockfish.

The event kicks off National Fishing Week, during which no license is required to fish District waters through next Sunday. Free fishing also is slated Saturday and June 14 in Maryland and next weekend in West Virginia.

LOAD-DATE: June 04, 1995

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July 25, 1996, Thursday, Final Edition

SECTION: WEEKLY - MD - HOWARD; Pg. M01

LENGTH: 680 words

HEADLINE: A New Approach to Yesteryear; Joining a Trend, Annapolis Foundation Promotes City's Black History

BYLINE: Amy Argetsinger, Washington Post Staff Writer

BODY:

Black history is the hidden history of **Annapolis.**

The tourists who stroll the colonial brick streets of the waterfront downtown typically learn about the seafarers and founders -- mostly white and male -- who dominated the 300-year-old city.

But a new walking tour designed by the Historic Annapolis Foundation highlights the milestones and contributions of the black community -- from the African slaves who first arrived at City Dock to the 19th century freedmen who achieved wealth and civic prominence despite prevailing bigotry.

There at City Dock is the spot where the famous African Kunte Kinte stepped ashore to be sold into slavery. There on Main Street is the boyhood home of the black physician who performed the first successful heart surgery.

In researching and promoting the city's black past, Annapolis has joined a growing number of communities trying to cater to the burgeoning national interest in African American history.

The tours and programs are finding a market in people such as Anthony Thompson, a Harrisburg, Pa., corrections officer who brought his church group on the **Annapolis tour** Saturday.

The group, which seeks to provide adult role models for black boys, is "looking for museums that stress the African American experience" to help ground its children in a sense of cultural history, Thompson said. Earlier this year, the group visited a Baltimore wax museum that portrays famous black people.

"All through school, they know the general history," Thompson said. "But this is the kind of history I'm trying to emphasize."

Visitors strap on a portable tape player and headset to hear a recorded monologue that walks them through an hour-long trip through the streets of Annapolis.

It starts at City Dock, where a bronze plaque marks the site where Kunte Kinte and other Africans were brought to America as slaves. The story of Kunte Kinte, as dramatized by his descendent Alex Haley in the book "Roots," helped trigger a surge of interest in black history about 20 years ago.

The tour does not dwell on slavery, other than mentioning the blacks who worked in some of Annapolis's notable mansions. Instead, it quickly moves on to the African American success stories.

Since the mid-1700s, Annapolis's population consistently has been about one-third black. Then, most of the black population was enslaved, but by 1860, even before the national emancipation, most Annapolis blacks were free, working class citizens.

Some fared surprisingly well, considering the prejudice and institutionalized segregation of the day. William Butler, a carpenter whose home still stands on Duke of Gloucester Street, owned more than two dozen buildings in town and in 1863 was elected to the City Council -- the first African American elected to public office in Maryland.

William Bishop -- whose home site on Church Circle is occupied by a bank -- was granted his freedom as a young man in 1822 and took his first paying job as the superintendent of the city's chimney sweeps. From there, he built a real estate empire by 1860 that made him the wealthiest African American in Anne Arundel County and the city's twelfth-richest resident.

Daniel Hale Williams grew up in his grandfather's house on Main Street and went on to become chief surgeon at Freedman's Hospital in Washington, where he performed the first successful heart surgery on a stabbing victim in 1893.

The tour also visits the State House, where a plaque recognizes the accomplishments of Matthew Alexander Henson, a black Charles County native who in 1909 accompanied Adm. Robert E. Peary on the first expedition to the North Pole.

Although the tour notes the city's well-intentioned "urban renewal" programs of the 1960s that gutted and dispersed many black neighborhoods, it does not direct people to at least one of those sites.

Clay Street was once the business and cultural heart of black Annapolis, where the Star Theatre drew nationally known black performers. But today, the tour skirts the area, which long has been plagued by poverty and crime.

GRAPHIC: Photo, tom allen, Anthony Thompson, in white hat at right, a corrections officer from Harrisburg, Pa., leads a church group on a black history tour of Annapolis. Q-Aun Kemper, 4, listens to the recorded tour of black history on the City Dock in Annapolis.

LOAD-DATE: July 25, 1996

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August 5, 1997, Tuesday, FINAL EDITION

SECTION: BUSINESS, Pg. 1C

LENGTH: 1143 words

HEADLINE: Destinations on display; Convention: 'Marketplace 97,' a trade show at the Meeting Professionals International convention, gives cities a chance to show off.; Commerce

BYLINE: Gary Gately, SUN STAFF

BODY:

Dallas promised to deliver for golfers, and brought a putting green, clubs, balls -- and vodka miniatures that said "DALLAS" in red letters. Niagara Falls came with a slot machine to help lure the gamblers. San Diego tantalized with 10-foot lighted photos and great odds on the beach being that sunny every day, while Nice and Portugal and Paris touted coastlines and sidewalk cafes.

The world's destinations -- or at least just about anywhere anybody would want to visit -- descended on the Baltimore Convention Center yesterday.

They set up enough booths to stretch a few football fields, representing hotels, resorts, airlines and other travel industry suppliers in 24 countries. They distributed a small forest's worth of glossy brochures.

But the Meeting Professionals International trade show, "Marketplace 97," amounted to much more than merely a beauty pageant of destinations trying to outdo one another, given the targeted audience: 1,200 meeting planners who book billions of dollars' worth of meetings business throughout the world.

The four-hour trade show -- a focal point of MPI's three-day World Education Conference that drew more than 2,400 to the city -- provides a glimpse of what goes into marketing destinations and just how competitive the business has grown.

Baltimore, which as host naturally occupied the prime spot by the exhibit hall entrance, got mostly positive reviews among the influential meeting planners. They liked the compact package of attractions and accommodations nestled within blocks ofthe Inner Harbor.

"The whole juxtaposition of the Inner Harbor with everything surrounding it is just perfect with everything in such close proximity," said Hank Roeder, a meeting planner for the National Business Travelers Association.

He's shopping for sites after 2001 for more than 4,000 members of the association, which represents those who book hotels, airlines, limousines and such for corporations.

But the group needs 3,000 hotel rooms, and their availability and distance from the center would play no small role in the group's choice. "It's critically important to where we book," Roeder said, standing beneath photos showcasing a downtown that now has about 4,600 rooms, but, during peak season, often only about 1,000 scattered in different hotels available for conventions.

Hotel issue

Inevitably, as the city moves ahead with plans for the 750-room Wyndham Inner Harbor East a mile from the convention center, the tricky subject of a convention headquarters hotel confronted the sales team and Carroll R. Armstrong, president and chief executive of the convention bureau.

Armstrong, who sold the charms of Baltimore at the booth yesterday, relied on direct, candid approach stressing the assets.

"We're saying, 'We have Inner Harbor East and potentially a Grand Hyatt connected to the convention center,' " he said, referring to Orioles owner Peter G. Angelos' proposed, 850-room headquarters hotel that would be built on city-owned land. "This is what we promise. This is what we have. Inner Harbor East can't be categorized as the convention center hotel. But we're looking forward to the other site being developed as a headquarters hotel," Armstrong said.

The city tried to show as much with a glossy new brochure extolling downtown, its hotels and the newly expanded convention center; detailed descriptions of new and coming attractions, including the Ravens stadium at Camden Yards; a list of Baltimore Bicentennial events; a chronology of the Inner Harbor's redevelopment.

But a "Baltimore Street Map & Visitor Guide" missed some recent history: There's no Columbus Center or Power Plant on it.

Another very visible 25-page glossy at the Baltimore booth, though, looked ahead with "visions for the new millennium" at the Wyndham, the heavily subsidized hotel the Board of Estimates just approved.

The brochure, the only one for a hotel at the Baltimore Area Convention and Visitors Association booth, opens with a quote from Mayor Kurt L. Schmoke: "The Wyndham Inner Harbor East Hotel is going to be one of the best hotels on the East coast, and will attract people from all over the country."

While the brochure may make the Wyndham sound like a done deal, it still needs approval of the City Council and the voters in a 1998 referendum.

George Williams, tourism director for the state, which financed more than $ 100 million of the convention center's expansion, offered a different take. "I think you've got to listen to the meeting planners, listen to your customers. And there's no doubt which one of these two hotels would be better for them -- the Grand Hyatt."

Williams said he's confident that both hotels could be built within the next five to six years if the city is marketed well.

But competition from near and far awaited at every turn amid the sea of exhibits.

At the Philadelphia booth, sales manager Kara Coleman handed out buttons that said "Philadelphia -- the place that loves you back" -- and boasted of the 1,200-room Marriott next to the Pennsylvania Convention Center, as well as 2,000 more rooms coming in the next few years.

San Antonio sales reps stood by a backdrop of lighted Riverwalk photos and told of impending completion of its 1,200-room convention headquarters hotel and plans for more. Atlantic City proudly displayed its two-month-old, granite-glass-and-steel convention center -- nearly twice as big as Baltimore's -- and its ambitious plans to become the choice not only of gamblers but some of the world's biggest conventions.

And while Baltimore gushes over a Hard Rock Cafe, Memphis claims a new Elvis theme restaurant among $ 4 billion in new and coming attractions.

However intense the competition, for three days Baltimore has one thing going for it none of the others don't: the chance to show off on its home turf.

Baltimore, which lobbied for several years to bring MPI, hopes to make the most of it with $ 1.2 million worth of wining and dining culminating tonight with a convention center gala. It's built around Baltimore's Hollywood claims to fame, including "Diner," "Tin Men," and "Hairspray," and features performances by Kevin Bacon (with his band) and Sheena Easton.

That would be after a "taste of Baltimore" at the National Aquarium Sunday night, a huge party at Bohager's Bar & Grill last night, an optional **Annapolis tour,** a golf tournament and toasts keeping taps flowing at every bar downtown.

So far, Sandra Bloodsworth, a meeting planner for the 2,000-member Texas Oilmen, likes what she sees.

"The convention center is just absolutely beautiful," she said.

But will she book Baltimore, which hopes to reap $ 100 million worth of business from the convention here? The answer, in an industry where wooing can take years, probably won't come anytime soon.

Pub Date: 8/05/97

GRAPHIC: PHOTO 1, JED KIRSCHBAUM : SUN STAFF, Showplace for cities: Lisa Parman (left) and Karyn Larson stand in front of the San Antonio booth at "Marketplace 97" at the Baltimore Convention Center.; PHOTO 2, JED KIRSCHBAUM : SUN STAFF, Promotional: Jeanne Graber (left) and Caroline McCarty of the Irving, Texas, Convention Bureau chose Groucho glasses to promote the idea that their town has the benefits of more well-known locales.

LOAD-DATE: August 6, 1997

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April 17, 1998, Friday, Final Edition

SECTION: WEEKEND; Pg. N06

LENGTH: 3572 words

HEADLINE: Dropping Anchor In Annapolis

BYLINE: Eugene L. Meyer, Washington Post Staff Writer

BODY:

SURE, ANNAPOLIS HAS: the oldest legislative building continuously in use in the nation, lots of historic houses discreetly restored, the country's third-oldest college (St. John's, of the Great Books curriculum), Annapolis Harbour Center (nowhere near the harbor but with Fresh Fields, Barnes & Noble, etc., etc.), its very own Nordstrom at Annapolis Mall (160 shops, count 'em), its very own antique row

But, first and foremost, Annapolis is, according to the signs and the boosters, America's "sailing capital," with 17 miles of waterfront and home port to more than 2,500 boats, picturesque creeks, the U.S. Naval Academy and 200 maritime businesses. So turn your back on all landlocked lures; think water, think boats, think seafood. Think nautical.

As if there remained any doubt about the maritime primacy of Annapolis, consider this conclusive little bit of evidence: On the afternoon of April 30, nine of the fastest sailboats on Earth, escorted by hundreds of others, will arrive here by water, to rest, to showboat, to mark the end of the seventh and, four days later, the start of the eighth leg of the nine-leg Whitbread (that's a British ale) around-the-world race for the Volvo (that's a car) trophy. It's the World Series of sailboat racing. Case closed.

It should be some special weekend to join in the maritime fun (see story on Page 9).

But just about any weekend, particularly in the spring and fall, or weekday, for that matter, is prime time in Annapolis.

So you stand at the top of Main Street, at Church Circle, and you cast your gaze down toward the City Dock, seaward, or, more properly, bayward, toward the Chesapeake Bay, which looms expansively on the horizon. You put on your sea legs, fix your compass, check the wind and tack -- not truck but tack -- on down to the water's edge.

The street ends where the water begins, at Market House -- sort of a small-scale version of Baltimore's Lexington Market -- and the dock itself, where tour boats and pleasure craft and an occasional work boat tie up. Before it was spruced up in the early 1970s, the area around the dock was known as Hell's Point. Now, unofficially, of course, they call it "Ego Alley," where to-die-for speedboats glide to a stop so that their owners can impress the dockside crowds.

On any given spring day, these presumably envious docksiders are likely to include schoolchildren, young adults, families and retired couples. They speak several languages -- German, French, Japanese -- making this rather small-scale and provincial bay-side town seem quite cosmopolitan. If Annapolis fills with tens of thousands of tourists

on the busiest weekends, its permanent population remains a mere 35,000, up by just 5,000 since 1970, even as subdivisions have mushroomed beyond its boundaries.

But that's of little moment to those who flock here to partake of what Annapolis has to offer. "Annapolis -- A Drinking Town With a Sailing Problem," declares a T-shirt for sale at Bay Front, a clothing store on Main Street that also traffics in lighthouse prints, nautical postcards and shirts that say, "Don't Bother Me -- I'm Crabby." Even a consignment clothes shop on West Street, farther from the dock, lures customers inside with boat models in its storefront window.

Annapolis is like that -- a municipality, state capital and county seat that is, at its heart, a maritime theme park.

Not to mention home to 4,000 midshipmen (and women) who, were this a realtime theme park, might be called "cast members" in their Navy blues. It's been thus since 1845, when Army Fort Severn became the U.S. Naval Academy, and no **Annapolis tour** is complete without a stop at the academy museum and its singular collection of 18th-century model ships.

The city proper may well be one keystone of the urban triangle that also includes Washington and Baltimore -- and fully in the metropolitan mainstream -- but, only 20 miles east of the Capital Beltway, it still offers at least the illusion of uniqueness, of being a place apart. Geography helps. To get to downtown Annapolis, a peninsula within a peninsula pointing toward the confluence of the Severn River and the bay, you cross two creeks -- Weems and College.

For journalistic and other reasons, I've been visiting the town for years, driving down Roscoe C. Rowe Boulevard from Route 50, without giving it a second thought. But looking at Annapolis from a tourist's perspective, I now see it as sort of an American Venice, a town defined by tidal fingers reaching landward. In Annapolis, almost all roads lead downhill, to the water and to the boats.

They say the best way to see Annapolis is from the water. All well and good if you are blessed with a boat of your own. Absent that, you can board any one of a fleet of 14 sightseeing boats and water taxis that regularly run tours of the harbor, the Severn, Spa Creek and beyond, or simply ferry yachters to and from their moored craft. The big double-deck Harbor Queen feels like a headboat without fishing poles. "You just missed 195 kids from Salisbury on the last run," Capt. Dorothy Tuohey informed me on the 2 p.m. tour. The Miss Anne, which navigates the creek, is smaller, with seating for 24 "very friendly people," according to Capt. Bob Disharoon.

From loudspeakers on all tour boats comes the authoritative tape-recorded voice of C. Edward Hartmann II, who gladly gave up the practice of law to launch Chesapeake Marine Tours and Charters 27 years ago. On the 40-minute harbor cruise, the larger sightseeing boat cruises at a gentle 6.5 knots past the Naval Academy seawall, enters the Severn, turns and heads toward -- but not into -- the bay, and returns to the dock. The Miss Anne shows another side of the city, private docks next to new condos and old houses along Spa Creek.

The best harbor view, however, is through the second-floor picture window of the U.S. Naval Academy Armel-Leftwich Visitors Center, a short walk from the City Dock off Prince George Street. The panorama extends from nearby City Dock to Horn Point and the Eastport peninsula on your right, to Greenbury Point and World War I radio towers (slated soon for demolition) on your left, with the distant twin spans of the Bay Bridge arching over to the Eastern Shore.

Restaurants offer other water views, so it's tempting to eat your way through the sailing capital. Fortunately, you get to walk it off just taking in the sights. You can hardly take a wrong turn; practically all downhill streets lead to the water.

At the City Dock, I popped into McGarvey's Saloon & Oyster Bar for a microbrew of the house Aviator Beer (the owner's an ex-pilot) and a dozen raw oysters for $ 3 -- a seasonal happy-hour special that ended on Wednesday. From there, I wandered over to Stevens Hardware, which has sold the same sort of stuff under three different families -- and names -- for 120 years. It's among the last strictly local businesses left in the downtown.

Next door on Dock Street is Ego Alley, a restaurant and bar named after the unofficial moniker for the dock where guys with gold chains preen from their flashy boats, and nearby, an ice cream shop and a Starbuck's for that familiar and now universal latte. The Shops at Harbour Square offer more Annapoliana -- nautical arts, clothes and the like.

In front of this late 20th-century emporium stands a two-story brick building that is waterfront central. Upstairs, I found Harbormaster Ulric Dahngren IV who, with 11 years on the job, can tell you a tale or two and how the character of the harbor shifts with the seasons: snowbirds from Florida yachting their way south each spring, and north each fall,

the local boats mooring and docking in summers, all for a dockage fee of $ 1.25 per linear foot or $ 15 per night for one of the 60 harbor moorings. "It's almost a show to watch people dock," he said.

"The classic is the guy running the boat yelling [directions] at his family. We try to go easy on [their] egos."

Across the City Dock, I wandered into Fawcett Boat Supplies, which in its 50th year sells sportswear, books and magazines along with winches, windlasses and bilge pumps.

Then, I took my sea legs eastward along Compromise Street, stopping at the Waterfront Marriott lobby to take in an exhibit of 130 prints of Annapolis through the years, some archival, others the more recent work of Marion E. Warren, the foremost black-and-white Chesapeake Bay photographer, who also lives in Annapolis.

From photographs of Annapolis's maritime past, it's a short walk over the Spa Creek bridge to the epicenter of its most vibrant nautical present, in Eastport, a formerly independent and onetime working-class town annexed by its larger neighbor in 1951. If Annapolitans wax historic, Eastporters prefer eccentric. When the Spa Creek bridge closed for three weeks of repairs this winter, secessionists declared the Maritime Republic of Eastport, which seemed to thrive in the happy if only temporary isolation of its own peninsula. It was all in good fun, but firmly established Eastport as the capital of curmudgeons within the larger town.

"The Maritime Republic of Eastport Welcomes the Whitebread," says the appropriately irreverent T-shirts soon to be in evidence. "No matter how you slice it, it's the best race in the world."

Even more perhaps than "historic downtown" Annapolis, Eastport has every reason to highlight its ties to the sea. From 1947 until fiberglass put wooden boat builders out of business, the Trumpy Boat Yard was a major employer; its buildings on Spa Creek now service pleasure craft and, at the Chart House, cater to waterfront diners. If Spa Creek faces the more familiar Annapolis, Eastport's Back Creek faces the unfamiliar southernmost side of town and the open bay. Some of Eastport's history is on display here on its Back Creek side, at the Barge House Museum, named for the flat deck of a barge that forms its floor.

Not every house here is painted in pastel colors, but gentrification has taken its toll on Eastport's former working-class character. Still, Eastport has more marinas, boat yards and maritime businesses than anywhere else in town. The man who designed seven of the nine Whitbread boats, Bruce Farr, works here, as do the primary sailmakers for the quadrennial race. When integration came to Eastport, the black school was converted into the private African-American Seafarer's Club.

The historic, and contemporary overview, is the stock in trade of the bus tours of Discover Annapolis, which begin and end behind the Annapolis Visitors Center, off Church Circle. Matt Grubs, a former Toyota marketing man who started the touring company four years ago, is both driver and narrator on "the small bus with the big windows."

One recent morning, passengers boarded from Maine, California, Arizona, Michigan, Ontario, Japan and Finland (by way of New Jersey). The one-hour tour takes in downtown and Eastport and also crosses the tall new highway bridge over the Severn River, stopping on the other side for leg-stretching and picture-taking at an overlook park, which offers a distant view of the Naval Academy and Annapolis peninsula.

I chose to end my busman's holiday in Annapolis at the town home of photographer Marion Warren, an old friend with a long view. "Back in the '50s, you could go to City Dock on Sundays and throw a rock and not hit anybody," he said.

"There has been a tremendous change. It's gotten overwhelming with the tourists. Any decent weekend, you can't move downtown." But keeping things in perspective, he added, "People talk about traffic problems, but we don't have traffic problems here compared to Washington, or Baltimore.

"I'd rather have just a sleepy little town for us, but you can't do that anymore." Still, he said, despite the tourist invasions, despite the demographic changes, despite all the strangers who on weekends are seemingly everywhere, "It is a lovely town. There's no question about it." No question at all.

GETTING THERE -- The most direct route is U.S. 50 to Exit 24 (Rowe Boulevard). The scenic slow road is Route 450 (Defense Highway, east of Route 3/301), which winds through woods and wetlands north of Route 50. For a back way into town, through ungentrified Annapolis, take Exit 22 from Route 50 onto Aris T. Allen Boulevard, which feeds into Forest Drive. Turn left onto Hilltop Lane, then left onto Bay Ridge Avenue to Chesapeake Avenue into the heart of Eastport.

GETTING AROUND -- Parking is a perennial problem in Annapolis, and it's even worse during the General Assembly, which ended its 90-day annual session Monday. There is short-term metered parking at the lower end of Main Street and on the State House side of the Market House. Meter hours are 10 a.m. to 7:30 p.m. daily; the charge is 50 cents an hour, limit of two. There are three garages in or near downtown and, sometimes, when the signs say they are full, they aren't. For those willing to park and ride, there is $ 3 all-day parking ($ 4 on weekends) at the the Navy-Marine Corps Stadium; to get there, turn right from Rowe Boulevard onto Taylor Avenue. From 10 a.m. to 8 p.m. on weekends and 6:30 a.m. to 8 p.m. weekdays, the city runs a "Short Line" trolley bus between the stadium parking lot and downtown, for a round-trip weekday fare of 75 cents, payable on the way in, and free on weekends. For boat show and festival weekends, it's best to shuttle in. Once in town, forget all mechanized forms of land travel. Annapolis is conveniently compact. Walk.

Touring Annapolis

ANNAPOLIS VISITORS CENTER -- 26 West St.

410/268-0445. Web site: www.visit-annapolis.org. The visitors center is worth a stop, for orienteering at least. There are also scheduled walking tours departing from the Visitors Center led by costumed docents ($ 8 for adults, $ 3 for students). At the Historic Annapolis Foundation's store at the City Dock (77 Main St., 410/268-5576), you can rent for $ 5 an audio tape of broadcast news icon/sailor Walter Cronkite to guide you around.

CHESAPEAKE MARINE TOURS AND CHARTERS runs the gamut of tours, from less than an hour to an entire day, starting and ending at the City Dock. The 40-minute harbor and Spa Creek tours are a terrific deal at $ 6 for adults, $ 3 for kids. For general information, call

410/268-7600; for charters, call 410/268-7601. Web site: http://member.aol.com/boattours/cmt.html.

DISCOVER ANNAPOLIS minibus tours cram centuries of information into a $ 10, hour-long land tour. Children 12 and under get to ride for $ 3. It departs from Northwest Street, behind the Annapolis Visitors Center, several times daily from April-November and most weekends December-March. Call 410/626-6000 for the schedule.

Maritime Museums and Such

NAVAL ACADEMY MUSEUM -- In Preble Hall (enter the academy grounds where Maryland Avenue meets Gate 3; the museum is straight ahead on the left). 410/293-2108. Open Monday through Saturday 9 to 5, Sundays 11 to 5. Free. For maritime history buffs, this is not to be missed. It's got the first U.S. flag to be raised in Japan (in 1853, by Commodore Matthew Perry), body armor belonging to John Paul Jones, the first naval commission ever issued (by George Washington, on his last birthday as president) and the 45-star flag of the USS Olympia, of Spanish-American War fame. On the museum's ground floor there is a singular collection of mostly British ship models made 200 to 350 years ago, when the ships themselves were built.

WILLIAM PACA HOUSE -- 186 Prince George St. 410/263-5553. Open Monday through Saturday 10 to 4, Sundays noon to 4. Admission $ 6 adults, $ 3 children ages 6-18. At the Georgian manse of this Declaration of Independence signer, the Historic Annapolis Foundation has mounted an exhibit that harks back to the town's early days as a Colonial port. It's called "I Saw Three Ships Come Sailing In," and features typical cargo unloaded for the elite: Chinese porcelain, luxurious fabrics, elegant furniture.

SHIPLAP HOUSE -- 18 Pinkney St. 410/267-7619. There's no charge to enter this Historic Annapolis-managed property, just up from the City Dock. Dating

to 1715, the house is said to be the city's oldest surviving structure and as such is worth a stop. It used to be an inn and tavern for the 18th-century merchant marine crowd.

BANNEKER-DOUGLASS MUSEUM -- 84 Franklin St. 410/974-2893. Open Tuesday through Friday 10 to 3, Saturdays noon to 4. Free. Despite the displacement of black families due to forces of economics and preservation, Annapolis retains a sizable African American community whose historic role is only recently being recognized. This museum, just off Church Circle, offers "Reflections of the Spirit," an exhibit of slave artifacts unearthed at the Carroll House, a four-story plantation manse on Spa Creek. These crystals and other religious items suggest a spirituality carried across the Atlantic that, one hopes, helped to sustain the unwilling travelers in their new land of enslavement. A newish bronze plaque at the City Dock commemorates the arrival from West Africa in 1767 of one Kunte Kinte, the now legendary slave ancestor of "Roots" author Alex Haley.

BARGE HOUSE MUSEUM -- 133 Bay Shore Dr., Eastport. 410/268-1802. Open Saturdays 11 to 4 and by appointment. Free. To get a glimpse of a more recent but all-but-extinct Annapolis maritime culture, visit this celebration of the watermen. The museum is right on Back Creek, and its back yard contains picnic tables and a few artifacts, including an eight-bushel crab keeper and rusting oyster patent tongs. While at the museum, pick up the Historic Eastport Walking Tour brochure and proceed at your own pace to explore the peninsula.

Old Bay and Beyond

It's axiomatic. You walk the walk in Annapolis, you get hungry.

It almost goes without saying: Good seafood can be found in historic downtown Annapolis and over in Eastport. But don't look for hard-shell crabs served on brown wrapping paper with mallets and picking knives. Mainstream Annapolis fare is often more seasoned with garlic than Old Bay.

Nonetheless, the crab bisque and crepe Annapolis at Cafe Normandie (185 Main St., 410/263-3382) add a pleasantly French coastal flavor to le jour d'Annapolis. But of Buddy's Crabs & Ribs (100 Main St., 410/626-1100 or 301/261-2500), overlooking the City Dock, it must be said, sadly, that the second-story view far surpasses the food.

If you'd rather eat on the run, or on the walk, grab a bite-to-go at The Market House (410/269-0941), directly in front of the City Dock. It's got a raw bar, a sandwich stand, deli, a Baskin-Robbins, a bakery and more. And there's no charge for dining al fresco at the few tables and park benches immediately outside.

Pusser's Landing (in the Waterfront Marriott at 80 Compromise St., 410/626-0004) has nicely prepared and presented specials and a dining room right on the City Dock. Here I observed the Chesapeake Bay Foundation skipjack Stanley Norman bringing in a boatload of school kids while a sleek sailboat motored out into the harbor. Pusser's, named for the company that up until 1970 provided daily issues of rum to the British Royal Navy, is also worth a visit for its decorative displays of coral and models ranging from bay boats to a British frigate.

The hotel foyer features early- to mid-20th-century photos of Annapolis that show a working town, and a working dock, crammed with oyster dredge boats in winter and crabbing boats in summer. And then there's the African Queen, which has nothing to do with the Chesapeake but also happens to reside in the lobby. This is a downsized version of the steam-powered boat occupied by Bogart and Hepburn in the 1951 film; it was used in the treacherous shooting-the-rapids scenes, with little figures resembling the stars seated inside while the cameras rolled.

Over in Eastport, I found the nouvelle cuisine at Carrol's Creek (410 Severn Ave., 410/269-1406) to my liking, along with its view of the Spa Creek bridge and boats. Marmaduke's, the self-styled "World's Greatest Sailing Pub," sad to say, is no more, but it is soon to reopen as a steak house. (The unanswered question is: Which, if any, Eastport watering hole will now replay videos of the Wednesday sailboat races.) The good news is over on Back Creek where McNasby's (723 Second St., 410/280-2722), established in 1886 and now under city ownership but private operation, survives as both a retail fish outlet and a place to buy lunch. McNasby's is, according to its carryout menu, "slightly off the beaten path, but more than worth the trip" and "the home of the $ 2.99 crab cake sandwich." It's not exactly a restaurant, though there are four booths inside. But there's an outside deck with tables by the water and a loudspeaker that lets you know when your order is ready.

To be seated and served traditional Chesapeake Bay fare, Annapolitans know to head just outside town, to Cantler's Riverside Inn (458 Forest Beach Rd., 410/757-1467), on Mill Creek, or to Mike's Restaurant & Crab House (3030 Old Riva Rd.,410/956-2784), on the South River (southern shore) and Riva Road (northbound) at Riva. Cantler's is known for catching its own crabs in season. Mike's is another classic hard-shell-crabs-and-beer kind of place with indoor and outdoor tables and a small marina where sail and power boats coexist in adjoining slips.

GRAPHIC: Photo, craig herndon; Map, larry fogel, Boats crowd the City Dock in Annapolis. Maryland's capital has always been about the sea, even if today it's also about restaurants, shops and tourists. Sitting on the dock of the bay: Jim Wahl and his dog Darby soak up the sun near "Ego Alley." Right: From Saint Anne's Episcopal Church, Main Street flows down to the water. So do most other streets. Love a man (or woman) in uniform? The Naval Academy means you'll see plenty.

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October 13, 1999, Wednesday

SECTION: Inside; Pg. A7

LENGTH: 906 words

HEADLINE: CALENDAR

BODY:

TOMORROW'S EVENTS

BREAST CANCER LOBBY PROMOTION, hosted by Arnold post office, 9 a.m.-1 p.m., 1521 Ritchie Highway, Arnold.

ARTS AND CRAFTS SHOW, "Spirit of Christmas," sponsored by Naval Academy Women's Club, 9:30 a.m.-4 p.m., Halsey Firld House. (410) 263-7828.

REVOLUTIONARY **ANNAPOLIS TOUR,** sponsored by Historic Annapolis Foundation's continuing edu cation program, 10 a.m., Brice House, 42 East St. (410) 263-5553, ext. 24.

MOTHERS AND TODDLERS PLAY GROUP, by Chesapeake Children's Museum, 10 a.m., 2331D Forest Drive, Festival at Riva shopping center. (410) 266-0677.

FLEA MARKET, sponsored by Marjorie House, assisting homeless, recovering alcohol and drug abusers, 10 a.m.-dark, 520 Defense Highway. (410) 573-1138.

CAREER INFORMATION SEMINAR, by Fleet Business School, 1:30 p.m., 1939 Lincoln Drive. (410) 268-7511.

CEREMONY AT THE MONUMENT, wreath laying ceremony sponsored by Committee to Support the Midshipmen's French Club, 4 p.m., St. John's campus. (410) 987-4634.

JACKPOT BINGO, Annapolis Elks Lodge 622, 6 p.m., early bird 7:15 p.m., regular games 7:30 p.m., 2517 Solomons Island Road, Edgewater. (410) 573-0406.

LIONS CLUB, Kent Island, 7 p.m., Fred's Grapevine, Thompson Creek Mall. (410) 643-2226 or (410) 643-3066.

BINGO, by Guy C. Parlett Unit No. 7, American Legion, 7 p.m., 1905 Crownsville Road. (410) 573-0004.

BINGO, by Severna Park Elks Lodge, early bird 7:30 p.m., regular games at 8, Truck House Road. (410) 647-2482.

JACKPOT BINGO, by Kent Island Elks Lodge, 7 p.m., Romancoke Road. (410) 643-2221.

TOMORROW'S MEETINGS

CHEMICALLY DEPENDENT ANONY

MOUS, (410) 260-3009 or (410) 263-7282 for sites and times.

NARCOTICS ANONYMOUS, (410) 626-0033 for sites and times.

ANNE ARUNDEL COUNTY ELEPH

ANT CLUB, 7:30 a.m., Holy Grounds Coffee House, 611 Baltimore Anna

polis Blvd. (410) 987-1253.

KIWANIS CLUB OF THE SEVERN, 7:30 a.m., breakfast meeting, Radisson Hotel, Holiday Court. (410) 626-0307.

AL-ANON, for families of al

coholics, 11 a.m., Pathways, 2620 Riva Road, (410) 766-1984; 8:30 p.m., Holy Family Catholic Church, Route 214, Davidsonville, (410) 867-0254.

ANNAPOLIS CIVITAN CLUB NO. 177, noon, Clipper Club, North Severn.

ANNAPOLIS ROTARY CLUB, noon, Fleet Reserve Club, 100 Compromise St. Call Dick Rooney at (410) 280-0666.

OVEREATERS ANONYMOUS, 10:30 a.m. and 7 p.m., St. Paul's Lutheran Church, Rowe Boulevard and Farragut Road. (410) 216-9444.

TAKE OFF POUNDS SENSIBLY, Annapolis, weigh-in 6-6:30 p.m., meeting at 7 p.m., Heritage Baptist Church, Forest Drive. (410) 263-6680.

ROTARY CLUB OF SEVERNA PARK, dinner meeting, 6:30 p.m., Riverdale Restaurant, Riverdale Road. (410) 757-6789.

CO-DEPENDENTS ANONYMOUS, for those seeking to form healthy and functional relationships, 6:30 p.m., Holy Family Catholic Church, Routes 424 and 214, Davidsonville. (410) 956-2283.

ALCOHOLICS ANONYMOUS, (410) 268-5441 for sites and times.

CHANGING FOCUS, support group for those in marital separation or divorce, 7 p.m., Prince of Peace Presbyterian Church Fellowship Hall, 1657 Crofton Parkway, Crofton. (410) 721-0992.

COMMODORE MAYO KIWANIS CLUB, 7 p.m., Kiwanis Hall, Carrs Wharf Road, Mayo. (410) 798-5717.

SMOCKING ARTS GUILD, Chesa

peake Treasures Chapter, 7-9 p.m., Crofton Middle School. (410) 647-4131.

ALLIANCE FOR THE MENTALLY ILL, family support group, 7 p.m., St. Martin's-in-the-Field Episcopal Church, 375 Benfield Road, Severna Park. (410) 974-0373.

ANNAPOLIS WOODWORKERS GUILD, 7 p.m., Parkwood United Methodist Church, Mayo Road, Edgewater. (410) 269-0104.

SAWMILL CREEK RECOVERY TEAM, organizational meeting, 7 p.m., Save Our Streams office, 8074 New Cut Road, Severn. (410) 969-0117.

HISTORY PANEL, "Chesapeake Civil War Round Table," 7-9 p.m., Cade Center Room 219, free, Anne Arundel Community College, West Campus Drive, Arnold. (410) 541-2428.

CROFTON CHESAPEAKE TOAST

MASTERS, 7:15 p.m., Town Hall, Crofton Parkway and Duke of Kent Drive. (410) 721-0595 or (301) 621-7302.

CHADD OF ANNE ARUNDEL COUNTY, 7 p.m., Shipley's Choice Medical Park, Room 210, 8601 Vet

eran's Highway, Millersville. (410) 721-2468.

ANNE ARUNDEL FISH AND GAME ASSOCIATION, 7 p.m., north side of Route 179 just east of Mill Creek Bridge. (410) 757-7009 or (410) 757-9768.

COMPASSIONATE FRIENDS, selfhelp group offering support and understanding for bereaved parents, 7:15 p.m, Fellowship Hall, Calvary United Methodist Church, 301 Rowe Blvd. (410) 757-3293.

G.T.V. ANNAPOLIS BAVARIANS, folk dancing, 7:30 p.m. Call (410) 544-0916 for directions.

ANNE ARUNDEL GENEALOGICAL SOCIETY, 7:30 p.m., Severna Park United Methodist Church, 731 Benfield Road. (410) 255-2889.

SILVER TRIANGLE RURITAN CLUB, 7:30 p.m., Edgewater Restaurant. (410) 798-1963.

BAY WAVES SMOCKERS, 7:30 p.m., Broadneck High School, Green Holly Drive. (410) 757-8482.

TOUGHLOVE, Annapolis parent support group, 7 p.m., St. Andrews United Methodist Church, 4 Wallace Manor Road, Edgewater. (800) 705-9980.

MONROE STREET NEIGHBORHOOD WATCH PROGRAM, 7:30 p.m., East

port fire hall. (410) 268-1482.

SEVERNA PARK MODEL RAILROAD CLUB, 8 p.m., old railroad station, 3 Riggs Ave., on Baltimore & Anna

polis Trail Park.

SEVERNA PARK JAYCEES, 7 p.m., Jaycee Center, Kinder Park off Jumpers Hole Road, open to the public, ages 21-39. (410) 263-5591.

ELIZABETH A. CARTER COUNCIL OF THE ELKS, 8 p.m., Masonic Lodge, 91 Northwest St.

LOAD-DATE: October 13, 1999

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November 16, 2000, Thursday, Final Edition

SECTION: HOME; Pg. H09

LENGTH: 243 words

HEADLINE: IN THE GARDEN

BYLINE: Adrian Higgins

BODY:

Tours of private gardens are nothing new, but they are, by tradition, highly localized. Since the Garden Conservancy organized a series of local tours nationwide in 1995, the events have been a boon to garden lovers and tourists alike, and given a broader sense of the happy state of gardening in America.

The tour schedule for next year is now available to horticultural voyeurs who like to plan ahead.

The 2001 Open Days Directory contains 11 new areas over this year, offering 56 tours of 372 gardens in 24 states, said spokeswoman Deborah Friedman. Typically, each tour has half a dozen private gardens and proceeds are divided between a charity of the owner's choice and the conservancy, which funds the acquisition and restoration of historic gardens.

Next year, a suburban Washington tour is scheduled for May 12; one in the District on May 13; and an **Annapolis tour** on June 9.

The tours run from March to October, peaking in late spring and early summer. "We have quite a few people who are using the book as a travel guide, taking it with them when they go away for a long weekend or a vacation," said Friedman.

New locations for next year include gardens in Cape Cod, Maine, and North and South Carolina.

The book is available for $ 15.95 plus $ 4.50 shipping and handling for one plus $ 1.50 for each additional copy from the Garden Conservancy, P.O. 219, Cold Spring, N.Y. 10516 (888-842-2442; www.gardenconservancy.org).

LOAD-DATE: November 16, 2000

FOCUS - 14 of 16 DOCUMENTS

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August 16, 2001 Thursday
Final Edition

SECTION: ANNE ARUNDEL EXTRA; Pg. T11

LENGTH: 1586 words

HEADLINE: WHAT'S HAPPENING

BODY:

FAMILY CONCERT -- 7:30 p.m. Saturday. Live music during the Chesapeake Bay Maritime Museum's family concert series. Bring blankets and lawn chairs. Tolchester Beach Bandstand, Chesapeake Bay Maritime Museum, Mill Street, St. Michaels. Free. 410-745-2916.

SUBURBAN LEGEND -- 7 p.m. Sunday. The Allen Park Pond summer concert series presents the rock/folk band. Robert V. Setera Amphitheater, Allen Park Pond, Northview Drive, Bowie. Free. 301-262-6200.

FROM THE ROOT -- 7 p.m. Wednesday. Jazz, rock and country acoustics. The Deck, Annapolis Harbour Center, 2512-A Solomons Island Rd., Annapolis. Free. 410-266-5857.

JAY ARMSWORTHY AND EASTERN TRADITION -- 5 p.m. Sunday. Gospel and bluegrass. Downs Memorial Park, 8311 John Downs Loop, Pasadena. Free. 410-222-6230.

ONE STEP UP -- 7 p.m. Wednesday. Traditional and contemporary jazz from the trio. Presented by Family Night on the Parkway. College Parkway Baptist Church, 301 College Pkwy., Arnold. Free. 410-647-5594.

FRIDAY NIGHT COFFEEHOUSE -- 7-11 p.m. Rock concert geared toward college and high school students featuring Detain, 8.4, 3dB and Velvet. Holy Grounds Youth Center, 623 Baltimore-Annapolis Blvd., Severna Park. $ 5. 410-647-5843.

THE GRANDSONS -- 7:30 p.m. tomorrow. Americana and roots rock. The last performance of the 23rd annual Montpelier Summer Concert Series. Bring lawn chairs or blankets. Montpelier Mansion Grounds, Route 197 and Montpelier Drive, Laurel. Free. 301-776-2805.

"A TRIBUTE TO CHARLIE BYRD" -- 7 p.m. next Thursday. Bossa nova and jazz standards from Joe Byrd and his Annapolis Jazz Trio in a tribute his brother. Millstream Park, Route 213 South, Centreville. Free. 410-758-2520.

FOOTWORKS PERCUSSIVE DANCE ENSEMBLE -- 8 p.m. Saturday. Foot-stompin' fun, folk music and percussive dance, and musician Tim O'Brien during an encore performance of "The Crossing." Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. $ 30. 410-263-5544.

BALLROOM -- 7-11 p.m. Saturday. Learn to jitterbug, cha-cha-cha or tango during this ballroom lesson and dance. 7-8 p.m., lesson for beginners; 8-11 p.m., general dance. Community Center at Woods, 623 Baltimore-Annapolis Blvd., Severna Park. General admission, $ 8; members, $ 6. 410-647-0111.

CONTRADANCE -- 8-11 p.m. Saturday. Traditional American dancing with an urban twist with live fiddle, guitar and piano music from Mostly Mortal Wombat. All levels welcome. Fraternal Order of Police Hall, 1311 Generals Hwy., Crownsville. General admission, $ 8; members, $ 6. 410-224-8488.

"MEMBERS BEST" -- 8 a.m.-8 p.m. Tuesdays-Sundays through Oct. 28. Three-dimensional and mixed-media works from 10 Queen Anne's County artists. The exhibit and artists change every three months. The Prospect Bay Country Club, 311-A Prospect Bay Dr., Grasonville. Free. 410-827-6950.

"PASSPORTS" -- 11 a.m.-5 p.m. Tuesdays-Sundays through Sept. 2. Mixed-media exhibit featuring the paintings and sculpture of Chinese artist Hai-ou Hou. Maryland Federation of Art, 18 State Cir., Annapolis. Free. 410-268-4570.

DISCOVER NATURE -- 10:30 a.m. or 1 p.m. Wednesday. Children ages 3-5 can experience nature with a walk through the Helen Avalynne Tawes Garden, a nature story and seasonal crafts. Registration required. 580 Taylor Ave., Annapolis. Free. 410-260-8189.

LECTURE AND BOOK-SIGNING -- 7 p.m. tomorrow. Underwater archaeologist and author Don Shomette talks about the history of the Chesapeake tidewater region. Coffee and dessert served at 7 p.m., followed by lecture. Book-signing follows lecture. Capt. Salem Avery House Museum, 1418 E.W. Shady Side Rd., Shady Side. General admission, $ 7.50; members, $ 5. 410-867-2866.

DOCK DINE AND DANCE -- 7:30 p.m.-12:30 a.m. tomorrow. Cruise the Chesapeake from the Annapolis City Dock to Kent Island's Chesapeake Bay Beach Club for an evening of food, drink and dance. One-hour cruise each way. Watermark Cruises, Slip 20, City Dock, Annapolis. $ 24.50, includes drinks during the cruise, and Chesapeake Bay Beach Club cover charge. 410-268-7601.

SCENIC CRUISE -- 11 a.m., 12:30 p.m., 2:30 p.m. and 4 p.m. daily. Cruise along the Miles River, aboard the Patriot, a 65-foot motor vessel. Includes a narrated history of Talbot County. Patriot Cruises, St. Michaels. General admission, $ 10; children 12 and younger, $ 4.50. 410-745-3100.

"WALK WITH THE COLONIALS" -- 10:30 a.m. and 1:30 p.m. daily, through Oct. 31. Take a two-hour stroll through historic Annapolis with docents dressed in period costume. Sponsored by **Three Centuries** Tours of Annapolis. Morning tour starts at the Visitor's Center, 26 West St., Annapolis. Afternoon tour starts at the City Dock, downtown Annapolis. General admission, $ 9; students, $ 3. 410-263-5401.

ANNAPOLIS HARBOR AND NAVAL ACADEMY BOAT TOURS -- 11 a.m.-4 p.m. Mondays-Fridays, 11 a.m.-7 p.m. Saturdays and Sundays, through Sept. 3. Forty-minute narrated tour of the Annapolis Harbor, the banks of the Naval Academy and the Severn River, on board the Harbor Queen. Sponsored by Watermark Cruises, Slip 20, City Dock, Annapolis. General admission, $ 7; children, $ 4. 410-268-7601.

KAYAKING TRIPS -- 1-9 p.m. Saturday, 9 a.m.-4 p.m. Sunday. Six- to 12-mile paddle along the Eastern Neck Wildlife Refuge and the Mattawoman Creek, with instructors from Amphibious Horizons. Advance registration required. Amphibious Horizons, 600 Quiet Waters Park Rd., Annapolis. General admission, $ 75; children 11-17, $ 65. 410-267-8742.

USNA ARTISTS AND AUTHORS FAIR -- 9 a.m.-5 p.m. Saturday. Meet artists, authors and crafts people whose work represents the Navy, Marine Corps and the Naval Academy. Face painting, plebe hat decorating, walking tour and other activities included. Armel-Leftwich Visitor Center, U.S. Naval Academy, 52 King George St., Annapolis. General admission, $ 6; seniors, $ 5; students, $ 4. Fee for walking tour only. 410-263-6933.

ARCHAEOLOGY DIG DAYS -- 9 a.m.-2 p.m. Saturday. Dig with professional archaeologists as they search for artifacts from the original London Town. No experience necessary. Appropriate for ages 8 to adult. Adults must accompany children younger than 14. Advanced reservations for groups. Historic London Town and Gardens, 839 Londontown Rd., Edgewater. Free. 410-222-1919.

"GOOD NEWS" -- 8:30 p.m. Thursdays-Sundays through Sept. 1. A musical comedy that takes place on a college campus in the late 1920s. Last production for the Annapolis Summer Garden Theatre. All performers at the Annapolis

City Dock. Annapolis Summer Garden Theatre, 143 Compromise St., Annapolis. General admission, $ 12; students, senior citizens, groups of 20 or more, $ 10. 410-268-9212.

"STEEL MAGNOLIAS" -- 8 p.m. tomorrow and Saturday, 2 p.m. Sunday. Comedy-drama about the struggles of five Southern women, performed by the Twin Beach Players. Mary Harrison Cultural Arts Center, Northern High School, Chaneyville Rd., Dunkirk. General admission, $ 15; students, seniors, members $ 10. 301-855-0009.

BAND-A-THON -- 11 a.m.-11 p.m. Aug. 25. The first band-a-thon, hosted by Holy Grounds Youth Center, featuring live music from 21 local bands. Proceeds support the programs and activities for the Center for Middle and High School Youth. Holy Grounds Youth Center, 623 Baltimore-Annapolis Blvd., Severna Park. $ 10. 410-647-5843.

CHESAPEAKE BAY BEACH CLUB -- 9:30 p.m. tomorrow, Ten Spot; 9:30 p.m. Saturday, Sleep Thru Sunday; 3-7 p.m. Sunday, Free Radicals. Chesapeake Bay Beach Club, 500 Marina Club Rd., Stevensville. After 8:30 p.m. Fridays-Saturdays, $ 5. 410-604-1933.

RED EYE'S DOCK BAR -- 6-8 p.m. tomorrow, live taping of WQSR radio show with Ralph and Company, 8 p.m.-midnight, Layers; 2-6 p.m. Saturday, Sugar Buzz; 8 p.m.-midnight Saturday, Great Train Robbery; 1-5 p.m. Sunday, Rubber Band. Red Eye's Dock Bar, 428 Kent Narrow Way north, Grasonville. Event prices vary. 410-827-3937.

ANDY'S -- 9 p.m. tomorrow, the Geckos; 9 p.m. Saturday, Bet Williams. Andy's, 337 1/2 High St., Chestertown. Free. 410-778-6779.

O'BRIENS OYSTER BAR -- 10:30 p.m. tomorrow, Hair of the Dog; 10:30 p.m. Saturday, Touch; 10:30 p.m. Sunday the Worrystones; 10:30 p.m. Monday, Eric and Friends; 10:30 p.m. Tuesday, Tim and Eric; 10:30 p.m. Wednesday, Orlando Phillips. O'Briens Oyster Bar, 113 Main St., Annapolis. $ 5, Thursday-Saturday. 410-268-6288.

MIDDLETON'S TAVERN -- 9:30 p.m. today, Harry Traynham; 9:30 p.m. Friday, Night Train; 9:30 p.m. Saturday, Niki Barr; 9:30 p.m. Sunday, Matt McConville; 9:30 p.m. Monday, Tim King; 9:30 p.m. Tuesday, Meg Murray; 9:30 p.m. Wednesday, Tony Grasso. Middleton's Tavern, 2 Market Space, Annapolis. Free. 410-263-3323.

SURFSIDE 7 DOCK BAR -- 9:30 p.m. today, Dean Rosenthal; 9:30 p.m. Saturday, Redstone; 9:30 p.m. Tuesday, karaoke with Eddie Hit. Surfside 7 Dock Bar, 48 South River Rd., Edgewater. Free. 410-956-8075.

CHAMPION BILLIARDS -- 9:30 p.m. tomorrow, Land Sharks; 9:30 p.m. Saturday, Genuine Virginia Band. Champion Billiards, 904 Upper Fairlawn Ave., Laurel. $ 5. 301-604-1300.

EGO ALLEY -- 10 p.m. Saturday. Acoustic rock from Baltimore-based band Cupajo. Ego Alley, 136 Dock St., Annapolis. Free. 410-263-3353.

-- Compiled by Eileen Rivers

The Anne Arundel Extra entertainment calendar lists events as space permits. Mail announcements and photos -- noting date, time, address, cost and phone number -- to Eileen Rivers, Anne Arundel Extra, The Washington Post, 3 Church Circle, Annapolis, Md. 21401-1902. You may also e-mail announcements to riverse@washpost.com or fax them to 410-267-6972. Deadline is 14 days before publication.

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July 18, 2002 Thursday
Final Edition

SECTION: ANNE ARUNDEL EXTRA; Pg. T13

LENGTH: 2206 words

HEADLINE: Anne Arundel Calendar;
Community Events

BODY:

GRIEVING CHILDREN'S RETREAT, ongoing registration for Camp Nabe, a weekend retreat by Hospice of the Chesapeake for children 6-12 grieving the loss of a loved one, 5 p.m. Aug. 16 through 2 p.m. Aug. 18, Arlington Echo Outdoor Education Center, 975 Indian Landing Rd., Millersville. $ 15. 410-987-2129.

ARNOLD DIVORCE LECTURE, "The Emotional Aspects of Separation and Divorce," plus information on the needs of children and the use of mediation as an alternative, sponsored by the YWCA of Annapolis and Anne Arundel County, noon-2 p.m., YWCA, 1517 Ritchie Hwy., Arnold. $ 5; preregistration required. 410-626-7800.

PATUXENT REFUGE OWL PROGRAM, for ages 8-12, learn how owls adapt to their environment and investigate an owl pellet to piece together a food chain, 2-3 p.m., Patuxent Research Refuge, North Tract, Bald Eagle Drive (off Route 198), Laurel. Free; preregistration required. 301-497-5887.

LAUREL SPEEDSTER STORIES, Gary Lloyd discusses speedsters and how records have been broken on land, sea and in the air, 1:30 and 3 p.m., Maryland City Library, 3501 Russett Common, Laurel. Free. 410-725-2390.

EDGEWATER MAGIC SHOW, Michael Chamberlin combines comedy, mystery and magic, 1:30, 3 and 7 p.m., Edgewater Library, 25 Stepney Lane. Free. 410-222-1538.

SEVERN SCIENCE SHOW, John Hadfield performs comedy, magic and music to show the relationship between science and everyday life, 2 and 3:30 p.m., Provinces Library, Severn Square Shopping Center. Free. 410-222-6280.

EDGEWATER HOSPICE TALK, Nancy Royster, a nurse with Hospice of the Chesapeake, discusses the hospice alternative to end-of-life care and its impact on the patient and loved ones, sponsored by the hospice, 10 a.m., South County Senior Center, 27 Stepneys Lane, Edgewater. Free. 410-222-1927.

ANNAPOLIS ARCHITECTURE TOUR, "17th-Century Vernacular to 20th-Century Distinctive: Three Centuries of Architecture," an overview of buildings along Prince George Street, Maryland Avenue and East Street, sponsored by the Historic Annapolis Foundation, 7 p.m., William Paca House, 186 Prince George St. $ 20; members, $ 15; prepayment required. 410-267-7619, Ext. 8146.

ARUNDEL MILLS HEALTH SCREENINGS, lung capacity screenings by the hospital's Pulmonary Department, 8-11 a.m.; blood-pressure screenings by the hospital's Home Care Department, 10 a.m.-2 p.m., Arundel Mills, North Arundel Hospital storefront, between the Saks Off 5th store and Jillian's, 7000 Arundel Mills Cir., Hanover. Free. 410-787-4367.

PATUXENT BIODIVERSITY BASICS, for ages 8-12, learn why biodiversity is important and what can be done to protect it, 2-3 p.m., National Wildlife Visitor Center, 10901 Scarlet Tanager Loop (off Powder Mill Road), Laurel. Free; preregistration required. 301-497-5887.

SEVERNA PARK DANCE CLASSES, six-week classes in rumba and disco hustle, sponsored by the U.S. Amateur Ballroom Dance Association, 8:30-10:30 p.m. Fridays, Community Center at Woods, 623 Baltimore-Annapolis Blvd., Severna Park. $ 48. 301-262-8010.

SENIORS' TRANSPORTATION CARDS, for 65 and older, Mass Transit Administration photo IDs issued for discounted light rail and bus transportation, bring an ID with proof of age, 10-11:30 a.m., Pasadena Senior Center, 4103 Mountain Rd., Pasadena. Free. 410-222-0030.

MEADOW PROGRAM, a park ranger leads a search through meadows and old farm habitats in search of wildflowers, butterflies, dragonflies and other insects, 5 p.m., Kinder Farm Park, Park Office, 1001 Kinder Farm Park Rd., Millersville. Free; preregistration required. 410-222-6115.

BROOKLYN PARK DIABETES LECTURE, by staff members of North Arundel Hospital, 10 a.m.-noon, Brooklyn Park Senior Center, 202 Hammonds Lane. Free. 410-787-4367.

MEDICARE FRAUD TALK, "Curbing Abuse in Medicare and Medicaid," by Amy Rubino, of the Maryland Department of Aging, 10 a.m., South County Senior Center, 27 Stepneys Lane, Edgewater. Free; preregistration required. 410-222-1927.

PATUXENT REFUGE BUTTERFLY HIKE, for children 8 and older with an adult, discover the role of butterflies in the ecosystem and how to identify several common to Maryland; field guides, binoculars, water and hats recommended, 8:30-11 a.m., Patuxent Research Refuge, North Tract, Bald Eagle Drive (off Route 198), Laurel. Free; preregistration required. 301-497-5887.

SEVERNA PARK REPTILE SEARCH, park rangers David DeVault and Adam Smith lead a search for reptiles; plus displays of live snakes, lizards and turtles, children 12 and younger must be accompanied by an adult, 6 p.m., B&A Trail Park, Ranger Station, Earleigh Heights Road (off Route 2), Severna Park. Free; preregistration required. 410-222-6244.

ANNAPOLIS JUNIOR TRACK SERIES, for 12 and younger, multiple races, including a 50-yard dash and middle-distance races; hurdles and field events (long jump, shot put and high jump); and a one-mile fun run; sponsored by the Annapolis Striders, registration, 4 p.m.; races, 4:30 p.m., Weems-Whelen Field (Bates Track), off Spa Road, Annapolis. Free; donations requested. 410-533-6789.

WETLAND EXPLORATION, of the sanctuary's stream and pond, learn how to identify frogs, turtles, dragonflies and other animals, equipment and field guides provided, wear shoes that can get wet and bring a change of clothes and a towel, 2-4 p.m., Jug Bay Wetlands Sanctuary, 1361 Wrighton Rd., Lothian. $ 2.50; 60 and older, $ 2; 18 and younger, $ 1.50. 410-741-9330.

PATUXENT REFUGE WILDFLOWERS, for 16 and older, a guided walk looking for wildflowers; field guides, water and a hat recommended, 8:30-10:30 a.m., Patuxent Research Refuge, North Tract, Bald Eagle Drive (off Route 198), Laurel. Free; preregistration required. 301-497-5887.

WILDLIFE PROGRAM, for ages 5-7, an interactive program about what wildlife need to survive, 1-2 p.m., National Wildlife Visitor Center, 10901 Scarlet Tanager Loop (off Powder Mill Road), Laurel. Free; preregistration required. 301-497-5887.

KINDER FARM INSECT SEARCH, for adults and children 8 and older accompanied by an adult, park rangers and David Flaim, of the College of Notre Dame of Maryland, discuss moths, beetles, crickets and other nocturnal creatures during a 90-minute walk through the park, bring a flashlight and do not wear white clothing, 8:15 p.m., Kinder Farm Park, Park Office, 1001 Kinder Farm Park Rd., Millersville. Free; preregistration required. 410-222-6115.

KINDER FARM STORY TIME, for ages 3-5, a park ranger leads a walk to look for rabbits and reads from "The Bunny Book" by Richard Scarry, 2 p.m., Kinder Farm Park, Park Office, 1001 Kinder Farm Park Rd., Millersville. $ 2; preregistration required. 410-222-6115.

ODENTON SPEEDSTER STORIES, Gary Lloyd discusses speedsters and how records have been broken on land, sea and in the air, 1:30 and 3 p.m., Odenton Library, 1270 Odenton Rd. Free. 410-222-6277.

GLEN BURNIE MAGIC SHOW, Michael Chamberlin combines comedy, mystery and magic, 9:30 a.m., 11 a.m. and 1 p.m. (signed for the hearing impaired), North County Library, 1010 Eastway, Glen Burnie. Free. 410-222-6270.

EDGEWATER LIVE REPTILES, learn about reptiles from around the world and how they've survived for thousands of years and meet a 20-pound tortoise, a four-foot iguana and a 14-foot albino Indian Rock python, 1:30, 3 and 7 p.m., Edgewater Library, 25 Stepney Lane. Free. 410-222-1538.

LINTHICUM SCIENCE SHOW, John Hadfield performs comedy, magic and music to show the relationship between science and everyday life, 2 and 3:30 p.m., Linthicum Library, 400 Shipley Rd. Free. 410-222-6265.

ANNAPOLIS BOATING DISCUSSION, for anyone interested in professional boating, Bill Tyndall discusses boating rules; a meeting of the Chesapeake Area Professional Captains Association; socializing, 6:30 p.m.; program, 7:15 p.m., Sheraton Barcelo Hotel, 173 Jennifer Rd., Annapolis. Free. 410-267-7651 or www.capca.net.

ANNAPOLIS SWIMMING, Summer Session III swim classes for children and adults, sponsored by the Anne Arundel County Department of Recreation and Parks, Monday through Aug. 1, call for days and times, Arundel Olympic Swim Center, 2690 Riva Rd., Annapolis. Eight lessons, $ 40. 410-222-7933.

MUSICAL THEATER WORKSHOP, for ages 13-18, beginners and advanced beginners, participants rehearse and perform songs and scenes, with a performance on the last day, 9 a.m.-2 p.m. weekdays, through Aug. 2, Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. $ 285; members, $ 260. 410-263-5544.

BLOOD-PRESSURE SCREENINGS, by representatives of Mariner Health, 8:30-10:30 a.m., Arundel Mills, North Arundel Hospital storefront, between the Saks Off 5th store and Jillian's, 7000 Arundel Mills Cir., Hanover. Free. 410-787-4367.

SENIORS RECORD-KEEPING CLASS, JoAnn Hamilton, of the Maryland Cooperative Extension, discusses which records to keep, for how long, where to keep them and which to discard, 1 p.m., South County Senior Center, 27 Stepneys Lane, Edgewater. Free; preregistration required. 410-222-1927.

CARING FOR THE CAREGIVER, gerontology nurse Mary Fridley discusses "And in This Corner," about managing the behavior of a loved one with dementia, co-sponsored by the Anne Arundel County Department of Aging, 7-9 p.m., South County Senior Center, 27 Stepneys Lane, Edgewater. Free. 410-222-1927.

SEVERNA PARK LIVE REPTILES, learn about reptiles from around the world and how they've survived for thousands of years and meet a 20-pound tortoise, a four-foot iguana and a 14-foot albino Indian Rock python, 11 a.m., 1 p.m. and 3 p.m., Severna Park Library, 45 McKinsey Rd. Free. 410-222-6290.

SENIORS MINI MASSAGES, by Mary Anne Roesler, certified massage therapist, 9:30 a.m.-12:30 p.m., Annapolis Senior Center, 1027 Bay Ridge Ave., Annapolis. Free; preregistration required. 410-222-1818.

CROFTON MAGIC SHOW, Michael Chamberlin combines comedy, mystery and magic, 1:30, 3 and 7 p.m., Crofton Library, 1657 Crofton Centre. Free. 410-222-7915.

ANNAPOLIS BRASS PERFORMANCE, a member of the Capital Brassworks performs with a variety of trumpets using many musical styles, 2:30, 4 and 7 p.m., Annapolis Library, 1410 West St. Free. 410-222-1750.

ARNOLD COOKING CLASS, "Deboning and Filleting," learn how to debone fish and chicken, with chef James McKnight, 6:30-9:30 p.m., Anne Arundel Community College, 101 College Pkwy., Arnold. $ 38; preregistration required. 410-777-2325.

MAGIC SHOWS, Michael Chamberlin gives free magic and comedy performances, 9:30 and 11 a.m., Provinces Library, Severn Square Shopping Center, Severn, 410-222-6280, and 2 and 3:30 p.m., South County Library, Deale-Churchton Road, Deale. 410-222-1925.

PASADENA SCIENCE SHOW, John Hadfield performs comedy, magic and music to show the relationship between science and everyday life, 10 and 11:30 a.m., Riviera Beach Library, 1130 Duvall Hwy., Pasadena. Free. 410-222-6285.

LONG-TERM CARE INSURANCE, Susan Knight, director of the Senior Health Insurance Assistance Program of the Maryland Department of Aging, discusses how and whether to buy long-term insurance, what it covers, and more, 1 p.m., Pasadena Senior Center, 4103 Mountain Rd., Pasadena. Free; preregistration required. 410-222-0030.

ANNAPOLIS BRASS PERFORMANCES, a member of the Capital Brassworks gives free performances with a variety of trumpets using many musical styles, 9:30 and 11 a.m., Eastport-Annapolis Neck Library, 269 Hillsmere Dr., 410-222-1770, and 1:30 and 3 p.m., Broadneck Library, 1275 Green Holly Dr. 410-222-1905.

GLEN BURNIE SENIORS SAFETY PROGRAM, representatives of the county departments of health, police and fire and Partners in Care will distribute literature and discuss safety tips, including first aid and how to prevent falls; plus demonstrations of CPR and fire-prevention techniques, 9 a.m.-noon, Pascal Senior Center, 125 Dorsey Rd., Glen Burnie. Free. 410-222-6680.

ARNOLD DIVORCE LECTURE, "The Legal Aspects of Separation and Divorce," information about legal rights and procedures for obtaining a separation or divorce, sponsored by the YWCA of Annapolis and Anne Arundel County, noon-2 p.m., YWCA, 1517 Ritchie Hwy., Arnold. $ 5; preregistration required. 410-626-7800.

PASADENA SCIENCE SHOW, John Hadfield performs comedy, magic and music to show the relationship between science and everyday life, 1:30 and 3 p.m., Mountain Road Library, 4730 Mountain Rd., Pasadena. Free. 410-222-6699.

LASER EYE-SURGERY, information on laser-correction surgery by the University of Maryland Medical Systems Laser and Vision Correction Center, 10 a.m.-2 p.m., Arundel Mills, North Arundel Hospital storefront, between the Saks Off 5th store and Jillian's, 7000 Arundel Mills Cir., Hanover. Free. 410-787-4367.

PASADENA BRASS PERFORMANCE, a member of the Capital Brassworks performs with a variety of trumpets using many musical styles, 1:30 and 3 p.m., Mountain Road Library, 4730 Mountain Rd., Pasadena. Free. 410-222-6699.

-- Compiled by Sharon Fanning

Items are accepted from public and nonprofit organizations only and must be received at least 14 days before the Thursday publication date. Submit information to: Community Events, The Washington Post, 3 Church Cir., Annapolis, MD 21401. Include event name, dates, times, exact address, prices and a publishable contact phone number.

LOAD-DATE: July 18, 2002

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Copyright 2005 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD)

November 4, 2005 Friday

SECTION: ENTERTAINMENT; Pg. 17

LENGTH: 1247 words

HEADLINE: ANNAPOLIS BY CANDLELIGHT

BYLINE: MARGARET HORTON EDSALL, For Entertainment

BODY:

For centuries, architectural styles have fascinated designers, frustrated builders and captivated homeowners.

And as long as there is appreciation for artistic creation interpreted in stone, brick, wood and plaster, Classic Roman to Italianate, Greek to Revival, Georgian to Victorian and Mission to Foursquare will never go out of fashion.

If diverse architectural designs inspire your imagination and enrich your spirit, the 14th annual **Annapolis** by Candlelight tour is a not-to-be-missed experience. Tonight and Saturday evening, the Historic **Annapolis** Foundation will spotlight 11 of the city's finest historic homes, representing **three centuries** of residential building design, and all located within Historic District along Duke of Gloucester, Conduit, Cathedral and Charles streets. (A 12th home will be open to HAF members only.)

HAF President Gregory Stiverson hopes attendance for the tour will be better than ever.

"This is the one time in the year that we showcase what makes our town so special; the perfect time for everyone to see examples of 18th- to 20th-century homes, lovingly and carefully restored by private owners, not government or special interest groups.

"And, there is no better opportunity than on this occasion to learn how owners of historic properties have adapted them for 21st-century living," he said. "One of the things that makes Annapolis unique and gives visual interest to the streetscape is the restoration that can be seen on almost 600 residences, located within the city's central core. What homeowners have done on behalf of preserving Annapolis' past and America's cultural heritage greatly benefits the community at large."

Here's the line up for this year's tour. Tour-goers are welcome to view each home in whatever order they choose and at their own pace from 5 to 9 p.m. tonight and tomorrow.

Duke of Gloucester Street

No. 112 - Known as the Slayton House, this Georgian jewel - inspired by brick terrace houses, as they were called, in 18th-century England - was constructed for John Ridout between 1773-1774. It is one of three pre-Revolutionary connecting townhomes found along this street; together they are counted among the very few that still exist today in the United States. Over the centuries, updating and renovating efforts have respected the home's exquisite exterior and interior integrity, including its original flooring, ornamental plasterwork and trim.

Conduit Street

No. 76 - This residence, built in 1913 for George Wells, is an example of the American Foursquare style, popularized in the early 20th century by Sears Roebuck & Co.'s mail order construction kits. Its notable exterior features include a hip roof and a lovely front porch accented with Tuscan columns.

No. 84 - A modified Homestead style was the architectural design selected circa 1904 by its builders, Robert and Susie Chance. Many of its unique characteristics - the elegant front porch, decorated window surrounds and the dramatic second-floor bay window - have been retained over the years.

No. 90 - This unpretentious framed home, built between 1902 and 1903 by George and Martha Evans, is an example of the Vernacular Homestead style. Note its design difference from No. 84; one that stresses utility, function and comfort rather than ornamentation.

No. 109 - Erected between 1878 and 1885 for William Dadds, this charming residence, representing the Victorian Mansard style, features interesting roof detail, projecting dormers, and a decorative bracketed cornice. The front porch was added in the late 1890s.

Conduit Street

No. 134 _ Victorian Vernacular style, popular in urban framed dwellings of the late 19th century, is presented in this home. Built between 1891 and 1894 for the Stite family, the design incorporates fish-scale shingles into its roof pattern, a sunray motif in the upper floor cornice, and Tuscan wood columns across the front porch level. The interior is highlighted by a double parlor.

Cathedral Street

No. 9 - This residence, a fine example of Vernacular Federal style, was constructed between 1885 and 1891. The petite home is defined by a number of details including a fanlight above the front entrance. In 1966, the property was selected for placement on the National Register of Historic Places as part of the Colonial Annapolis Historic District.

Charles Street

No. 86 - This property, built by German immigrant Christian Dammeyer between 1886 and 1891 for rental housing, features the Victorian Italianate style. Elaborate detailing, including decorative moldings and scrolled brackets embellish its wood sided exterior.

No. 91 - This fashionable dwelling, expressing the ornate Queen Anne style, was constructed in 1880 for Charles and Mary Murphy. Among its notable exterior features are a striking bay window with bracketed decoration and charming covered front entrance.

No. 124 - This historic property was built in 1740 for use as a shop by Jonas Green, publisher of the Maryland Gazette. Anne Catherine Green oversaw the business for eight years following her husband's death in 1767. In addition to being named public printer of Maryland, she was also the first woman in America to edit a newspaper. The site operated as Annapolis' post office until 1764. Its Georgian style design includes interesting exterior details such as a gambrel roof and brick end walls. Many original refinements remain within the structure's interior such as the random-width wood floors, decorative trim and recessed wainscoting.

No. 131 - Erected between 1773 and 1774 for William Adams, this stately Georgian design home presents classic characteristics of this English-inspired type of architecture, including perfectly symmetry and detailed brickwork. The dwelling has received exterior and interior modifications to the original plan, starting back in the late 1800s.

Annapolis by Candlelight tour buttons, which must be visible for admission into each participating property, can be purchased at the HAF Museum Store, 77 Main St., today and tomorrow from 10 a.m. to 8 p.m., and at the William Paca House, 186 Prince George St., from 10 a.m. to 5 p.m.

Along with each button, tour-goers receive a program book and map. For information, call the Museum Store: 410-268-5576

Tour-goers should note that Annapolis by Candlelight is a self-guided walking activity, occasionally along brick sidewalks and unevenly paved streets. Wear comfortable, flat-heeled shoes and bring along a flashlight and umbrella. No photography of the homes' interiors is permitted.

Parking is available from 4 to 10 p.m. at the Gotts Court Garage (enter on Calvert or Northwest streets) and the Hillman Garage (enter on Duke of Gloucester or Main Street). A flat rate of $2 will be charged each evening.

Also, 11 restaurants will offer special dining discounts ranging from 10 to 20 percent off both nights. Buttons must be shown to receive discounts.

For information, call 410-267-8146.

WHAT: 14th Annual "Annapolis by Candlelight" Tour

WHERE: Historic District

WHEN: 5 to 9 p.m. tonight and tomorrow

ADMISSION: $35 each night; $25 each night for Historic Annapolis Foundation members and volunteers

HANDICAPPED: Homes on the tour are not accessible

MORE INFO: 410-267-8146

WEB SITE: http://www.annapolis.org

LOAD-DATE: November 7, 2005

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The Capital (Annapolis, MD)

June 11, 2006 Sunday

SECTION: INSIDE; Pg. D6

LENGTH: 1477 words

HEADLINE: Good deeds!: CRAB thanks merchants for donated goods

BODY:

EDITOR'S NOTE: If you'd like to acknowledge a good deed, write us in fewer than 300 words at The Capital, P.O. Box 911, Annapolis, MD 21303 or e-mail capletts@capitalgazette.com.

I am privileged to run Chesapeake Region Accessible Boating. I hope you will please help me pass on my thanks to the Annapolis merchants who filled my living room with donated merchandise over the last several months and to the many people who came to the party to take all that wonderful stuff away.

Our third annual Back Creek CRAB Party at Port Annapolis Marina on May 7 was a success, netting over $13,000 for our program that provides sailing opportunities for people with disabilities and their families.

CRAB has been growing in Annapolis for 15 years because of the wonderful support of our community. I say a huge heartfelt "thank you" to everyone who has ever made a contribution, supported a fund-raiser, donated a boat, or taken advantage of what we offer - the opportunity to discover the joy of sailing for people with disabilities.

DON BACKE

Executive Director, CRAB

Annapolis

Appreciative bridge walker

Thanks to all those who worked to make Bay Bridge Walk on May 7 a success. This was our first time to participate and my family traveled from Lancaster, Pa., for the day. Needless to say, we just had a blast. We parked at Anne Arundel Community College and found the shuttle busses to be very efficient. It was obvious that many local, state and federal agencies all worked very hard to make this a safe and enjoyable event. I liked the ban on roller blades, bikes, skateboards, loud music, etc., because it made the walk more family friendly. The presence of the many police officers was reassuring, but not overbearing. In fact, one of the officers on the span even snapped a family photo for us. We really enjoyed the scenery and the beauty of the Chesapeake Bay from the bridge. It's something you just can't appreciate from your car window like you can when you're walking along. We took our time and covered the 4 ½ miles in around 2 ½ hours and we appreciated the water breaks that were provided. The only minor suggestion for next time is to place the food/beverage vendors at the finish line because my two teenagers would have purchased some snack items while waiting for the shuttle to take us back to the parking area.

Again, thanks so much for your hospitality.

DANIEL E. MELLINGER

West Chester, Pa.

Musical thanks

The Severna Park High School Marching Band has been a fixture in this community for decades. Last October a reunion was held to celebrate the band's history and to honor its director of 38 years, R. Thomas Powell. More than 170 alumni spanning four decades of Severna Park grads, and traveling from throughout the U.S., gathered to participate in the reunion.

Dick Powell and his wife, Joan, have been the passionate, caring core of the SPHS Band for 38 years. (Not that anyone would call Dick warm and fuzzy...no, it's been more of a tough love kind of thing.) Their commitment to the youth of Severna Park has been exceptional and has created a legacy of excellence that has inspired students, parents, and colleagues over the years.

Dick's talent for teaching kids to strive for and attain excellence in the field of music is tied to his understanding that hard work, determination, and commitment to each other will produce positive results for any group of people. He also understands the importance of opportunity and the band has been open to most any kid willing to come to practice every day. At the reunion, everyone had something to say about how meaningful their experience in the band had been and much of that meaning derived from having the opportunity to participate, being pushed to work hard, and learning to work together.

Severna Park's youth are fortunate to have had such a talented teacher as Dick Powell in their midst for so long, sharing life lessons along with instruction in music and marching. The community created by Dick and Joan, countless generations of supportive band parents, and thousands of music students is one that will be celebrated for many years to come. Thanks Mr. Powell, SPHS!

BETSY POWELL

Drum Major, SPHS Class of 1981

Northampton, Mass.

Planting thanks

On behalf of the Historic Annapolis Foundation, I would like to thank the many volunteers and staff members that helped make the 2006 William Paca Garden Plant Sale a success. Volunteers spent hundreds of hours during the past year choosing, propagating and growing the plants to sell. Their efforts culminated in atwo-day event over Mother's Day weekend, selling more than $20,000 worth of plants. The proceeds will go to support the Historic Annapolis Foundation. Almost 100 customers were waiting when we opened our doors at 10 a.m. on Saturday and William Paca Garden volunteers and staff members worked many hours helping them with their plant purchases. This event could not have been the success that is was without the dedication, enthusiasm and hard work of the volunteers and staff who supported it.

MOLLIE RIDOUT

Director of Horticulture

Historic Annapolis Foundation, Inc.

Annapolis

Maritime gratitude

I would like personally thank Annapolis Mayor Ellen Moyer, Brandan Curley and the mayor's special assistant, Karen Engelke for facilitating the first United States Maritime Literature Awards' ceremony in Annapolis.

Additionally, I would like to thank The Capital newspaper reporter, Earl Kelly, for writing an excellent article about the winning writer and naval historian, Thomas J. Cutler. Mayor Moyer's promotion and activism in bringing this awards ceremony deserves recognition and appreciation. One final class act by Mayor Moyer was her personal invitation to be with her on the USS Sequoia, the former presidential yacht that served 12 U.S. presidents. Thank you Mayor Moyer for sharing your Maryland Maritime Heritage with two guests from out of town.

Capt. RICHARD LAMB

United States Maritime Literature Awards, Founder

Fulton, TX

Thanks kitchen workers

The contemporary Kitchens of **Annapolis Tour** on April 21 was a most successful event and we would like to thank the many restaurants, stores and florists and docents whose donations made it so wonderful. In addition, homeowners throughout the Historic District opened their doors to the many enthusiastic ticket holders.

Gov. and Mrs. Ehrlich's generosity in showcasing the kitchen at Government House provided one of the highlights of the tour. Other unusual viewing opportunities included The Eleanor, a John Trumpy yacht once owned by Howard Hughes ,and a Winnebago Vectra.

A related event on Saturday, a Kitchen Design Seminar, offered participants the opportunity to meet and talk directly with some of the area's finest kitchen designers, builders and vendors. Their commitment and involvement were critical to both the success of the tour and the seminar.

The tour was sponsored by the William Paca Society, which is an affiliate group of Historic Annapolis Foundation. All proceeds are for the restoration of the colonial kitchen at the William Paca House, a historic landmark managed by Historic Annapolis Foundation.

NANCY FARMER

TRICIA HERBAN

Co-Chairs, Historic Annapolis Foundation

Annapolis

Jamming with Jamnesty

On June 2, more than 300 students, parents, teachers and grandparents came together to jam and enjoy the concert sponsored by the Annapolis High School Amnesty chapter.

Jamnesty was the brain child of Gili Karev and Nathan Humprey who together with their group organized eight different bands to come together and play for the sake of peace and unity in the world. With a huge banner stating: "IMAGINE - nothing to kill or Die for" it is refreshing to see a group of young people being passionate about a cause we all should listen to. Five hours of good old fashion music and fun were had by all. It was wonderful to see all of the young local musical talent that contributed to the evening. The bands were Tory Tullier, Chump, Polyester, Think, J-Money, Tabila Rasa, Ideal Kings and the Boston group of 4th till Morning.

Almost $3,000 was raised to support women and children's rights around the world. After each bands session - the students from the Amnesty group read short articles highlighting the activities of Amnesty International. Articles were read about women's rights, child abuses, sex trafficking and political prisoners.

This was the first year that Jamesty was staged by the High School group, and hopefully will be a continuing tradition at Annapolis High School. It brought together the young and old community to honor and enjoy its local musical talent. In these days of teen rebellions and negative influences that affect our youth - Jamnesty was a perfect example of how a High School can and did offer a wonderful social activity for Friday night. Three Cheers to the Annapolis High School Amnesty group, you all did a Bang up job.

HILDY KAREV

Annapolis

LOAD-DATE: June 12, 2006

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The Associated Press State & Local Wire

September 1, 2006 Friday 4:09 AM GMT

SECTION: STATE AND REGIONAL

LENGTH: 720 words

HEADLINE: Annapolis walking tour details African American history

BYLINE: By LAUREN WISEMAN, The Washington Post

DATELINE: ANNAPOLIS Md.

BODY:

On an unseasonably warm day, Lynn Connor arrived at the Kunta Kinte-Alex Haley Memorial in Annapolis dressed in authentic Colonial garb and cheerfully announced she would be the guide on a 200-year journey through black history from City Dock to State Circle.

The African American Walking Tour begins its historical journey in 1767, when Kunta Kinte is said to have arrived at City Dock on the slave ship Lord Ligonier. Winding through the narrow streets of **Annapolis, the tour** ascends to State Circle and concludes on Lawyers Mall, at a memorial to Thurgood Marshall. In 1967, Marshall became the first African American justice on the U.S. Supreme Court 200 years after Kinte landed at City Dock.

This is the first year Watermark, an **Annapolis tour** guide company, and the Kunta Kinte-Alex Haley Foundation have partnered to create an informative look at the history of African Americans and their contributions to **Annapolis. The tour** runs on Saturdays until Sept. 30.

Dressed in a white bonnet, ruffled shirt, gray sweater vest, a wine-colored cape and a long prairie skirt and carrying a wicker basket, Connor began the tour by spending time at the Kunta Kinte-Alex Haley Memorial, a three-part site: a sculpture of Alex Haley reading to children of various ethnicities, a story wall with quotes from Haley's book "Roots" and a compass rose next to the Market House.

"Kunta Kinte's arrival in Annapolis represents the slave era, when millions of African men, women and children were captured, sold as slaves and often traded for tobacco," Connor said, holding up a copy of an article from the Maryland Gazette advertising slave sales in Annapolis.

Connor then led the group across the street to Middleton Tavern, where slaves were auctioned. "About one-third of the population of Annapolis was African American in the late 18th century," Connor said, noting that the ratio is the same as today. "Twenty-five percent of households owned at least one slave," she said.

Connor stopped at the Waterfront Warehouse, a small, white, brick colonial at Pickney Street and Market Space. Inside was an 18th-century model of Annapolis and tobacco curing on the back wall. The warehouse stored tobacco from nearby plantations before it was traded for slaves at the dock.

Next, Connor led the group by a series of historic houses on Prince George and East streets. At each stop, she told a tale that highlighted black life in Annapolis in the 18th or 19th century. The Patrick Cragh House was owned by John

and Lucy Smith, successful black businesspeople in town. The Georgian-style James Brice House was where archaeologists found African hoodoo religious artifacts in the kitchen walls. The William H. Paca House was the home of one of the signers of the Declaration of Independence, who owned at least 11 slaves. And 91 East St., the former Galilean Fisherman School, was the first public school for blacks; it was built by black Methodists.

By that point in the tour, Connor had covered history through the mid-1800s. The tour group stood midway between the dock and State Circle on a sloped hill. The masts from the boats in the harbor were visible from atop Fleet Street.

"When the slaves were freed, many African Americans were able to buy homes on Fleet Street," Connor said. "And it was home to the Ideal Hotel, the only African American inn."

Connor led the group up the hill approaching the final landmarks. Outside the Old Treasury Building, Connor displayed a 19th-century "bill of credit" from her basket, the only money in the colonies that was backed by the Bank of England. She pointed to the 200-foot white-cypress-planked dome of the State House, built by slaves.

After winding around Church Circle, Connor led the group to the Thurgood Marshall Memorial in front of the Court of Appeals. The 71/2-foot-tall bronze statue sits under the words "Equal Justice Under Law" etched into two stone pillars. Marshall's most famous case, Brown v. Board of Education, led to school desegregation and is represented by statues of two children sitting on a bench. On another bench sits a statue of Donald Murray, a Marshall client who become the first black admitted to the University of Maryland law school.

"And this concludes our 200-year history lesson," Connor said.

Information from: The Washington Post, http://www.washingtonpost.com

LOAD-DATE: September 2, 2006

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The Capital (Annapolis, MD)

June 3, 2007 Sunday

SECTION: ARUNDEL; Pg. D1

LENGTH: 574 words

HEADLINE: Thank You!: Please thank teachers

BODY:

EDITOR'S NOTE: We reserve this space for readers to publicly say thanks to Good Samaritans. If you'd like to acknowledge a good deed, write to us in fewer than 300 words at The Capital, P.O. Box 911, Annapolis, MD 21404 or e-mail: capletts@capitalgazette.com

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The week of May 6 through 12 was Teacher Appreciation Week where we honored all the teachers in our county schools.

Many education leaders suggest that the best way to improve education in this country is to give teachers the status, support and recognition they genuinely deserve. The Anne Arundel County Council of PTAs agrees wholeheartedly with this statement.

We are joining a nation of PTAs to focus attention on the outstanding work of our public school teachers.

Their dedication and expertise form the cornerstone of our nation's education system. Teachers are there for our children, often under trying circumstances with less than ideal support.

Without the hard work of teachers, the scientists, artists, and political and social leaders in this country would not be among the best in the world.

We encourage every PTA in Anne Arundel County to honor all the hard working teachers in their schools.

You can make the whole year something special for the teachers by writing thank you notes, hanging thank you banners in the school hallways, or having a luncheon for the teachers and school staff. We encourage the PTAs to be creative and include the students in celebrations by having them make thank you cards, or by suggesting each student bring in one flower to create a beautiful bouquet for their teacher.

Finally, we want to thank each and every teacher in Anne Arundel County for all their hard work and dedication to our children.

ANITA V. OWENS

President, Anne Arundel County Council of PTAs

Kitchens tour

The recent 2007 Kitchens of **Annapolis Tour** benefiting Historic Annapolis Foundation's William Paca House was an outstanding success due to the efforts of a dedicated corps of volunteers and two special community partnerships.

The Banneker-Douglass Museum not only served as a hospitality site, but also as a venue for entertainment. And museum volunteers used recipes from their cookbook to provide tastings of ginger beer, fruit cake and sausage balls.

The Loews Annapolis Hotel was equally supportive, offering tours of the banquet kitchen hosted by Executive Chef Allison Trinkle. Samples of Artichoke Crab soup were served and, in addition, the hotel donated a dinner for two at Breeze restaurant to the event's Best of Annapolis Raffle.

A group of dedicated kitchen, construction and interior design professionals and suppliers devoted months to planning and presenting a Kitchen Design Seminar for over 100 participants. Their dedicated efforts played an integral part in the success of the day.

With the additional involvement of restaurants, florists and homeowners, the Tour this year raised over twice the proceeds of last year.

NANCY C. FARMER

TRICIA HERBAN

Annapolis, Co-Chair

Children's Fair

We are truly grateful for all of the love, help and support from our friends who were involved with the Children's Fair. Our sincere appreciation to The Big Vanilla Athletic Club for hosting this wonderful event; Camp Blaze for putting it all together; WNAV for their participation and the many workers and volunteers who gave their time and effort for a good cause. It is nice to know that so many people really do care. Thank you again, everyone.

TERRY and JOEY

LOMBARDO

Arnold

LOAD-DATE: June 4, 2007

Exhibit I

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Copyright 2002 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD)

October 13, 2002 Sunday

SECTION: FRONT; Pg. A1

LENGTH: 490 words

HEADLINE: Researchers find 122 slave soldiers

Group's goal:add slaverlyl info to local tours

BYLINE: KIMBERLY MARSELAS, Staff Writer

BODY:

After spending six months researching slavery's roots in Anne Arundel County, officials with the Kunta Kinte-Alex Haley Foundation hope to make the tourism industry better reflect the region's colorful past.

For too long, they say, tours of the county's must-see destinations focused only on the lives of its white inhabitants.

But now, armed with tales of the U.S. Colored Troops, dozens of family trees from local African-American residents and facts about more than 85 slavery sites, foundation President Leonard Blackshear said it's possible to include diversity in most sightseeing trips.

"For a long time, people have been saying there are no stories," he said, thumbing through a 25-page compilation of slave history. "If you look at this, you can see there are quite a few stories in this area."

At a roundtable discussion last month, Mr. Blackshear and project manager Judith Cabral distributed the compilation, "The Many Faces of Slavery," to about 50 tourism, education and government officials.

The research and the roundtable are part of a yearlong, $100,000 project to develop and promote cultural tourism in the Annapolis, London Town and South County Heritage Area. The work is funded by the Maryland Historic Trust and the foundation.

In addition to providing some basic facts about slaves in the heritage area - such as their names, what kind of work they did and who owned them - the roundtable tried to make clear that including discussion about slavery in the tourism industry is acceptable in today's climate.

"It makes sense, not just because it's politically correct, but because it's smart economically," said Melanie Suggs, president and chief executive officer of the Annapolis and Anne Arundel County Conference and Visitors Bureau. "It's giving whites and blacks permission to talk about something that isn't always comfortable to talk about, but the stories are real and they're engaging. People want to hear them."

In fact, Ms. Cabral said, tourists coming to see the recently dedicated Kunta Kinte-Alex Haley Memorial at City Dock are clamoring for more information about the county's earlier black residents. The foundation has begun matching tourism companies with governmental organizations and educational resources to meet the demand.

Paula Fishback, owner of **Three Centuries** Tours, said she'll start incorporating more African-American history when the next walking tour season starts in March.

Her **Annapolis** guides will study some of the foundation's findings during the off-season so they can incorporate facts about diverse historical figures at nearly every stop, rather than just pointing out memorials to Mr. Haley or Thurgood Marshall on the way to another destination.

"It's about knowing what's there if you're asked or if a particular group wants you to elaborate," she said. "There are so many stories here you can intertwine."

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kmarselas@capitalgazette.com

LOAD-DATE: October 14, 2002

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Copyright 2002 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD)

December 20, 2002 Friday

SECTION: INSIDE; Pg. A10

LENGTH: 649 words

HEADLINE: CALENDAR

BODY:

TOMORROW'S EVENTS

BREAKFAST WITH SANTA, by Talent Machine Company, buffet 8:30 a.m., performance 9 a.m., Buddy's Crabs and Ribs, 100 Main St., downtown Annapolis. 410-956-0521.

MOVIE THEATRE, 9 a.m., Stanton Community Center, 92 W. Washington St. 410-295-5519.

THRIFT SHOP, Parkwood Christian Outfitters, 9 a.m.-noon, Parkwood United Methodist Church, 35 Mayo Road, Edgewater. 410-956-2510.

THRIFT SHOP, by South Shore Baptist Church, 9 a.m.-1 p.m., Herald Harbor Road, Crownsville. 410-923-6900.

RESALE CLOTHING BOUTIQUE, to benefit Partners in Care, 10 a.m.-4 p.m., First Mariner Plaza, Ritchie Highway and White Road, Severna Park. 410-544-0568.

THRIFT STORE, by Severna Park Center, 10 a.m.-2 p.m., 714 Baltimore Annapolis Blvd. 410-647-0976.

THRIFT SHOP, by St. Luke's Episcopal Church, 10 a.m.-3 p.m.,1101 Bay Ridge Ave. 410-268-5419.

RESALE SHOP, Chesapeake Treasures, to benefit Hospice of the Chesapeake, 10:30 a.m.-5 p.m., Park Plaza Shopping Center, 558-D Ritchie Highway, Severna Park, 410-384-9260.

ADOPTION FAIR, cats and kittens, 11 a.m.-3 p.m., Petsmart, 160 Defense Highway. 410-798-9559.

MUSICAL, "Cinderella," by Children's Theatre of **Annapolis**, 2 and 7:30 p.m., Pascal Center, Anne Arundel Community College, 101 College Parkway. 410-757-2281.

PERFORMANCE,"Holiday Show," by Talent Machine Company, 2 and 7:30 p.m., Key Auditorium, St. John's College, 60 College Ave. 410-956-0521.

TOUR **ANNAPOLIS**, by **Three Centuries** Tours, 4 and 7 p.m., 48 Maryland Ave. 410-263-5401.

ICE SHOW, "Nutcracker Suite," 5:30 p.m., Quiet Waters Ice Rink, 600 Quiet Waters Park Road.

LIGHTS ON THE BAY, to benefit Anne Arundel Medical Center, 5-10 p.m., Sandy Point State Park, off Route 50 at the Bay Bridge. 410-295-3161.

MUSICAL, "A Christmas Carol," doors 6 p.m., buffet 6:30 p.m., show 8 p.m., Chesapeake Music Hall, 339 Busch's Frontage Road off Route 50. 410-626-7515.

CONCERT, by Chesapeake Youth Symphony Orchestra, 7 p.m., Maryland Hall, 801 Chase St. 410-263-2664.

LIVING NATIVITY, in English at 7 and 7:30 p.m., in Spanish 8 p.m., Heritage Baptist Church, 1740 Forest Drive. 410-263-6680.

CLASSIC SERIES, "Handel's 'Messiah'," by Annapolis Chorale, 8 p.m., St. Anne's Episcopal Church, 199 Duke of Gloucester St. 410-263-1906.

TOMORROW'S MEETINGS

ALCOHOLICS ANONYMOUS, 410-268-5441 for sites and times.

AL-ANON, for families of alcoholics, 410- 766-1984 for sites and times.

CHEMICALLY DEPENDENT ANONYMOUS, 410-295-3009 for sites and times.

NARCOTICS ANONYMOUS, 800-317-3222 for sites and times.

FOOD ADDICTS IN RECOVERY ANONYMOUS (FA), a 12 step program, 8 a.m., Room 310, Arundel Center, 44 Calvert St. 202-216-2119.

ANNAPOLIS APPLE SLICE, group for Macintosh and Apple computer users, 9 a.m., Severna Park Library, 45 McKinsey Road, Severna Park. 410-266-9752.

OVEREATERS ANONYMOUS, 9 a.m., Spa Creek Center at Genesis Eldercare, 35 Milkshake Lane. 410-216-9444.

GREY SHEETERS ANONYMOUS, 12-Step Weight Loss Program, 9:15 a.m., Kelly's Wellness Center, 401 Headquarters Drive, Millersville. 301-405-6424.

CELEBRATE RECOVERY, a Christ-Centered 12-Step addiction recovery program, noon, Bay Ridge Christian Church, 1971 Bay Ridge Road. 410-263-2992.

ANNAPOLIS STROKE CLUB, 1 p.m., Annapolis Senior Hi-Rise, 701 Glenwood St. 410-263-6982.

VULVAR PAIN SUPPORT GROUP, 1:30 p.m., Crofton Library, 1657 Crofton Centre, Routes 3 and 424, Crofton. 410-721-1583.

BUSY BEAVERS 4-H CLUB, 2 p.m.. Call 410-266-5951.

SPEAKER'S PROGRAMS, by Healing Arts Alliance, Unitarian Universalist Psi Symposium, Institute of Noetic Sciences, 2 p.m, Fahs House, Susan B. Anthony Room, Unitarian Universalist Church, 333 Dubois Road. 410-266-5447.

PARTNERS OF SURVIVORS ANONYMOUS, 4:30 p.m., Renewal and Recovery Center, 2525 Riva Road. 757-5772.

ANNAPOLIS TRADITIONAL DANCE SOCIETY, 7:30 p.m., Fraternal Order of Police Hall, Route 178, Crownsville. 410-224-8488.

LOAD-DATE: December 20, 2002

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Calgary Herald (Alberta, Canada)

August 2, 2003 Saturday Final Edition

SECTION: Travel; Pg. TS01 / FRONT

LENGTH: 1534 words

HEADLINE: A haven for seafoodies & sailors: That's the state of Maryland in a crab shell

SOURCE: For the Calgary Herald

BYLINE: Theresa Schadeck-Storm

DATELINE: MARYLAND

BODY:
Crab cake heaven and great eats. Lighthouses, skipjacks and all things nautical. Historic inns, B&Bs and living history. These are just some of the treats that await you in the tiny mid-Atlantic state of Maryland.

Sluiced north to south nearly in two by Chesapeake Bay, Maryland's tidal waters cover 4,470 square kilometres of the state and lap the shore of 16 of 23 counties.

It's no wonder the Chesapeake shapes more than just the landscape in this state.

Chesapeake Bay permeates the history and culture of Marylanders and always has, from the days of early colonists some 400 years ago.

The Chesapeake, derived from an Algonquin word meaning "great shellfish bay," lives up to its etymology. In this protected estuary, oysters, blue crabs, clams and more than 200 species of fish abound -- truly a seafood lover's fantasy.

Seafood platters aside for the moment (we'll soon get to Chesapeake cuisine), the best place to begin exploring the bay's nautical wonders is the Chesapeake Bay Maritime Museum on Maryland's Eastern Shore.

Dedicated to preserving the heritage and culture of the bay, the seven-hectare museum complex overlooks the waterfront in historic St. Michaels.

Nine exhibit buildings, the world's largest collection of traditional Bay boats and an 1879 Hooper Strait Lighthouse bring to life the story of the bay and its people.

Here we learn Chesapeake Bay, between six and 48 kilometres wide and 314 kilometres long, is the largest of the United States' 130 estuaries -- a semi-enclosed basin where river fresh water mixes with ocean salt water.

It's also the heart of a major migratory flyway for Canada geese, ducks and swans.

A beautiful waterfowl decoy collection illustrates how talented Bay craftsmen pay homage to the annual fall migration. Carving is a longstanding tradition here: fishermen at sea whittle away the time in bad weather.

On Waterman's Wharf, a typical crabber's shanty, test your skill as a Bay waterman (as fishermen are known in these parts). Pull up a crab pot, nipper for oysters or tend the soft-shell crab shedding tank (yup, they shed!).

If this gets you hankering to try oystering and crabbing for real, head for itsy-bitsy Tilghman (pronounced Tillman) Island, accessible by road.

Just five kilometres long and two kilometres wide, this agricultural isle is home to about 900 souls, many of them third- and fourth-generation. It is charmingly lost in time, which suits the monarch butterflies that stop here on their annual migration to Mexico.

At the docks, we hook up with veteran waterman Capt. Ed Farley to learn the finer points of dredging oysters and crabbing.

Passing huge nesting ospreys atop marina pylons, we set sail on the skipjack Herman M. Krentz, a made-in-Maryland sailboat used traditionally for oystering, although only a few are used for harvesting the mollusks today. Perhaps that's because few oysters, relatively speaking, are left to harvest.

Farley, an oyster waterman since 1972, tells us they used to harvest two million bushels per year. Now it's down to 250,000 litres. Not due to overfishing, he says, but to a parasite.

Dropping anchor above one of the richest oyster beds, the bivalves' breeding ground, Farley demonstrates the art of tonging -- bringing the oysters up by hand. Remarkably, 65 per cent of commercial oystering is done this way.

Crabbing is a different kettle -- or pot -- of fish. Hard-shelled crabs are baited with clams into crab pots or onto a seafloor trotline, tempted every couple of metres by delicacies such as bull lips and chicken necks.

As Farley hauls aboard a pot to show us Maryland's famous blue crabs, instantly I see why they are called "beautiful swimmers." The feisty crustaceans are a gorgeous robin's-egg blue; the females are especially fetching. Sporting red pincers, it looks as if they are wearing nail polish.

Although I have no desire to chomp into these particular beauties, I am ready for a Chesapeake Bay feast.

Proprietor and executive chef David McCallum at the Tilghman Island Inn, an intimate waterfront resort, soon exceeds my wildest seafood fantasies. Chesapeake soft-shell clams flash-fried in Japanese bread crumbs with remoulade sauce, tempura-fried soft-shell crabs with a lemon Cajun sauce and, of course, Maryland crab cakes in citrus beurre blanc.

On the world culinary scene, crab cakes are Maryland's claim to fame. Although on the menu state-wide, not all crab cakes are created equal. Here's a tip locals shared with us: look for "jumbo lump" cakes, which are almost entirely back-fin lump meat with little filler and no shell.

I am not surprised to learn Gourmet Magazine featured the inn's signature dish, Oysters Choptank. Plump oysters in a Pernod-scented champagne cream sauce with baby spinach in a puff pastry shell are oh-so-divine. The inn has also received Wine Spectator awards of excellence several years running.

Needing to work off some of the calories, the next morning we head to Annapolis, Maryland's capital and second-largest city, on the other side of the bay.

It's time for more sailing -- this time with a sailing school just for women, appropriately named Womanship. Since Annapolis is hailed as the "sailing capital of America," this, I figure, is the best place for a landlubber to learn port from starboard.

I am joined by three students whose experience ranges from sailing 31 years to one who, like me, has never sailed.

Soon we are performing hands-on tasks under the expert tutelage of instructor Marybeth Manogue, even managing to get the boat out of the slip and into Chesapeake Bay.

Manogue's motto: "Before you make your move, think."

Good advice. We quickly discover the wind and other things can quickly change, requiring the skipper (we take turns) to constantly make decisions and for us to work as a team. We have a few scary moments and many exhilarating ones.

Late in the afternoon, we sail triumphantly past the Thomas Point Shoal lighthouse in the middle of the bay.

While Annapolis is soaked in maritime history, back on terra firma I learn there are more intact 18th-century colonial buildings here than in any other U.S. city.

In the heart of the three-century-old historic district, I find my stately brick Georgian bed and breakfast. A plaque on the outside wall informs passersby the Two-O-One B&B was part of the Brice Estate. In 1698, John Brice, from England, was a local gentleman, merchant and planter.

By the next morning, I feel as if I have stepped into the shoes -- or would that be high-buttoned boots? -- of well-to-do lady in a bygone era. It is fitting, then, that guide Luise Fiebig, with Three Centuries Tours of Annapolis, is attired in colonial garb for our historical walking tour.

The first thing we learn is the city was literally designed around Church and State. Narrow streets radiate, in a wagon-wheel pattern, from Church Circle and State Circle.

Nearing the Maryland State House, Fiebig tells us it served as the nation's first peacetime capitol before Maryland ceded the land to create Washington, D.C., in 1800.

The State House has been in use since its completion in 1779. It is crowned by a striking white wooden dome, the largest in the U.S. Its flagpole was originally one of Ben Franklin's lightning rods.

In the Old Senate Chamber, a plaque marks the spot where, in 1783, General George Washington resigned his commission as commander-in-chief of the Continental Army to pursue his farming dreams. Six years later, he became the first president of the United States.

Other historic sites include the homes of four signers of the Declaration of Independence. At the Annapolis City Dock, a plaque memorializes the arrival of African slave Kunta Kinte, ancestor of Roots author Alex Haley, to whom tribute is also paid in a statue.

Annapolis is also home to two the United States Naval Academy and 307-year-old St. John's College, the third-oldest college in the U.S.

Seafood, sailing, quaint bayside towns and tons of history. That's the charming state of Maryland -- in a crab shell.

IF YOU GO

Getting there:

- Air Canada Jazz flies to Baltimore and Washington (Dulles International and Reagan National airports), www.aircanada.ca/e-home.html.

Things to do:

- Chesapeake Bay Maritime Museum, Mill Street, St. Michaels, 1-410-745-2916, www.cbmm.org.

Skipjack tours with lively and informative Capt. Ed Farley on the Herman M. Krentz, 1-410-745-6080.

- Enjoy lighthouse tours (inaccessible by land), sightseeing trips and champagne sunset sails aboard the Lady Patty from Tilghman Island. Call 1-800-690-5080 or 1-410-886-2215 for reservations and schedule, www.sailladypatty.com.

- Three Centuries Tours of Annapolis runs two- to two-and-a-half-hour walking tours twice daily. Call 1-410-263-5401, www.**annapolis-tours.**com.

Take guided or self-guided walking tours of the United States Naval Academy. Call ahead to confirm tours are being offered. All visitors must show photo ID, such as a driver's licence or passport, before entering. 1-410-263-6933, www.usna.edu.

More information:

Call Maryland Tourism toll free at 1-877-333-4455 or 1-800-719-5900. On the Web, visit www.mdisfun.org and www.mdwelcome.org.

GRAPHIC: Colour Photo: Herald Archive, CanWest News Service; Maryland is world-renowned for its crab cakes. Bay watermen -- the locals' term for fishermen -- entice the crustaceans into crab pots with clams.; Colour Photo: Calgary Herald Archive; The Boston, Mass.-based Liberty Clipper took part in The Great Chesapeake Bay Schooner Race in 2002. The race was founded to promote public awareness of the Chesapeake Bay's maritime heritage and to encourage the preservation of the bay's natural resources. Preservation is part of Chesapeake Bay's history. In 1829, two of the earliest conservation laws in the country were put in place to protect the rich oyster fields.; Colour Photo: Theresa

Schadeck-Storm, for the Calgary Herald; A ship's figurehead -- Miss Freedom -- in the Maritime Museum at Chesapeake Bay.; Colour Photo: Theresa Schadeck-Storm, for the Calgary Herald; A student takes the wheel on a Womanship sailing trip.; Photo: Theresa Schadeck-Storm for the Calgary Herald; Luise Fiebig, wearing a colonial costume, guides visitors on a walking tour of Maryland's historic sites.

LOAD-DATE: August 2, 2003

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Star-Telegram
Found on DFW.com
Fort Worth Star Telegram (Texas)

December 14, 2003, Sunday FINAL EDITION

SECTION: SUNDAY TRAVEL; Pg. 3H

LENGTH: 335 words

HEADLINE: AROUND THE U.S. IN 30 DAYS

BYLINE: CHARLES CAPLE; Star-Telegram Staff Writer

BODY:

Dec. 19-21

Christmas Candlelight Tour of Annapolis. Join guides dressed in Colonial attire who'll take you on a candlelight stroll through the historic streets of Annapolis, Md. Reservations required. Three Centuries Tours of Annapolis, (410) 263-5401, www.annapolis-tours.com.

Now through Dec. 31

Christmas New Orleans Style. Visit historic homes decorated in high style, join the "feux de joie" (fires of joy) bonfires Christmas Eve that the Cajuns set on the banks of the Mississippi to guide "Pappa Noel" to their homes, shop at holiday bazaars, enjoy caroling in Jackson Square, Faubourg Marigny and along the river. (800) 672-6124 or www.neworleanscvb.com.

Now through Jan. 11

The Cleveland Museum of Art has opened "Jasper Johns: Numbers," an exhibition of 39 of the artist's works using numbers. Also at the museum, "Drawing Modern: Works From the Agnes Gund Collection," which contains 65 works by 57 20th-century artists, including Johns. The museum's address is 11150 East Blvd. (216) 421-7350, www.clevelandart.org.

Now through Jan. 4

Twinkly Virginia Beach. Drive on the boardwalk, surrounded by holiday lights, where there will be surfing Santas, dolphins and a nautical-themed holiday show that runs along the 2-mile-long beach. Festival hours are 5:30 to 10 p.m. Sunday-Thursday and 5:30 to 11 p.m. Friday and Saturday. Cost is $9-$10 per car. (757) 491-7866,

www.vbfun.com.

Now through Feb. 8

"Elegant Innovations: American Rookwood Pottery, 1880-1960." This is the first public display of the Gerald and Virginia Gordon collection of Rookwood pottery, an impressive assortment of styles spanning the 80 years the pottery was made until the Cincinnati company closed in 1960. Philadelphia Museum of Art, Benjamin Franklin Parkway at 26th Street, Philadelphia. (215) 763-8100, www.philamuseum.org.

-PHOTO-
1. Photo: PHILADELPHIA MUSEUM OF ART /GRAYDON WOOD
1920s Rookwood bottle at the Philadelphia Museum of Art

LOAD-DATE: December 12, 2003

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Copyright 2004 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD)

September 22, 2004 Wednesday

SECTION: ARUNDEL; Pg. C1

LENGTH: 494 words

HEADLINE: Notice something different? The season just changed

BYLINE: VANESSA FRANKO, Staff Writer

BODY:

The signs of autumn are here - tourists milling around Annapolis, puny pumpkins in farm fields that got too much rain over the summer and the lingering threat of tropical storms.

At 12:30 p.m. today it became official, when the autumnal equinox ushered in the season.

The fall outlook is good for gardeners and homeowners looking to spruce up their yards before winter arrives.

"It's been a good year for the mums. They're nice and big and healthy this year," said William Streams, manager of Severn River Trading, a roadside stand in Severna Park that sells various flora.

He said the plentiful rain this year has made the mums thrive.

Chris Strong, a meteorologist with the National Weather Service in Sterling, Va., said almost 35 inches of rain have been recorded at Baltimore-Washington International Airport this year, nearly 4 inches above average.

But rainfall, which was plentiful during the relatively cool, wet summer, wasn't a boon for all the plants in the patch.

Mr. Streams said pumpkins do better in a dry year, so this year they'll be full of water.

"If it's too dry we can always put in an irrigation system. If it gets too wet we don't have an umbrella to put over them," he said.

Recent pleasant weather with temperatures in the 70s has lured more people out to enjoy the sunshine, at least in **Annapolis**.

Paula Fishback, owner of **Three Centuries** Tours in **Annapolis**, said she has seen more people downtown milling around after a wet summer.

"I think everybody has smiles because of the beautiful weather," she said. "Now with the sunshine we're hoping everything's going to be hunky-dory."

But the beauty has the potential to vanish in dramatic fashion: The hurricane season isn't over until Nov. 30.

In August, the National Oceanic and Atmospheric Administration's Climate Prediction Center in Prince George's County forecast 12 to 15 named storms for the season.

That's 20 to 50 percent above average, said Frank Lepore, a spokesman for the National Hurricane Center in Miami. He said there have been five tropical storms and seven hurricanes, as of yesterday.

Mr. Lepore speculated that the large number of storms may be caused by the abnormally warm surf temperatures in the sea.

This week's weather of bright, sunny days and cool nights will help to make the forests a rainbow of color, said Mike Galvin, a supervisor of forestry for the Department of Natural Resources.

"But if we get a warm spike, that can diminish the color," he said.

Fall foliage will peak around Oct. 7 to 15 in Central Maryland, but some trees could stay bright through November.

Mr. Strong said the sunny weather will remain for the rest of the week, with temperatures in the low 80s for tomorrow and Friday.

The forecast is expected to remain the same through the weekend.

He said overnight temperatures won't be as cool as earlier in the week, dipping only to the high 50s and low 60s.

---vfranko@capitalgazette.com

LOAD-DATE: September 22, 2004

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Copyright 2004 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD)

January 6, 2004 Tuesday

SECTION: BUSINESS; Pg. A6

LENGTH: 753 words

HEADLINE: Tourism chief tweaks efforts to draw visitors

BYLINE: NOI MAHONEY, Business Writer

BODY:

The new head of the county's tourism agency is fine-tuning marketing and advertising programs to reverse the fortunes of a hospitality economy that remains flat.

Connie Delsignore, president and chief executive officer of the Annapolis and Anne Arundel County Conference and Visitors Bureau, is shifting the focus of regional advertising to individual travelers rather than meeting planners.

She also is boosting the bureau's presence on the Internet with an eye toward creating an online booking service.

The quasi-public agency also will be less directly involved in events such as next month's Mardi Gras, a restaurant promotion the bureau created three years ago.

Ms. Delsignore hopes that altering the area's image and increasing advertising will boost hoteliers and restaurateurs.

"We're going to change the way we sell (Annapolis and the county) by adding emotion to the product," Ms. Delsignore said. "We want more people to have romantic getaways, reunions, weddings, family gatherings here."

The bureau has more than 300 members, including hotels, restaurants, maritime businesses and other firms.

Ms. Delsignore, who replaced former bureau president Melanie Suggs late last year, knows she is taking over a sector of the economy with its share of worries.

The number of people who visited the Visitors Center in Annapolis was down 21 percent through the end of the third quarter, and finished the year down by about 45,000 people.

The hotel tax, which generates more than $800,000 a year for the Conference and Visitors Bureau, is down 1 percent from the previous year, according to Ms. Delsignore.

The year finished much better than it started. Visitors Center numbers were down 27 percent and hotel tax revenues were off by 16.2 percent at the midway point in 2003.

"We were hit pretty hard the first couple of months of the year in terms of hotel occupancy," Ms. Delsignore said. "But our occupancy in 2003 is still much higher than the national average."

Most of the downslide was due to bad weather throughout the year, Ms. Delsignore said.

Paula Fishback, owner of **Three Centuries** Tours, said business was down by 30 to 40 percent for parts of the spring because of the rain.

"The weather drives this business," Ms. Fishback said.

To fight the downturn, Ms. Delsignore said the bureau plans on hiring a new advertising agency to help sell **Annapolis** and county destinations as more than just a place for family vacations.

She wants to spice up the area's image by giving it a romantic flair, adding special tourism packages such as a ladies' weekend getaway and romantic trips for two.

"We haven't sold the romance before," Ms. Delsignore said. "There is so much romance here with the bay, the architecture and the history of the area. I think it is something that we can sell."

The bureau also recently spent $17,000 redoing its Web site, redesigning it to make it easier to navigate.

Eventually the bureau plans on establishing its Web site as a local online booking agent, accepting online bookings for local hotels, restaurants and tourism-related businesses.

"The Internet is where people are shopping and booking now," Ms. Delsignore said.

More Internet ads will also be placed on Web sites such as escapemaker.com

Like Ms. Suggs, Ms. Delsignore said she will concentrate the bureau's advertising in locations such as New York-New Jersey, Pennsylvania, Washington, Northern Virginia and Ohio, but also plans to extend advertising to New England, in states such as Connecticut and Massachusetts.

"People are still doing trips, but they haven't gone back to flying," Ms. Delsignore said. "We are finding that a lot of people are willing to take eight-hour driving trips."

The bureau is also working on a joint effort with the state office of Tourism and Development to do a market tourism study of each of the state's 26 counties.

"We want to research how much people are spending overall, what they are spending on, where they shop, where they lodge and visitor volume," Ms. Delsignore said. "The research will tell us where we need to redirect our marketing efforts."

Ms. Fishback, a former bureau board member, said the organization is in good hands with Ms. Delsignore.

"She is a person who is really concerned with the local businesses," Ms. Fishback said. "She's doing some great special projects, like the ladies' weekend getaway. She's giving people a different way of thinking about vacations in Annapolis."

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nmahoney@capitalgazette.com

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The Capital (Annapolis, MD)

December 15, 2004 Wednesday

SECTION: INSIDE; Pg. A6

LENGTH: 959 words

HEADLINE: Entertainment Calendar

BODY:

Today - Eastport Ecumenical December Sing-Along, outside caroling at 6 p.m., inside sing-along at 6:30 p.m., Mount Zion United Methodist Church, 612 Second St., Annapolis. Nonperishable food donations requested.

Today - Winter concert by Broadneck High School Concert Band and Orchestra, 7 to 9:30 p.m., Broadneck High School, 1265 Green Holly Drive. 410-626-7515.

Tomorrow - Midnight Madness II, 6 p.m. to midnight, downtown Annapolis. Free.

Tomorrow through Sunday - "Guys and Dolls" by Children's Theatre of Annapolis, 7:30 p.m. tomorrow and Friday; 2 and 7:30 p.m. Saturday; 2 p.m. Sunday, Pascal Center for Performing Arts, Anne Arundel Community College, 101 College Parkway, Arnold. $10, $8 for senior citizens. 410-757-2281 or http://www.childrenstheatreofannapolis.org

Friday - "Holiday Pops: Bright, Shining, Boston Brass!" a concert by the Annapolis Symphony Orchestra, 8 p.m., Maryland Hall for the Creative Arts, 801 Chase St., **Annapolis**. $30, $35 and $40. 410-263-0907 or http://www.annapolissymphony.org

Friday - "'Messiah' by Candlelight" by the **Annapolis** Chorale, 8 p.m., St. Anne's Episcopal Church, Church Circle, **Annapolis**. $28, $12 for students. 410-263-1906 or http://www.annapolischorale.org

Friday and Saturday - Christmas candlelight tour by **Three Centuries** Tours, 7 to 8 p.m., Historic District, **Annapolis**. $14 for adults, $7 for children 11 and under. 410-268-7601, Ext. 100.

Friday through Dec. 23 - "Holiday Memories 2004" by The Talent Machine, 7:30 p.m. Dec. 17; 2 and 7:30 p.m. Dec. 18; 10:30 a.m., 2 and 6:30 p.m. Dec. 19; 7 p.m. Dec. 20-23, Key Auditorium, St. John's College, 60 College Ave., Annapolis. $10, $6 for children under age 5. 410-956-0512 or http://www.talentmachine.com

Through Friday - "Creativity Without Struggle," art, words and music by Rob Levit, AIR Gallery, Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. Free. 410-263-8779.

Through Friday - "Smart Growth?" art by Susan Ahlstrom, Matt Chanskey and Janet Culbertson, Chaney Gallery, Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. Free. 410-263-5544.

Through Friday - "Deck the Walls," Hallway Gallery and Showcase, Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. Free. 410-263-5544.

Saturday - "In the Mood," 3 and 7 p.m., Main Stage, Chesapeake Arts Center, 194 Hammonds Lane, Brooklyn Park. $20 and $24. 410-636-6597.

Saturday - Concert by musician Nancy Krebs to benefit Chrysallis House, 4 p.m., St. Martin's-in-the-Field Church, 375 Benfield Road, Severna Park. $10.

Saturday - Holiday concert by the Chesapeake Youth Symphony Orchestra ensembles, 7:30 p.m., Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. Admission is a donation of food or supplies for the Anne Arundel County Food Bank. 410-263-2664.

Sunday - "'Messiah' for Families" by the Annapolis Chorale, 3 p.m., St. Anne's Episcopal Church, Church Circle, Annapolis. $28, $12 for students. 410-263-1906 or http://www.annapolischorale.org

Sunday - Chamber Music Annapolis' 15th annual Winter Solstice/Christmas Concert, 3 and 7 p.m., Great Hall of McDowell, St. John's College, 60 College Ave., Annapolis. $20, $16 for students and seniors. 410-849-2494.

Sunday - "The Nutcracker" by the Ballet Theatre of Maryland, 1:30 and 4:30 p.m., Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. Fee. 410-263-8289.

Sunday - "Lessons and Carols," a traditional holiday program featuring adult, youth and children's choirs, 7 p.m., Grace Evangelical Presbyterian Church, 4012 Birdsville Road, Davidsonville. 410-798-5300.

Through Sunday - "A Christmas Carol," Colonial Players, 108 East St., Annapolis. Call for times and ticket prices. 410-268-7373.

Through Sunday - "The Book of Kings: Art, War and the Morgan Library's Medieval Picture Book," Mitchell Art Gallery, St. John's College, 60 College Ave., Annapolis. Gallery hours are noon to 5 p.m. Tuesday through Sunday and 7 to 8 p.m. Friday. Free. 410-626-2556.

Through Sunday - Oil on canvas paintings by Teixeira Mendes, Veronica Bird Art Gallery, 738 Intrepid Way, Davidsonville. 410-956-5882.

Through Sunday - "Illusion or Reality," art by Eric Conklin, McBride Gallery, 215 Main St., Annapolis. Gallery hours are 10 a.m. to 5:30 p.m. Monday through Wednesday, Friday and Saturday; 10 a.m. to 9 p.m. Thursday; noon to 5:30 p.m. Sunday. Free. 410-267-7077.

Dec. 22 - Winter choral concert, 7 p.m., Broadneck High School, 1265 Green Holly Drive. 410-626-8362.

Dec. 22 - "Christmas from Dublin" with The Three Irish Tenors, 8 p.m., Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. $33. 410-263-5544 or http://www.marylandhall.org

Through Dec. 24 - Annual holiday ornament show, ARTFX, 45 West St., Annapolis. Gallery hours are 11 a.m. to 8 p.m. Tuesday through Saturday and 1 to 6 p.m. Sunday (until 8 p.m. on first Sunday of each month). Free. 410-990-4540 or http://www.artfxgallery.org

LOAD-DATE: December 15, 2004

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Copyright 2005 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD)

March 1, 2005 Tuesday

SECTION: BUSINESS; Pg. B1

LENGTH: 440 words

HEADLINE: First charter boat show coming in April

BYLINE: DAVID E. LEIVA, Staff Writer

BODY:

The Enticer, an 85-foot yacht built by John Trumpy Sr. in 1935, will be among the charter boats available for public boarding at this spring's Maryland Maritime Heritage Festival, a new addition to the annual show.

At least 10 members of the Marine Charter Industry Association are scheduled to appear and take up 500 feet at City Dock in Annapolis on April 30 and May 1.

"MCIA has been trying to determine how to do our own show for some time now," said Krystal Davis, president of the Annapolis-based group. "We're hoping to get more exposure."

The timing of the festival comes as the charter industry prepares for warmer weather _ and reception _ from customers.

"April is when we get busy," Ms. Davis said.

The association was created in 2002 to market charters as a vacation and special event choice, educate on safety and regulation and lobby lawmakers. In November, it announced that it had become a regional member of Washington-based National Marine Charters Association, which gave it more clout and benefits.

Judy Sobek, a partner at Nautical Destinations and who represents Enticer, said the festival came up as the perfect venue during a board meeting last fall.

"We determined it was a win all the way around," Ms. Sobek said.

Also expected to make its debut is The Lady Sarah, the new Watermark Cruises boat making its way to **Annapolis** from New Orleans. The 65-foot, powered catamaran holds up to 150 people and cruises at 17 knots. Watermark merged with **Three Centuries** Tours last year.

Ms. Sobek said it would be christened at the show.

Not all 30 members could participate because of prior commitments and business deals, she said.

Tourism officials have remained steadfast on having boating events in the area.

"Throughout the year, thousands of visitors come to **Annapolis** and Anne Arundel County to incorporate a maritime experience into their vacations or conferences," said Connie Del Signore, president of the county's Conference and Visitors Bureau. "Their consumer spending translates into job creation and tax revenues to the local economy."

Now in its fourth year, the maritime festival is designed to celebrate life on the Chesapeake Bay and this year features a competitive boat docking contest organized by the Maryland Watermen's Association, a blessing of the fleet open to all boat owners, a parade of yachts and children's activities.

The festival will follow the Bay Bridge Boat Show on Kent Island, the oldest in-water spring boat show on the Chesapeake Bay according to its organizers. That event, which runs April 21-24, is considered a kick off for the spring boating season.

LOAD-DATE: March 1, 2005

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The Capital (Annapolis, MD)

May 29, 2005 Sunday

SECTION: FRONT; Pg. A1

LENGTH: 978 words

HEADLINE: A PLACE FOR THE FALLEN

BYLINE: EARL KELLY, Staff Writer

BODY:

T
housands of area residents will flock to cemeteries tomorrow to memorialize those who have died serving the country in uniform, but one place in Annapolis is a special spot for paying tribute to the nation's heroes who met their fate on the high seas.

On the walls of the majestic Memorial Hall at the Naval Academy are the names of 890 academy graduates who were killed in action. Another commemorative wall has the names of 2,500 academy graduates who have been lost during operations, some from as recently as the Class of 2004.

The hall also contains a Medal of Honor plaque which lists the names of all 72 Naval Academy grads who have won the nation's highest honor. Blank spaces exist to engrave another 28 names - a chilling reminder of the costs of wars past, but also a premonition of sacrifices in battles yet to be fought.

Midshipman 1st Class Matt Noble was visiting the Hall on Thursday, less than a day before he would be commissioned as a Navy ensign.

"It's hard to put in words: It is where we remember those who have gone before," said the young officer from South Dakota, who plans to become a pilot.

Whether in killed in combat or in the course of training or other operations, the young men memorialized here illustrate the inherent dangers of Naval duty whether in war or peace.

Nearby hung a plaque commemorating the life and death of Ensign Henry Clay Drexler, who died Oct. 20, 1924. Ensign Drexler, just 23, tried in vain to prevent the spread of flames after an explosion aboard his ship which was off the coast of Norfolk, Va. conducting gunnery drills, according to the Arlington National Cemetery Web site. Ensign Drexler "burned to death when he threw his body on burning powder bags. He fell on the spot where he was making a supreme effort to save his shipmates," another memorial for him at Arlington reads.

Not far away in the Academy's Memorial Hall, another plaque honored Ensign Joseph Cabell Breckinridge, who washed overboard on Feb. 11, 1898 as his torpedo boat, the USS Cushing, steamed towards Havana, Cuba to rendezvous with the USS Maine, according to family papers at the University of Virginia.

On deck with the boat commander during a storm, and already fatigued by near-constant duty, Ensign Breckinridge was slapped against safety line by a wave. The strong bronze cord snapped, and the ensign slipped into the sea. His crewmates recovered his body, but weren't able to resuscitate him. Four days later the Maine would be sunk after an explosion, spurring the United States into war with Spain by April.

If one needs more a more recent example to appreciate the chain of heroes who have died serving the country, the most recent Medal of Honor recipient listed was Marine 2nd Lt. James Patrick Blecksmith. A member of the Class of 2003, he died in Falluja, Iraq, on Veteran's Day, Nov. 11, 2004. He was deployed to Iraq in September. While leading his platoon through a clearing of buildings, he was hit in the left shoulder by a sniper's bullet, according to the Web site of a foundation started in his name. The round deflected into his heart. He died instantly.

The pull of Memorial Hall, located just off the rotunda of Bancroft Hall, is not limited to Naval Academy graduates.

"I was here briefly last year and had to come back, it impressed me so much," said retired Army Master Sergeant Jerry Caballero of Kileen, Texas.

Mr. Caballero, a Vietnam War veteran, is in Washington, D.C., this weekend as part of Rolling Thunder, an annual motorcycle ride and protest for greater government involvement in the recovery of prisoners of war and personnel missing in action. Mr. Caballero walks with a cane and a limp, as a result of "one helicopter crash too many," he said.

Douglas Klakulk of **Annapolis**, a guide with **Three Century** Tours, often leads tourists through the hall.

Recently he began one tour by reminding the group that it's a solemn place, and men should remove their hats.

"I live here and, you know what? Most people have no idea about this room," Mr. Klakulk said.

But, he noted, when visitors do come, they find it well worth their time.

"People are fascinated by this room - it is beautiful and has a lot of history," he said.

The hall is maintained as a joint project by the Naval Academy and the Naval Academy Alumni Association, according to Laura K. Kurz, a spokesman for the association.

"When we get word of a KIA or operational loss, the name is placed on a plaque in Memorial Hall usually within a week of notification," she said.

The centerpiece of the hall, which is about 100 feet long, is the inscription on one wall, "Don't Give Up the Ship."

These words were uttered by the mortally wounded Capt. James Lawrence of the USS Chesapeake in 1813, who encouraged his men to keep fighting the enemy - in this case, the British - even though he was dying.

Midshipmen who die while at the academy are memorialized in the hall, if their death is determined to be an "operational loss." If they die from some other cause, such as an accident, their lives are not commemorated, Ms. Kurz said.

"Memorial Hall is considered sacred ground by midshipmen and alumni," said Cmdr. Rod Gibbons, an academy spokesman.

A member of the Class of 1986, Cmdr. Gibbons has friends and classmates named in the hall.

"Plebes (freshmen) aren't allowed into Memorial Hall until one of the upper class tells them about the sacrifices of the names on the wall. It is at that time that midshipmen gain an understanding of not only the hall, but why they are here."

Located in Bancroft Hall, Memorial Hall is open to the public the same hours as the academy, 9 a.m. to 5 p.m. daily. Bancroft Hall, the academy's dormitory is not open to the public beyond the rotunda. A kiosk in the rotunda provides brief biographical information about each person who is named in the hall.

LOAD-DATE: May 31, 2005

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January 11, 2009 Sunday
ARUNDEL EDITION

SECTION: LOCAL; Pg. 3G

LENGTH: 856 words

HEADLINE: COUNTY BRIEFS

BODY:

Homeowners can qualify for rehab assistance

An informational meeting on programs offering financial assistance to qualifying homeowners whose house needs rehabilitation or repairs will be held 1 p.m. Tuesday at the Pascal Senior Activity Center, 125 Dorsey Road, Glen Burnie.

Leanne Garabedian and Carson Arnold from Arundel Community Development Services will provide information about the property rehabilitation program services available through ACDS, a private nonprofit organization that administers federal, state and local housing and community development funds, as well as affordable housing initiatives.

ACDS makes direct, low-interest or no-interest loans to eligible, low-income households so homeowners can rehabilitate their house.

Repairs and rehabilitation work must qualify under state and federal regulations. Typical repairs include fixing faulty plumbing or wiring, leaking roofs, and deteriorated windows and doors, and modifications for special needs.

Information: 410-222-6680.

Funds for women's groups

Anne Arundel Women Giving Together (AAWGT), a women's giving circle and a fund of the Community Foundation of Anne Arundel County, has available just more than $60,000 in grant funds for programs directed to at-risk county women, families and children, with a focus on education, health and welfare, and violence and abuse prevention.

One-year grants of up to $10,000 will be made to a limited number of 501(c)(3) nonprofit organizations. A downloadable Grant Application and the Grant Criteria with complete descriptions of eligible activities and other program information is available at www.givingtogether.org.

A Prospective Applicants Forum will be held 9:30 a.m. to 11 a.m. Jan. 24 at Boys & Girls Clubs of Annapolis and Anne Arundel County, 121 South Villa Avenue in Wiley Bates Heritage Park. Reservations are required at rmr123@verizon.net Grant applications must be postmarked or delivered to AAWGT at the office of the Community Foundation of Anne Arundel County by noon Feb. 12. Successful applicants will be notified in June, with funds available July 1. Grants must be spent by June 30, 2010.

Women interested in learning more about AAWGT are invited to the group's next meeting at 8:30 a.m. Wednesday at the Pathways Treatment Center, 2620 Riva Road, Annapolis. Information: 410-268-9698.

Central Md. Junior Miss

The Central Maryland Junior Miss pageant will hold its first talent showcase at 7:30 p.m. Friday at Annapolis Friends Meeting House, 351 DuBois Road.

Anyone with a talent to share may compete for prizes. Participants will have three minutes to perform. Judges will determine the winners.

Entry fee is $10 for individuals and $20 for groups of three or more, payable in advance. Interested participants should call 443-413-2997 and leave a message or register online at www.centralmarylandsjun iormiss.info. Participants must arrive by 7 p.m.

Spectator tickets are $ 5 in advance and $10 at the door. Proceeds benefit Central Maryland's Junior Miss Scholarship.

Banneker-Douglass events

The Banneker-Douglass Museum, 84 Franklin St., Annapolis, will hold events related to the presidential inauguration and the Rev. Martin Luther King Jr.'s birthday.

An exhibit of an inaugural quilt, "Journey to the White House," documenting Barack Obama's life story and political trek to the presidency, will be held Saturday.

Joan M. E. Gaither, chair of Undergraduate Art Education at the Maryland Institute College of Art, began the quilt in June. It features images and text documenting Obama's rise to the White House as part of a Baltimore album-style quilt. Gaither and community members will finish the quilt from 10 a.m. to 1 p.m. Saturday. The quilt will hang in the museum lobby through February.

Visitors are invited to the museum from 1 p.m. to 3:30 p.m. Jan. 19 to create a quilt square of their personal story based on the "Journey to the White House" quilt. The museum will provide art supplies. The program is free, but registration is requested.

The museum will honor King with a day of volunteer service from 11 a.m. to 3:30 p.m. Jan. 19. The "Day On, Not a Day Off" will provide several volunteer opportunities through several organizations. All volunteers younger than 16 must be accompanied by an adult. Registration is requested at Fay@volunteerannearundel.org Information: 410-216-6180.

Black heritage walk

Watermark, a tour, charter and cruise company of **Annapolis**, will offer a walking tour of the downtown area to visitors in town for the inauguration.

A colonial-attired guide will combine the best of the "Three Centuries Walking Tour" with highlights from the African-American Heritage Tour.

The Inaugural Celebration Tour of Historic Annapolis will feature the history of African-Americans in Annapolis and their effect on the nation and world. Key historical sites will include the Kunta Kinte-Alex Haley Memorial, Thurgood Marshall Memorial and the State House.

The tour will be offered at 10 a.m. Jan. 18 and 19, starting from the Visitors Center at 26 West St. The cost is $16 for adults, $4 for children ages 3-11 and free for children 2 and younger. Information: 410-268-7601, ext. 102.

LOAD-DATE: January 13, 2009

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The Baltimore Sun

October 24, 2010 Sunday
ARUNDEL EDITION

SECTION: LOCAL; Pg. 2G

LENGTH: 590 words

HEADLINE: COUNTY DIGEST

BODY:

Halloween party

Annual Halloween party, with music, food, dancing, costume contest and a "Thriller" dance competition, will be held from 8 p.m. to 11 p.m. Friday, Oct. 29, in AACC's Student Union Dining Hall, 101 College Parkway in Arnold. Free. Information: 410-777-2043.

Kids Halloween party

A "Kidgits Halloween Boo Bash" will be held from 10 a.m. to 4 p.m. Saturday, Oct. 30, in the Arundel Mills Food Court parking lot, 7000 Arundel Mills Circle in Hanover. Event includes themed crafts, activities and a costume contest beginning at 1 p.m. In addition, mall-wide trick-or-treating takes place from 3 p.m. to 4 p.m. Participants are asked to bring a food donation for the "Scare Away Hunger Drive." Information: arundelmills.com.

Chrysanthemum display

The conservatories at Brookside Gardens will be filled with colorful chrysanthemums in all shapes and sizes through Nov. 12 at 1500 Glenallan Ave. in Wheaton. Displays include Japanese chrysanthemums trained into geometric shapes and cascading hanging baskets. Ferns, sedges, papyrus and sages provide textural and colorful contrast. Blooms are expected to peak in early November. Admission is free. Information: 301-962-1400 or brooksidegardens.org.

Theater performance

Tickets are on sale for AACC's musical comedy, "A Funny Thing Happened on the Way to the Forum," being staged Nov. 5-14 at the Pascal Center for Performing Arts on the Arnold campus, 101 College Parkway. Shows at 8 p.m. Thursdays-Saturdays, with 2 p.m. matinees Sundays. Tickets are $20, $12 for seniors and non-AACC students, $5 for AACC employees and students. Information: 410-777-2457.

Haunted tours

Historic **Annapolis** Foundation and **Watermark** Tours sponsor a "Haunted Ghost Tour" in **Annapolis** on Friday and Saturday. The two-hour walking tour leaves at 7:30 p.m. from the Museum Store, 77 Main St. A special Halloween tour will be held Sunday, Oct. 31. Tickets are $20, $14 for children 3-11 and free for children younger than 3. Reservations and information: 410-268-7601, ext. 100, or watermarkjourney.com.

Food drive

A "Scare Away Hunger Food Drive" to benefit the Maryland Food Bank continues through Sunday, Oct. 31, at Arundel Mills mall, 7000 Arundel Mills Circle in Hanover. Most-needed items include canned meats and vegetables, dry rice and beans, canned/bottled juices, peanut butter, dry cereals and canned soups and stews. Donations can be dropped off during regular mall hours. Information: arundelmills.com.

Disability issues

The Anne Arundel County Commission on Disability Issues has added an e-mail notification feature to its Website that provides information on topics regarding disability issues. Sign-up and information: www.aacounty.org/aging/disabledadults/commdis.cfm.

Register your bike

The Annapolis Police Department has announced a new bicycle registration program. When an owner registers a bike, the owner's name, address, phone number, bike's serial number, manufacturer and color are recorded in the Police Department's database. Any resident of Annapolis can register a bike. To schedule an appointment, call Cpl. Craig Medley at 410-268-9000, ext. 7225, or e-mail him at cemedley@annapolis.gov Owners must bring their bikes when registering. Neighborhood associations should contact Medley if they want to hold a communitywide registration.

Singers needed

Encore Chorale, a choral program for singers 55 and older, seeks singers for its fall season at Anne Arundel Community College. The chorale meets at 2 p.m. Mondays at the college, 101 College Parkway, Arnold. Information: 301-261-5747.

LOAD-DATE: October 26, 2010

Exhibit J

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The Capital (Annapolis, MD)

July 18, 2009 Saturday

SECTION: OUR BAY; Pg. A5

LENGTH: 955 words

HEADLINE: 'A duck's eye view'

BYLINE: PAMELA WOOD Staff Writer

BODY:

The sun is warm, the days are long. There's no better time to get out on the waters of the Chesapeake Bay and enjoy the estuary firsthand.

From inexpensive rental rowboats to chartering luxury yachts, there are options for every budget for people who want to spend an afternoon paddling, cruising, sailing, touring or fishing on the bay and its rivers.

"It's really, I think, a great way for families to connect, for people to connect with nature," said Bob Gaudette, director of boating services for the state government. "I think boating offers a lot to the citizens of Maryland."

Added his colleague Donna Morrow, who works with marinas: "Families that boat together, stay together. It's a real bonding activity and we have the most beautiful places to go."

Though boat registrations and sales have declined the past few years, Gaudette said numbers were up in June. He said he's hoping the industry is rebounding.

The state doesn't register or track nonpowered boats such as canoes and kayaks, nor does the state know how many boats are used as rentals. But those boating options seem to be more popular, Gaudette said.

"It's a cheap way to try boating to see if you like it," he said.

The Marine Trades Association of Maryland is working on a new Web site to promote boating and compile resources for boaters. It's part of the industry's attempt to better promote boating in the state, said Susan Zellers, the group's executive director.

"There are lots of options for people to get into boating," Zellers said.

Pete and Katie Vonderheide, for example, created a business getting people on the water in Annapolis after moving from Hawaii two years ago. Their Kayak Annapolis company offers two-hour guided paddling tours of the capital city.

The Vonderheides get a mix of locals and tourists, who learn about history and ecology while they paddle.

"Annapolis is a port town and a lot of people only see it from the land," Pete Vonderheide said. "We like to give them what we call 'a duck's eye view' of Annapolis."

No matter what your interest or budget, there are many options for getting out on the water.

Free options

Kayak for free. The West/Rhode Riverkeeper offers free kayaking on the first and third Thursday in summer months. The paddling begins at 5 p.m. at Discovery Village in Shady Side. (www.westrhoderiverkeeper.org, 410-867-7171.)

Sail for free. Annapolis Community Boating, an alliance of several sailing groups, started offering free sailing out of City Dock on Sundays this year. Look for sessions later this summer. Registration required. (http://annapolisboating.org, 410-703-8248)

Rentals

Chesapeake Bay Environmental Center. This nature preserve near Kent Narrows offers canoe and kayak rentals for $10 for nonmembers and free for members. (www.bayrestoration.org, 410-827-6694)

Paddle or Pedal. See Quiet Waters Park from the water. Rentals start at $12 and the fleet includes single and double kayaks, canoes, pedal boats and rowboats. (www.paddleorpedal.com, 410-271-7007)

Annapolis Canoe and Kayak. Eastport store offers rentals starting at $15. (www. annapoliscanoeandkayak.com, 410-263-2303)

Sandy Point State Park. This park near the Bay Bridge rents rowboats and motorboats. (www.dnr.state.md.us/publiclands/Southern/sandypoint.html, 410-974-2149)

Annapolis Small Boat Rentals. Powerboats, 17 feet and larger, starting at $95. (www.asmallboatrental.com, 410-268-2628)

Take a tour

Kayak Annapolis. The Vonderheides' tours launch from Truxtun Park, head to Eastport and City Dock and then return to the park. Cost is $65 for adults, $50 for kids and includes lunch. (www.kayakannapolis.com, 443-949-0773)

Jug Bay Wetlands Sanctuary. The sprawling Jug Bay park offers canoeing in the wetlands. (www.jugbay.org, 410-741-9330)

Smithsonian Environmental Research Center. SERC, in Edgewater, has regular paddling excursions. (www.serc.si.edu, 301-238-2737)

Watermark tours. This **Annapolis tour** company has a fleet of tour boats, from the City Dock-based Harbor Queen ($12) to luxury yachts. (www.watermarkcruises.com, 410-268-7601)

Pirate Adventures. Kids and kids-at-heart can unleash their inner pirate on the bay for $18. (www.chesapeakepirates.com, 410-263-0002)

Thomas Point Shoal Lighthouse tours. Tours to the iconic lighthouse launch from the Annapolis Maritime Museum. These tours allow participants to climb into the lighthouse. $70. (www.amaritime.org, 410-295-0104)

Schooner Woodwind. The Woodwind, based in downtown Annapolis, offers regular public sails. Adults are $34-37 for two-hour tours. (www.schoonerwoodwind.com, 410-263-7837)

Book a trip. Several companies offer boats and yachts that you can hop aboard for a scheduled cruise or charter for your own trip. Trips can be local or longer - across the bay, or maybe a tour of bay lighthouses, for example.

A few of the local companies include Watermark, Schooner Woodwind, Nautical Destinations and others. There are even more in Baltimore and on the Eastern Shore.

Go fish

Fishing charters. A licensed captain can lead you on a trip to hook rockfish and other sportfish in the Chesapeake. Charters can run several hundred dollars, but can accommodate several anglers. Captains provide all the equipment and bait that you need.

Find charter fishing boats at www.baycaptains.com.

Lessons, groups

Annapolis and Anne Arundel County is home to several schools that teach sailing and boating techniques. Some of them include Annapolis Sailing School, Chesapeake Sailing School, J World and Womanship.

Clubs such as Singles on Sailboats (www.singlesonsailboats.org) or the Downtown Sailing Center in Baltimore (www. downtownsailing.org) offer options for people to get out on the water without buying their own boat.

Environmental groups often organize paddles and boat tours.

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Exhibit K

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Copyright 1997 Capital-Gazette Communications, Inc. The Capital (Annapolis, MD.)

November 29, 1997, Saturday

SECTION: Home; Pg. D1

LENGTH: 842 words

HEADLINE: HOME OF THE WEEK Major changes

BYLINE: By FRANCES JAQUES, Staff Writer

BODY:

HOUSE TOUR

The annual holiday tour of homes and yachts sponsored by the Annapolis and Anne Arundel County Conference and Visitors Bureau will be held from 11 a.m. to 3 p.m. Dec. 6 in Annapolis.

Private homes, bed and breakfast facilities and yachts will be open, most of them within walking distance.

Limited shuttle service between sites will be provided by Discover **Annapolis Tours** and Annapolis Bus Co.

Admission is $ 20 for advance tickets and $ 25 the day of the event. Senior citizens will receive a 10 percent discount. For ticket information, call Destination Paradise at (410) 268-9330.

The conference and visitors center is located at 26 West St. The telephone number is (410) 280-0445.

When Jeff Scholz first started coming to Annapolis back in the 1970s, he decided that the only place he would buy a home was on Eastern Avenue.

His patience persevered and eventually he found such a location. But the home that he bought back in 1985 bears only a slight resemblance to the remodeled house as it looks today.

After nearly a decade of additions, corrections and changes, the original foursquare-design house built in the 1920s has been transformed into an imposing waterside structure.

Walls of windows, glass doors and large, open rooms are so designed to take advantage of the magnificent water views that extend from the Severn River across to the Eastern Shore.

The home of Jeff and Cyndee Scholz will be one of the sites open from 11 a.m. to 3 p.m. Dec. 6 as part of the holiday tour of homes and yachts sponsored by the Annapolis and Anne Arundel County Conference and Visitors Bureau.

Mrs. Scholz advises homeowners who move into waterfront houses to go slow when making changes.

"You will find that conditions along the water vary and you should get a feel of the place before you begin alterations," she said.

The first rehabilitation made to the house was to move the center stairway to one side. Next was to update the kitchen.

Over time, major changes were made to the water side with the porch converted into a living room and family room. A third-floor attic was turned into a children's room.

This newest addition, finished earlier this year, includes a two-car garage and an exercise and sitting room on the ground level, above which is a master bedroom suite.

This spacious room allows for sitting areas facing a fireplace and a wall of windows looking out over the water.

The adjoining bathroom has a Jacuzzi tub with shower enclosd with glass bricks and wall-to-ceiling windows.

Several of the rooms are decorated around a specific theme.

The dining room, for example, follows a country theme. Two furniture pieces determined this look. One is an antique corner cupboard, the second is an old pine mantle.

A space in the room was specifically made to accommodate the cupboard. Its shelves are filled with figurines and plates from Mrs. Scholz's Hummel collection.

The pine mantle fits around a contemporary gas-fueled fireplace. The inside end wall of the room is covered with a mirror which reflects the view from the water.

A farm-style pine table and matching chairs continue the rustic theme.

The living room, located next to the dining room, has a contemporary casual decor with built-in shelves along one wall and floor-to-ceiling windows and sliding doors on the water side.

Hardwood floors extend through both the dining and living rooms.

A family sitting area which can double as a mud room follows a safari theme with its wicker chairs and pillow-backed sofa.

The flooring is made of large square shell tiles which Mrs. Scholz found in Atlanta. This room also has a built-in bar with marble counter top. The contemporary kitchen and its adjoining family room are set across the center hallway from the dining and living rooms.

The L-shaped kitchen design has white counters and maple cabinets along with hardwood floors.

Its adjoining family room has an inside wall of built-in shelves and cabinets for books and a television.

Mrs. Scholz admits she might have gone a bit "faux crazy" in her wall decor. She has used this technique in many of the rooms, including the master bedroom, dining room, bathrooms and the guest bedroom.

She has done stenciling in her sewing and work room. The foyer, a recent addition to the street side of the house, has walls painted in a garden setting with ivy-covered trellis.

The front door has a stainedglass oval inlay with panels on either side, also done in a stained-glass pattern.

Mr. Scholz was drawn to the Annapolis area from his native Washington, D.C., because of his love for sailing. He is a regular Wednesday night racer in the Annapolis Yacht Club races and is currently fleet captain of the club.

He owns and manages commercial properties and has his office in the former garage on his property.

Mrs. Scholz was a flight attendant for 18 years with the former Eastern Air Lines. She is a licensed esthetician, or skin care expert. The couple has four children between them.

GRAPHIC: Photos by George N. Lundskow _ The Capital Above, Cyndee and Jeff Scholz and daughter Tanner find a moment to relax on the deck at the water side of the house. The view extends across the Chesapeake Bay to the Eastern Shore. At right, the dining room has a country theme set by the antique corner cupboard and pine mantel around the fireplace. The farmhouse-style table is made of pine. The master bathroom has a Jacuzzi tub with shower area enclosed in glass brick. The floor is made of limestone tiles.

At left, the living room was converted from a porch in the original house, which was built in the 1920s. The floor-to-ceiling windows and sliding-glass doors open to water views.

Above is the view from the water of the Eastport home of Jeff and Cyndee Scholz. A new wing, at right, includes a master bedroom suite on the upper level with a sitting and exercise room at ground level. At right, the front door has been decorated with holiday trim because the house will be open for the Holiday House and

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BODY:

CALENDAR

TOMORROW'S EVENTS

HEALTH SERVICE, free blood pressure screening and health information center, 7-10 a.m., Westfield Shopping-town mall off Jennifer Road. 410-267-1373.

POTTERY SALE, 8 a.m.-5 p.m., Providence Center, 40R Church Road, Arnold. 410-757-1247.

FLU SHOTS, 9 a.m.-noon and 1-3 p.m., Arnold Senior Center, 49 Church Road, Arnold. 410-222-7343.

STORYTIME, "Harvest Time Tales," 9:30 and 11 a.m., Severna Park Branch Library, 45 McKinsey Road, Severna Park. 410-222-6290.

AWARENESS MONTH, Breast Cancer, 10 a.m.-2 p.m. Arnold Post Office,1521 Ritchie Highway, Arnold. 410-222-7979.

NATURE CENTER, Greenbury Point Nature Center, 1-5 p.m., Naval Academy, 410-293-1027.

BAY SCHOONER RACE, 1:30 p.m., near Chesapeake Bay Bridge, Annapolis, to Norfolk, Va., to benefit Chesa-peake Bay Foundation. 410-663-6214.

FARMERS' MARKET, 4-7 p.m., Cedar Grove United Methodist Church lot, Deale-Churchton Road. 410-974-8313.

VOLUNTEER FAIR, 4-7 p.m., Clatanoff Pavilion, Anne Arundel Medical Center, off Jennifer road. 410-267-1249.

CEREMONY AT THE MONU

MENT, 4:30 p.m., St. John's College. 410-987-4634.

HIGH SCHOOL FAIR, 6:30 p.m., St. Andrew's United Methodist Day School, 3rd Grade classrooms, 4 Wallace Manor Drive, Edgewater. 410-266-0952.

BINGO, by Guy C. Parlett Unit No. 7, American Legion, 7 p.m., 1905 Crownsville Road. 410-573-0004.

DISCUSSION, Parents for Waldorf Education, 7 p.m., Annapolis Library, 1410 West St. 410-216-7181.

HAUNTED TRAIL, "Haunted Thing," 7-9 p.m., Elk's Camp Barrett, Crownsville. 410-224-1775.

JACKPOT BINGO, by Kent Island Elks Lodge, 7 p.m., Romancoke Road. 410-643-2221.

THIRD THURSDAY, "Spirit of **Annapolis Tour,**" Historic Annapolis Foundation, 7 p.m., William Paca House, 186 Prince George St.

UNITY LAUNCH, "African Americans Uniting Against Cancer," 7 p.m., Family Life Center, St. Philip's Episcopal Church, 730 Bestgate Road. 410-571-7991.

BINGO, by Severna Park Elks Lodge, early bird 7:30 p.m., regular at 8, Truck House Road. 410-647-2482.

SPEAKER, Director of Emergency Management Operations, 7:30 p.m., Southern District Police Headquarters, 2972 Solomons Island Road, Edgewater. LECTURE SERIES, "All Hallows Parish," Archeological Society of Maryland, 7:30 p.m., The Heritage Center, Chesapeake Room, 2664 Riva Road. 410-222-7328.

CONCERT, Music Faculty, 8 p.m., Pascal Center, AACC, 101 College Parkway, Arnold. 410-777-7019.

TOMORROW'S MEETINGS

ANNE ARUNDEL COUNTY KIWANIS CLUB OF THE SEVERN, 7:30 a.m., breakfast meeting, Salvation Army headquarters, 351 Hilltop Lane. 443-463-5208.

MARYLAND AGRICULTURAL LAND PRESERVATION COUNCIL, 9 a.m., Agriculture Building, 50 Truman Parkway. MEETING, State Soil Conservation Committee, 9:30 a.m., Maryland Department of Agriculture headquarters, 50 Truman Parkway. 41-841-5863.

OVEREATERS ANONYMOUS, 10:30 a.m, St. Paul's Lutheran Church, Rowe Boulevard and Farragut Road. 410-216-9444.

AL-ANON, for families of alcoholics, 11 a.m., Pathways, 2620 Riva Road. 410-766-1984.

ANNAPOLIS CIVITAN CLUB NO. 177, noon, Clipper Club, North Severn.

ANNAPOLIS ROTARY CLUB, noon, Chart House Restaurant, 300 2nd St. 410-280-0666.

LEADS CLUB OF ANNAPOLIS, provides sales leads to growing businesses, noon, Elks Club, Route 2. Free ticket required. 301-943-0833.

MS SUPPORT GROUP, Bowie/

Crofton chapter, noon. Call 410-793-3896 for locations.

AARP, Severna Park Chapter, 1 p.m., Woods Community Center, 611 Baltimore Annapolis Blvd. 410-647-0697.

OVEREATERS ANONYMOUS, 6 p.m., St. Paul's Lutheran Church, Rowe Boulevard and Farragut Road. 410-216-9444.

TOPS Annapolis, weigh-in 6 p.m., meeting 7 p.m., Heritage Baptist Church, Forest Drive. 410-263-6680.

CO-DEPENDENTS ANONY

MOUS, for those unable to form healthy and functional relationships, 6:30 p.m., Holy Family Catholic Church, Routes 424 and 214, Davidsonville. 410-956-2283.

ROTARY CLUB OF SEVERNA PARK, dinner meeting, 6:30 p.m., Riverdale Restaurant, 105 Inverness Drive, Severna Park. 410-544-0657.

EAST ANNE ARUNDEL LION

ESS CLUB, 7 p.m., Community United Methodist Church, 8680 Fort Smallwood Road, Pasadena. 410-969-3529.

ELEPHANT CLUB, 7 p.m., Anne Arundel County Association of Realtors, 555 Benfield Road, Severna Park. 410-729-1684.

HISTORIC ANNAPOLIS FOUN

DATION, 7 p.m., Paca House. 410-263-5553 ext. 23.

ANNAPOLIS BUSINESS AND PROFESSIONAL WOMEN, 7 p.m. 410-636-0996 for location.

CHANGING FOCUS, support group for those in marital separation or divorce, 7 p.m., Prince of Peace Church Fellowship Hall, 1657 Crofton Parkway. 410-721-0992.

COMMODORE MAYO KIWANIS CLUB, 7 p.m., Kiwanis Hall, Carr's Wharf Road. 410-798-5717.

TOUGHLOVE, parent support group, 7 p.m., St. Andrews United Methodist Church, 4 Wallace Manor Road, Edgewater. 800-705-9980.

CORVETTE CLUB, 7:30 p.m., Tate Chevrolet, Route 50 and Bay Dale Drive. 410-721-0646.

EXPERIMENTAL AIRCRAFT AS

SOCIATION, 7:30 p.m., Civil Air Patrol Hut, Lee Airport, Route 2, Edgewater. 410-974-1527.

G.T.V. ANNAPOLIS BAVARIANS, folk dancing, 7:30 p.m. Call 410-544-0916 for directions.

JOLLY BEGGARS, Robert Burns Society of Annapolis, 7:30 p.m. Call 410-268-2749 or 410-544-2949 for location.

FOUR SEASONS, support group for those who have lost a loved one through suicide, 7:30 p.m., St. Christopher's Church Hall, Chester. 410-827-6803.

OPEN MEETING, Annapolis Sherlock Holmes Club, Society of the Naval Treaty, 7:30 p.m., Barnes and Noble Cafe, Harbour Center, Solomons Island Road. 301-221-2011.

AMERICAN LEGION AUXILI

ARY, Cook Pinkney Post 141, 8 p.m., American Legion Post, 1707 Forest Drive.

ANNE ARUNDEL RADIO CLUB, 8 p.m., clubhouse, Davidsonville Family Recreation Center, Queen Anne Bridge Road. 410-923-0229.

LADIES OF THE ELKS, Severna Park 2482, 8 p.m., lodge, Truck House and Jennings roads. 410-647-2372.

PHOBICS ANONYMOUS, 12-step group that addresses fear, anxiety and panic, 8 p.m., Community United Methodist Church, 1690 Riedel Road, Crofton. 410-721-1278.

PRIDE OF ANNAPOLIS TEMPLE NO. 76, Order of the Elks, 8 p.m., Elks Lodge, 92 Northwest St.

MODEL RAILROAD CLUB, 8 p.m., Old Railroad Station, 3 Riggs Ave., on BaltimoreAnnapolis Trail, Severna Park.

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280 of 595 DOCUMENTS

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April, 2003

SECTION: DREAM WEEKENDS; Pg. 72-74

LENGTH: 1465 words

HEADLINE: Very Nice Day by the Bay

BYLINE: By Mary Ann Treger; Mary Ann Treger is a writer who lives in the historic district of Annapolis.

HIGHLIGHT:
WITH NEW SHOPS AND RESTAURANTS AND LONGTIME FAVORITES, Historic Annapolis Never Grows Old

BODY:

Annapolis is a 350-year-old seaport at the edge of the Chesapeake Bay. It may have more 18th-century homes than any other city in the nation; domes, spires, and cupolas pierce the skyline. But it stays young, and it's made for walking.

Lately it's been attracting an international crowd who've made it a favorite port for their oceangoing yachts--reflected by the new Irish pubs, pan-Asian restaurants, and interesting shops.

While it's hard to see everything in one day, there are a few sights and places we locals never tire of.

First, you'll need to park your car. Instead of feeding two-hour meters or risking a ticket in restricted residential areas, park in the Hillman garage off Main Street, one long block from the water--$8 for 24 hours.

Then head toward the water. On the way, you can grab a coffee and snack from Hard Bean Coffee & Booksellers (36 Market Space), owned by a former Crown Books manager. If you love heartier fare, try the quirky, dinerlike Chick & Ruth's Delly (165 Main St.)--where you might find Annapolis's mayor, Ellen Moyer, getting her jolt of java next to the governor or other politicos. If it's 9:30 AM (8:30 weekdays), she'll be reciting the Pledge of Allegiance along with everyone else--a daily ritual started during the Gulf War and not about to change.

Next, promenade along the City Dock (known as Ego Alley) and watch boaters show off their expensive toys. You'll see a life-size statue of Alex Haley, part of a memorial commemorating Kunta Kinte's arrival in Annapolis from Africa on a slave ship in 1767. Don't miss the Story Wall, ten plaques displaying inspirational quotes from Roots, Haley's Pulitzer Prize-winning book about Kinte and his ancestors.

At the visitors center booth next to the harbormaster, you can pick up a map of town. If you head up Compromise Street to the Annapolis Marriott Waterfront hotel lobby, you can view archival photos of Annapolis and impressive models of the USS Yorktown aircraft carrier and the USS Constellation. It's a not-to-be-missed collection most visitors do miss. From here you're steps from the Historic Annapolis Foundation Museum Store (77 Main St.), where it's worth $5 to rent a one-hour Historic **Annapolis Tour,** a do-it-yourself audio tour narrated by Walter Cronkite.

The museum store is across from market space, the heart of town. From there, walk up Pinkney Street, no wider than a car. Pass the Shiplap House, built in 1715 and one of the city's oldest, before checking out East and Fleet streets, where free blacks lived prior to the Emancipation. Before the Civil War, Maryland had more free African-Americans than any other state.

Head up Cornhill and cruise around State Circle. Pop into Maryland's State House, the oldest US capitol in continuous use.

Back out on the circle, you can admire local talent at the Maryland Federation of Art Circle Gallery (18 State Cir.) and Annapolis Pottery (40 State Cir.). Off State Circle, Maryland Avenue is home to snazzy new shops, from Isabella's Fine Lingerie (62 Maryland Ave.) to Paws pet boutique (54 Maryland Ave.).

When hunger strikes, try Galway Bay (61-63 Maryland Ave.; 410-263-8333) for good salads and Irish pub fare. Can't stand the thought of being indoors? Back at the waterfront, you can get a sandwich or some bread and cheese from the Market House and picnic along the water. Or get an outdoor table at Middleton Tavern (2 Market Space; 410-263-3323) and enjoy a few oyster shooters as Diane Sawyer did when Good Morning America stopped by last year.

Bring photo id for a swing through the naval academy or, because of security measures, the closest you'll get is the front gate. You can take an organized tour (adults $6.50).

Walk along the expansive seawall where the Severn River meets the bay; the grounds are dotted with submarines and torpedoes. Wind your way inland to the massive Chapel for a glimpse of magnificent Tiffany windows before heading downstairs to the crypt of John Paul Jones, Revolutionary War hero.

Many tourists visit the academy's Preble Hall Museum--and see the table the Japanese used to sign the surrender documents ending World War II--but overlook the Gallery of Ships. One floor below, this gem houses one of the world's finest collections of warship models.

For a midafternoon break, try a dreamy scoop of gelato at Aromi D'Italia (8 Dock St.) or a cup of tea at Reynolds Tavern (7 Church Cir.), a historic building that's been transformed by a delightful English couple. The happening Sly Fox Pub occupies the downstairs and the patio, while upstairs, a B&B and tearoom are filled with antiques.

To top off a trip to Annapolis, get an age-old perspective from the water. The Miss Anne, a 26-foot boat with a canopy top and open sides, is a good choice. Captain Ross Cusimano may let your youngster take the wheel as he gives his 40-minute spiel. The larger Harbor Queen offers twice as many 40-minute cruises per day. Or take a two-hour sail aboard the 74-foot schooner Woodwind. All are accessible from the City Dock.

W hen the sun sets, quench your thirst at mcgarvey's Saloon (8 Market Space; 410-263-5700), a favorite watering hole and eatery of everyone from old salts in cutoffs to lobbyists in Armani. Mounds of mussels and the juicy burgers are the best bets. Sushi fans flock to Joss Cafe & Sushi Bar (195 Main St.; 410-263-4688) and Tsunami (51 West St.; 410 990-9868), which also has innovative pan-Asian cuisine. Italian afficionados are raving about a newcomer, Lotsa Pasta (36 West St.; 410-267-9950), but loyal followers of Maria's (12 Market Space; 410-268-2112) prefer the upstairs window tables to watch the harbor action below.

Many locals think the best dining is in Eastport, a funky neighborhood with working shipyards on the other side of Spa Creek. (It's a healthy walk from the City Dock, so you might take a water taxi or drive.) There's always been rivalry between the two neighborhoods, but seafood connoisseurs from both sides of the creek slip into O'Learys (310 Third St.; 410-263-0884) for very good seafood in a setting where you can talk over dinner.

A new sailor hangout is the convivial Boatyard Bar & Grill (Fourth St. and Severn Ave.; 410-216-6206), which marries sailing memorabilia with casual food. Crab lovers head for Maritime Cafe at McNasby's (723 Second St.; 410-295-9022). Once a seafood store, it is now a casual takeout. Order crabs or crabcakes inside and dine outdoors on the dock.

At day's end you can head back to the historic district where the beat goes on at Rams Head Tavern (33 West St.; 410-268-4545). Live performances combine great music and martinis.

SIDEBAR:

IF YOU GO

For maps and brochures, contact Annapolis & Anne Arundel County Conference & Visitors Bureau, 410-280-0445 or www.visit-annapolis.org.

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The Capital (Annapolis, MD)

November 5, 2004 Friday

SECTION: ENTERTAINMENT; Pg. 14

LENGTH: 1445 words

HEADLINE: Follow the lights:'Annapolis by Candlelight' tour will show off properties in Murray Hill

BYLINE: MARGARET HORTON EDSALL, For The Capital

BODY:

One of the many pleasures to be experienced in Maryland's capital is the annual "Annapolis by Candlelight." Historic Annapolis Foundation will present the event on Friday and Saturday evening, this year showcasing 12 private residences located within Annapolis' Murray Hill neighborhood.

As autumn leaves collect about streets and sidewalks, flickering luminaries and candles will light the path to a delightful array of open doorways along Murray, Southgate and Lafayette avenues and Franklin and Steele streets. Here, fine examples representing three centuries of architectural styles will become the evening's hosts while a myriad of decors and furnishings provide a visual feast.

HAF President Gregory Stiverson says that "Annapolis by Candlelight" is an ideal way to "focus attention on the importance of preserving the various architectural styles that are distinctive to neighborhoods like Murray Hill. Every house has a story to tell in terms of its architecture, interior design and occupants."

The foundation's account of Murray Hill's history provides an interesting overview. Originally, the area was part of a 256-acre tract of land patented by Richard Acton in 1658. By 1730, merchant, landowner and planter Phillip Hammond had purchased all rights to the property. His son, John Hammond, built Acton Hall (circa 1775), the beautiful Georgian-style residence that is one of the area's most distinctive landmarks.

By the mid-19th century, James Murray Sr. had taken title to the grand house and surrounding farmland. After his death in 1866, his heirs divided the estate, and in 1890 contracted with Annapolis banker and developer George T. Melvin to subdivide 95 acres of the Acton farmstead. It is believed this subdivision was named Murray Hill, an obvious reference to the family's name.

Laid out according to an 1891 plat, Murray Hill is bounded on the north and south by West Street and Spa Creek, respectively, with Shaw Street serving as the eastern limit. Wide lots, deep setbacks and a variety of structural designs differentiate the area from the more typical urban 18th- and 19th-century Annapolis communities that surround Murray Hill. While Dutch Colonial and American styles dominate the streetscape, examples of Queen Anne and early 20th-century Revival styles such as Colonial, Tudor and Italian Renaissance are represented today along with versions of American Foursquare, Prairie and Craftsman styles.

This section of Annapolis appealed immediately to local builders and entrepreneurs as suitable for both homes and businesses, so much so that concern grew among the surviving Murray heirs and affluent residents about the type and quality of homes being built for speculation, as well as several commercial enterprises that were springing up. Both situations were unwanted in this exclusive enclave, and by the 1920s construction of nonresidential structures had been halted and special wording had been added to Murray Hill deeds, dictating minimum building costs and reinforcing re-

strictions covering multiple-family dwellings. Development of the area declined during the Depression and did not resume until after World War II.

The neighborhood has been home to many notables, including the families of Spanish-American War hero Adm. Winfield Scott Schley and Lt. Cmdr. P.V.H. Weems, famed navigator and adviser to Charles Lindbergh.

The Murray Hill experience awaits just beyond Church Circle. "Annapolis by Candlelight" tour-goers are welcome to view each property in whatever order they choose and at their own pace from 5 to 9 p.m. each day.

Murray Avenue

No. 4 - This once simplistic frame home, built between 1913 and 1921, was originally an example of the Vernacular Homestead style. Since its construction, a number of ornate touches - typically featured in Italianate, Victorian and Queen Anne styles - have been added to its facade.

No. 14 - Homestead style was the architectural design selected in 1911 by the builder of this residence. Many of its unique characteristics have been retained even though the property has experienced some modernization.

No. 41 - This unpretentious American Foursquare style home was erected between 1913 and 1921. Its style was popularized by Sears Roebuck & Co. mail order kits, and it is one of four similar dwellings found on Murray Avenue.

Southgate Avenue

No. 14 - Representing the Arts and Crafts Mission style, this home, constructed in 1919, still features most of its original details, including a hip roof and deep overhanging eaves. The property was the childhood home of actor Robert Duvall.

No. 40 - Designed to incorporate the American Foursquare style popular in the early 20th century, this dwelling was constructed between 1913 and 1918. Its notable exterior features include a hip roof and a lovely front porch.

No. 62 - Representing a modified example of the Homestead style, this residence was considered a welcome addition to the community when it was built in 1921. Its wraparound porch, accented by Tuscan-style columns, adds to its charm.

Lafayette Avenue

No. 111 - This Georgian Revival style home, built circa 1930, is graced by a handsome front doorway and two side porches.

No. 123 - This unique Vernacular-style residence, similar to the Sears house kit known as "The Cedars," was a popular choice in the 1930s. A gabled roof, dormers and pediment-topped front door dress the exterior.

No. 139 - The horizontal design and open floor plan of this 1958 ranch-style home blend perfectly with the eclectic Murray Hill scene. Additions and renovations have made it perfect for a 21st-century family lifestyle.

Franklin Street

No. 28 - Construction of this ranch-style brick residence was completed circa 1930.

No. 37 - This Foursquare style residence, built in 1909, rises 2 stories. Its detailing includes a recessed entrance bay introduced by a stately front porch with turned columns, molded handrails and brick piers.

Steele Street

No. 2 - Colonial Revival style architecture, rich in symmetry and classical detailing, is presented in this residence, built in 1950.

In addition to the pleasure of viewing these 12 private homes, this year's event will offer curator-led tours for participants who would enjoy learning more about the architecture of two of the residences and the unusual furnishings and antiques accenting their interiors.

On both days of the tour, the curator-led activity will include 62 Southgate Ave. and 2 Steele St. The one-hour tour starts promptly at 3:30 p.m. at 62 Southgate Ave., followed by a wine and cheese reception given at the James Brice House, 42 East St. The cost for this special opportunity is $75, which includes admission into all sites on the candlelight

tour. Advance reservations are required and space is limited to 15 participants per night. Call HAF at 410-267-8146 for more information.

"Annapolis by Candlelight" tour buttons - which must be visible for admission into each house - can be purchased on tour nights at two locations: the HAF Museum Store, 77 Main St., until 8 p.m. Friday and from 10 a.m. to 8 p.m. Saturday; and the HAF event table, Franklin and Murray streets, from 4:30 to 8 p.m. Friday and Saturday. Along with each button, tour-goers will receive a detailed program booklet, map and flashlight.

Over the past 12 years, "Annapolis by Candlelight" has been made possible thanks to the hospitality of participating homeowners and the generosity of HAF volunteers who have given enormous amounts of time and energy - from planning the event to staffing homes on tour nights. This year, Constellation Energy is helping to sponsor the event. Proceeds will support the foundation's preservation and education programs and activities.

Tour-goers are reminded that "Annapolis by Candlelight" is a self-guided walking activity, occasionally over uneven brick sidewalks. Be sure to wear comfortable, flat-heeled shoes and take along an umbrella. The tour will be held rain or shine. No photography of the homes' interiors will be permitted.

Those participating in the tour also can take advantage of a courtesy shuttle trolley provided by Discover **Annapolis Tours.** The Northwest Street entrance of Gott's Court Garage will be one of the stops; the map included in the event's program will show all the shuttle stops. Shuttles will run from 4:45 to 9:15 p.m. each evening.

On tour nights, nine area restaurants will be featuring dining discounts ranging from 10 percent to 20 percent. Tour buttons must be shown to receive discounts and reservations are recommended. For more information about participating restaurants, call HAF at 410-267-8146.

LOAD-DATE: November 5, 2004

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The Capital (Annapolis, MD)

December 2, 2005 Friday

SECTION: ENTERTAINMENT; Pg. 17

LENGTH: 620 words

HEADLINE: Watt a show! COVER STORY

BYLINE: MARGARET HORTON EDSALL; For Entertainment

BODY:

This year, you've simply got to see the light. With two showstopping new displays and trolley rides - and even a carriage ride - the 11th annual Lights on the Bay is not to be missed this holiday season.

Every evening through Jan. 1, visitors can take the two-mile drive around Sandy Point State Park to see the spectacular nightscape and kaleidoscopic wonderland.

Along the way, 70 animated and stationary displays illuminated with thousands of lights will delight all ages.

Two themes making their debut this year are the Pirates of the Chesapeake and the North Pole Penguin Village.

And interspersed among the popular regional favorites are the Thomas Point Light House, a village modeled after Colonial Annapolis and midshipmen tossing their hats in the air.

The whimsical eye candy includes "Teddy," the giant red teddy bear that takes eight men to set up; a roly-poly tumbling gingerbread man; and electronically controlled reindeer, appearing to leap over the roadway.

Also this year, there are two unique ways of seeing Lights on the Bay.

Discover **Annapolis Tours** will be providing trolleys for jolly rides to and from the park and through the show. So gather up your family and friends for some extra special fun.

Adults can charter a heated trolley for most evenings, complete with door-to-door service in greater Annapolis, for $180. For more information, call 410-626-6000 or visit www.DiscoverAnnapolis.com.

For a more romantic tour on a starry night, reserve a ride aboard a French-designed Vis-<0x00E0>-Vis carriage pulled by a beautiful Percheron.

Every Friday through Sunday in December from 5 to 10 p.m., the Annapolis Carriage Co. will be giving 30-minute excursions through the lights show, beginning and ending at the park's entrance.

The carriage, which holds up to four adults, rents for $60. Reservations are recommended and can be made in person at the Museum Store near the Annapolis City Dock or by calling 410-268-5576.

"Everyone should come out to the park and experience the light show," said Katherine Mele, the show's coordinator for last three years. "It's a great way to share the joy of the holidays and get into the spirit. It's wonderful entertainment, and it's for such a good cause."

She added that all the money made from the fund-raiser will benefit the expansion of the Neonatal Intensive Care Unit at Anne Arundel Medical Center.

An army - well, actually, a fleet - of volunteers helps out with Lights on the Bay each year.

For the last decade, the Naval Academy's Brigade of Midshipmen has answered the call for volunteers to assist in the displays, which are created by Brandano Displays in Pompano Beach, Fla.

This year, Midshipman 1st Class JessicaAnn Tuia headed-up the effort, traditionally a 12th Company project. About 40 mids gave time on several weekends to set-up the displays, put-up the perimeter lighting and change thousands of light bulbs.

The mids will be back in January to help take all the displays down and store them away for next year.

Until then, look for Santa at the display every weekend prior to Christmas from 5 to 10 p.m. Children also can pick-up forms for the scavenger hunt, provided by Be Beep-A-Toy Shop, at the park's entrance. When you go: WHAT: 11th annual Lights On the Bay

WHERE: Sandy Point State Park, off Route 50 east at exit 32

WHEN: Nightly through Jan. 1, including Christmas and New Year's Day, from 5 to 10 p.m.

ADMISSION: $12 per car or mini van. Coupons for $2 off admission are valid Mondays through Thursdays. Coupons are available at Graul's Markets, Anne Arundel County Public Libraries, Be Beep-A-Toy Shop, Anne Arundel Medical Center, Red Hot and Blue Restaurant, The Capital, the Pennysaver and other local news publications.

PHONE: 443-481-3161

LOAD-DATE: December 5, 2005

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The Capital (Annapolis, MD)

November 12, 2006 Sunday

SECTION: ARUNDEL; Pg. D1

LENGTH: 594 words

HEADLINE: Prime parking, prime prices

BYLINE: NICOLE YOUNG; Staff Writer

BODY:

It has created a stink with some downtown businesses and the parking board, but Annapolis Carriage and Discover **Annapolis Tours** are set to formalize a deal with the city for an unprecedented long-term lease on two prime parking spaces.

The lease, set to be introduced to the City Council tomorrow during its regular meeting, stipulates that each of the companies will be responsible for paying $25 per day, or $9,125 per year for each parking space beginning July 1, 2007, and lasting through June 30, 2009.

Mayor Ellen O. Moyer likened the lease to those currently held with Watermark Boats and the water taxi service, providing a public service for tourists and residents.

The city already has set the precedent for occupying water and dock space with the tour boats, but Ms. Moyer said the option of leasing parking isn't available to just any business who wants a spot.

"Any business or any resident can present any kind of proposal but the interest that is being served has to be looked at," she said. "The criteria has to provide for a public service and we have a long tradition of serving that public-private partnership."

Started last month as a test run for the businesses to try out a new, more permanent and more visible location for tour pickup and drop-offs, both Annapolis Carriage and Discover **Annapolis Tours** claim the new spots have provided a boost for business. City code requires an ordinance be passed to authorize the lease of any city property to a business.

"The new space is working out for us very well," said Matt Grubbs, Discover **Annapolis Tours** president.

Owners of Annapolis Carriage have also noted a rise in tours and carriage rides and acknowledged they are looking to add another horse to accommodate more tours. Previously located between the Historic Annapolis Foundation Museum Store at 77 Main Street and the Annapolis Summer Garden Theatre on Compromise Street, the move was needed because there wasn't enough room for the horse and carriage to turn around.

City Administrator Bob Agee, who arranged the deal between the businesses and the company said there is nothing unusual or extraordinary about the lease and that there are several parking agreements that have been arranged between the city and area businesses over the years.

"Anyone can apply," he said. "Some agreements are short-term, for weeks or months, but each one is individually negotiated."

Mr. Agee said he was unsure how many downtown businesses lease parking spaces from the city, but the majority of them were short-term.

According to the lease, Discover Annapolis may park any of its vehicles at any time on the premises and is responsible for letting the city know if the space will remain empty for a day or more so that the city may use the space if needed.

Located at the intersections of Market Space and Main Street, the two metered parking spaces are in the heart of the prime downtown parking for area businesses. Home to Hard Bean Coffee and Griffin's Restaurant, McGarvey's Saloon, as well as City Dock Coffee and other small retail shops, the section of about 20 metered parking spots is key.

Four of the area's parking spots already are occupied with the temporary generator and air-conditioning unit at Market House.

Steve Duffy, owner of City Dock Coffee, said it was tough to tell how much of an effect the loss of parking spaces was having on his business, but he had been fearful in the loss of spaces.

"Parking is parking," he said. "But I'm on board with it if the city determined it was the best thing to do. They determine what is best for downtown."

LOAD-DATE: November 13, 2006

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The Capital (Annapolis, MD)

November 27, 2006 Monday

SECTION: INSIDE; Pg. A5

LENGTH: 609 words

HEADLINE: Volunteer of the week: Local woman gets in the holiday spirit at State House

BYLINE: LORI PHELAN; Staff Writer

BODY:

Are you looking for a little something different this weekend to kick off your holiday season?

Try touring the Maryland State House this Friday or Saturday evening. Not only will it be extraordinarily all decked out in its holiday finest, it'll also be lit by candlelight and filled with music performed by locals bands, choral groups and ensembles.

Greeting you at the door on the 21st century side of the building will be 18th century tour guide and colonial Pat Turlington of Hillsmere, also known as Mistress Pat and The Capital's Volunteer of the Week.

While at the State House, you can see the Old Senate Chamber, where George Washington resigned as commander-in-chief of the Continental Army and Congress ratified the Treaty of Paris that ended the American Revolutionary War.

And as Mrs. Turlington will be quick to point out, "The State House is the oldest state capital building in continuous legislative use in the country."

Originally built, burned, rebuilt and rebuilt again in 1772, and completed in 1779, "it sits on the highest, healthiest part of town" today and hosts thousands of visitors annually.

And no time is more special to visit than during the holiday season - by candlelight.

"Why not," said Mrs. Turlington. "It's free, gets you in the Christmas spirit and it's our State House after all."

That and you get a nifty candy cane.

Mrs. Turlington came to volunteer at the State House by way of her day job, serving as a part-time walking, colonial-clad, tour guide in **Annapolis** for Watermark Cruises.

She first stepped back in time some 14 years ago for **Three Century** Tours, since bought by Watermark. Previously she retired from being an x-ray technician and working in retail.

As a colonial guide, she also occasionally volunteers to serve as local color for other **Annapolis** events, such as the **Annapolis** by Candlelight Tour, Eleventh Hour in West **Annapolis** and at the State House.

"Pat is always ready and willing to volunteer for us when we ask," said her supervisor, Sue Pitkin. "She is not only an excellent tour guide of the building and very knowledgeable, but she also enjoys helping us out with out-of-town visitors."

Helping with State House tours has been something she's been involved with for a decade.

"It certainly doesn't feel like it's been 10 years though," said Mrs. Turlington.

Being a tour guide, either by part-time employment or in a volunteer capacity, is something near and dear to her.

"I'm just a very social person and like to meet people," she said. "And I really like to share the history of Maryland and Annapolis. Most people take where they're from for granted."

Even though she was raised in Linthicum and has lived in Hillsmere for the past 27 years, she admits to not having known a great deal about Annapolis beforehand.

"Now I'm continually learning something new and I just love that."

The varying schedule also works perfectly, giving her the time to be the primary caregiver for her elderly mother.

Aside from her day job, she enjoys serving as a Naval Academy midshipman sponsor. Her interests also included reading, listening to music, working with arts and crafts, baking and taking occasional day trips to Williamsburg and other local historic areas, with her husband of 27 years, Ken Turlington.

Tour the State House by Candlelight from 7 to 9 p.m. Friday and Saturday and enjoy performances by local bands, choral groups and ensembles. For more information, call 410-974-3400.

Send your nomination for "Volunteer of the Week" to Lori Phelan, staff writer, at The Capital, PO Box 911, Annapolis, MD 21404; fax it to her at 410-280-5953; call her at 410-280-5920; or e-mail lphelan@capital gazette.com.

LOAD-DATE: November 28, 2006

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The Baltimore Sun

December 24, 2006 Sunday
ARUNDEL EDITION

SECTION: LOCAL; BUSINESS NOTES; Pg. 4G

LENGTH: 639 words

HEADLINE: BUSINESS NOTES

BYLINE: Compiled by Marcia Cephus

BODY:

Thrivent to assist Habitat with homes

A national homebuilding alliance between Habitat for Humanity International and Thrivent Financial for Lutherans will underwrite Arundel Habitat for Humanity's work on two new homes in 2007.

The additional homes, in Brooklyn Park, are part of Thrivent Builds with Habitat for Humanity, an alliance that mobilizes volunteers and significant financial support.

Thrivent will commit $24.5 million to build 355 additional homes in 43 states.

Information: 410-384-9212, Ext. 18.

Jobs program being developed

The Anne Arundel Workforce Development Corp. is partnering with the Anne Arundel County Department of Social Services in the development of the JobsWork! Program.

JobsWork! Arundel is a comprehensive job-readiness program designed to move temporary-case assistance participants to self-sufficiency.

Information: 410-269-4530.

Trolley rides offered during holidays

Discover **Annapolis Tours** is offering rides on the "Holly Trolley" during the Christmas season.

It is available for rides to the Decorator Show House, "Lights on the Bay" at Sandy Point State Park and other destinations, and for sightseeing tours.

Tours depart from Annapolis and Anne Arundel County Visitor Center, 26 West St.

Information: 410-626-6000.

Photographer sells calendars

Celia Pearson, an Annapolis photographer whose work has appeared in Coastal Living and Metropolitan Home, among other magazines, is selling calendars featuring a custom-designed stand and her own fine-art photographs.

The desk- and mantel-top calendars start at $35, with discounts available for bulk orders. Information: www.celiapearsoncalendar.com or 410-263-0999

Event to benefit local Red Cross

Spirit Hyundai of Annapolis is holding a benefit for the local American Red Cross from Tuesday to Saturday.

For a donation of $19.95 to the American Red Cross, Spirit Hyundai will give motorists an oil change.

Spirit Hyundai, at 935 West St., will serve refreshments. No appointments will be taken for this first-come event.

Information: 410-295-1234.

Counties association slates conference

The Maryland Association of Counties will hold its annual winter conference, "Rolling Up Our Sleeves," Jan. 3 to 5 at the Hyatt Regency Chesapeake Bay Hotel in Cambridge.

Participants may sign up for single-day registration or full registration. Registration must be accompanied by payment, and there are no refunds.

The association is committed to being nonpartisan, promoting and advancing the general well-being of Maryland's citizens through county government.

Information: 410-269-0043 or 301-261-1140.

Greystone Grill to open in Annapolis

Greystone Grill has signed on as the newest tenant in the Severn Bank Building on Westgate Circle in Annapolis.

Winner of this year's Diners Choice Award for Best New Restaurant in Maryland, Greystone Grill is a locally owned business with other locations throughout Maryland.

The restaurant will open in the spring.

Kenneth Evans Jr. promoted at firm

Kenneth Evans Jr. has been promoted to associate with the Morris & Ritchie Associates Inc., a Mid-Atlantic land planning, engineering and architectural firm.

Evans has over 21 years of experience in land-surveying and land-planning.

He is a resident of Severn.

Linda M. Schuett to focus on land use

Former Anne Arundel County attorney Linda M. Schuett will join the law firm of Linowes and Blocher LLP in Annapolis on Jan. 2. Schuett, who served for almost eight years under former County Executive Janet S. Owens, will focus her practice on land-use matters.

Executive names information officer

Anne Arundel County Executive John R. Leopold has appointed Dave Abrams as a public information officer.

In the position, Abrams will communicate the administration's policies and issues to the media. Before joining county government, Abrams was a political reporter for The Capital newspaper in Annapolis.

LOAD-DATE: December 27, 2006

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The Capital (Annapolis, MD)

August 12, 2007 Sunday

SECTION: GUIDEBOOK 2007-08; Pg. 44

LENGTH: 844 words

HEADLINE: Fun activities the entire family will enjoy

BODY:

From parks to museums and pirate cruises to ghost tours, there's plenty of unique activities for growing families in Anne Arundel County.

Here's a list of some possible destinations and events:

Chesapeake Children's Museum in Annapolis, offers a wide range of interactive and entertaining activities. A babies and toddlers playgroup and a drum circle are among the regular events. 410-990-1993. Web site: www.theccm.org.

Pirate Adventures on the Chesapeake offers the chance for children to cruise the high seas and search for buried treasure. Six cruises a day abroad the Sea Gypsy are offered, seven days a week through Labor Day. After that, cruises are on weekends until the end of October. 410-263-0002. Web site: www.chesapeakepirates.com.

The William Paca House & Garden is operated by the Historic Annapolis Foundation, which runs several other properties in the city as well as an information center called HistoryQuest. The Paca House, the former residence of a signer of the Declaration of Independence, features some exhibits that provide a glimpse into family life in Colonial times. Two annual events are a holiday open house and a Maryland Day celebration. 410-267-6656. Web site: www.annapolis.org.

Additional sites with a historical bent include:

The Banneker-Douglass Museum in Annapolis, a repository for African-American information in the state. 410-216-6180. Web site: www.bdmuseum.com.

Historic London Town and Gardens in Edgewater, which occasionally holds public digs for colonial artifacts. 410-222-1919. Web site: www.historiclondontown.com.

The Capt. Salem Avery House Museum in Shady Side, which chronicles south county's maritime heritage. 410-867-4486. Web site: www.averyhouse.org.

Other activities that celebrate the past include:

Annapolis Carriage offers horse rides through the brick-lined streets of downtown. 410-349-1660. Web site: www.annapoliscarriage.com.

Ghosts of **Annapolis Tours** offers a spooky alternative for families. 410-216-6005. Web site: www.ghostsofannapolis.com.

Families with an environmental bent might want to check out:

Discovery Village in Shady Side, which offers hand-on opportunities for children to learn about the heritage and ecosystem of the bay. 410-867-7737. Web site: www.discoveryvillage.net.

The Chesapeake Bay Environmental Center in Grasonville, which offers educational and entertaining children's activities. 410-827-6694. Web site: www.bayrestoration.org. The Smithsonian Environmental Research Center in Edgewater also focuses on ecosytems study. There are many family-oriented programs, such as listening for night owls, birding, stargazing, and canoeing trips. 443-482-2300 Web site: www.serc.si.edu.

Even the shopping malls in the area offer children's programs.

Westfield Annapolis mall in the Parole area has a children's play area outside of J.C. Penney. Center Court, another area where families gather, is closed while the mall undergoes construction, but is expected to re-open Nov. 1. It will feature a revamped space, with comfortable seating, a cafe and a fountain. The mall also operates a kids' club, which is meeting in the food court area during construction, on the first Wednesday of the month. 410-266-5432. Web site: www.westfield.com/annapolis.

Marley Station in Glen Burnie has a free program called Muggsy's Meadow with crafts and games. 410-760-8900. Web site: www.shopmarley.com.

Arundel Mills mall in Hanover has a kids' club and a "Share a Story" event every third Thursday. 410-540-5110. Web site: www.arundelmills.com.

Children with an interest in staying active have several options, including:

The Truxtun Park pool in Annapolis. 410-263-7928. Web site: www.annapolis.gov./recreation.

The Arundel Olympic Swim Center outside Annapolis. 410-222-7933. Web site: www.aacounty.org/recparks/swimcenters/arundelcenter.

Pasadena Roller Skating Center. 410-437-3636.

Piney Orchard Ice Rink. 410-672-7013. Web site: www.usarinks.com/piney.

Skate Zone in Crofton. 410-721-7155. Web site: www.sk8zone.com.

Wheels Skating Center in Odenton. 410-674-9661. Web site: www.wheelsrsc.com.

Bowlers can head to numerous centers in their spare time, including:

Annapolis Bowl. 410-266-0700.

AMF Ritchie Lanes in Glen Burnie. 410-761-3800.

Crofton Bowling Centre. 410-721-2401.

Glen Burnie Bowling Center. 410-636-5904.

Severna Park Lanes. 410-647-0811.

AMF Southdale Lanes in Pasadena. 410-761-1300.

Families can take their best swing at miniature golf courses:

Severna Park Golf Center. 410-647-8618. Web site: www.severnaparkgolf.com.

Nighthawk Golf Center in Crofton. 410-721-9349. Web site: www.nighthawkgolfcenter.com.

Arundel Golf Park in Glen Burnie. 410-761-1295. Web site: www.arundelgolfpark.com.

Pasadena Golf Center. 410-439-4653. Web site: www.pasadenagolfcenter.com.

Families with children interested in sports can check out the many leagues in their area, as well as leagues run by the Annapolis Recreation and Parks Department. 410-263-7958. Web site: www.annapolis.gov/recreation.

The Anne Arundel Recreation and Parks Department also runs leagues. 410-222-7300. Web site: www.aacounty.org/recparks.

LOAD-DATE: August 21, 2007

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The Capital (Annapolis, MD)

May 3, 2009 Sunday

SECTION: BUSINESS; Pg. B1

LENGTH: 750 words

HEADLINE: Annapolis benefits from being a 'staycation' destination

BYLINE: SHARON LEE TEGLER For The Capital

BODY:

While tourism is one of Anne Arundel's most important economic engines, it has struggled along with most other businesses during the recession.

But with Annapolis being a major destination courtesy of its history and waterfront location, several businesses catering to the area's visitors have greatly enhanced **Annapolis' tourist**-friendly reputation. And a campaign last year encouraging regional travelers to choose Annapolis and the county for a so-called "staycation" has appeared to pay off for several businesses catering to the weekend crowds.

Landing on Eastport shores more than a decade ago, Capital City Colonials President Susan Denis launched the first of three tourist-oriented businesses that have thrived through economic ups and downs. Denis entered the tourism field in 1997 when she purchased the Jonas Williams House. Built in 1870, it is the oldest standing home on the Eastport Peninsula.

Having relocated to Annapolis from Chicago, where she'd owned a graphics business, she renovated the three-story residence and turned it into a picturesque bed and breakfast. Opening in June 1997, the B&B attracted a steady stream of guests. It was booked months in advance through 2000 - primarily by out-of-state travelers. Then came the Sept. 11, 2001, terrorist attacks.

"Nothing affected the business as dramatically as 9 / 11," Denis said. "The long-distance tourist disappeared because of a fear of flying."

Luckily, within a few months, new clients began driving in from the Mid-Atlantic states and occupancy returned to normal levels, she said.

By 2005, Denis had created her own walking tour company, Capital City Colonials, assembling a staff of Colonial-costumed guides and even offering tours aboard Segways.

In 2008, Denis established the Food Tour Association, a national organization of food-tour operators with members from major destinations including Boston, Chicago, Seattle, New York City and Washington, D.C.

The walking tours did well in the summer of 2008, but rising gas prices in September created a shift in the kind of customers Denis said she was seeing. Tourists primarily drove in from nearby states such as Pennsylvania and Virginia. As the economy dipped, the circle tightened and in-state day trippers became the norm.

Debbie Gosselin, owner of Watermark Tours, Charters and Cruises, also said her business saw a dip in corporate business as companies struggled with bottom lines. Fortunately she saw steady leisure business last year, adding Watermark is diversified enough to weather the storm.

The company owns and operates 11 boats, ranging from large craft such as the Harbor Queen, Annapolitan II and Lady Sarah, to water taxies. In addition, it also offers walking tours led by costumed guides.

She also said being in Annapolis offers the advantage of being in an area that has a large population within a short driving distance and where employment remains relatively high.

"We're fortunate at Watermark to have a diverse customer base interested in anything from a $2 taxi ride all the way up to a $55,000 wedding," Gosselin said. "If certain trends affect one part of the business, we have others to fall back on."

Matt Grubbs, owner of Discover **Annapolis Tours,** also noted the dramatic drop-off in a post-9 / 11 world, following a steady increase for his company in the years leading up to 2001. Following 9 / 11, there was a decline that lasted through 2007, he said. He blames much of the decline on technology.

"People are more inclined to research a city they want to visit beforehand on the Internet rather than take an introductory tour," he said.

Regardless, Grubbs said 2008 was his second-best year ever and this spring also is looking good. He credited the prohibitive expense of long-distance and regional travel.

"Tourism tends to flow south from major feeder markets like Boston, New York, Pittsburgh and Philadelphia when the economy's bad," he said. "In addition, we get visitors from nearby cities like Towson, Gaithersburg and Sterling, Va."

Discover Annapolis also offers general transportation for wedding parties and other events - business that is up 38 percent so far this year, he said.

Mianna Jopp, manager of the Armel-Leftwich Visitor Center of the Naval Academy since 1994, echoed Grubbs' sentiments. Tourist numbers at the academy were strong through 2000, but dropped after 9 / 11 and remained low until last year. Jopp said the second quarter of 2009 is shaping up well.

Sharon Lee Tegler is a freelance writer living in Severna Park.

LOAD-DATE: May 4, 2009

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The Capital (Annapolis, MD)

May 18, 2009 Monday

SECTION: FRONT; Pg. A1

LENGTH: 810 words

HEADLINE: Paradegoers stop and reflect

BYLINE: WENDI WINTERS For The Capital

BODY:

There was no doubting that Memorial Day came early this year in Annapolis.

The bold, bright, brassy sounds of "Anchors Aweigh" yesterday surprised some shoppers and restaurant patrons who poked their heads out doorways, windows and balconies along the parade route downtown.

But delighted by the unexpected spectacle, residents, churchgoers and tourists gathered on sidewalks in small clusters along West and Main streets and Church Circle to watch and wave.

The procession stepped off eight days earlier than the parade's traditional early morning time slot on Memorial Day Monday.

"Our goal is to increase the participation of area veteran organizations that have been involved in other ceremonies on Memorial Day observed," said Tory Salvia, one of the parade's organizers. "A lot of our veterans prefer to honor their fallen comrades by visiting their graves and laying wreaths at the veterans' cemeteries. Some also want to march at the big parade on Memorial Day in Washington, D.C."

Salvia, a member of the Vietnam Veterans Association and Optimist Club, said they organizers also wanted to attract families in town for the Naval Academy Commissioning Week, as well as more participants from the academy itself.

Falling in behind the Naval Academy Band, parade participants strode or rode along West Street to Church Circle, then down Main Street to end at Susan Campbell Park at City Dock.

Speaker of the House Michael E. Busch, D-Annapolis, served as the parade's Grand Marshal, riding in a white horse-drawn carriage with Mayor Ellen O. Moyer.

The parade was sponsored by the Jewish War Veterans Annapolis Post 380, the Optimist Club of Annapolis, American Legion Post 141 and Annapolis Branch 24 of the Fleet Reserve Association.

More than 40 military, scouting and civilian groups signed up to participate in the parade, including the Annapolis High Navy Junior ROTC unit. Several dozen veterans turned out to march along the route, while their older brethren rode in a trolley provided by Discover **Annapolis Tours.**

"I'm a military man," said 81-year-old Allen Pindell, an Air Force veteran who served during the Korean and Vietnam wars, and the Cuban missile crisis. "I'm doing this for my country and for the other people who can't make it, that are disabled. A lot of my relatives were in the service, too."

Navy Cmdr. Jim Duffy, 73, a Vietnam veteran and a 1960 Naval Academy graduate, also had a more poignant reason for his participation.

"I'm also here to honor my deceased son who gave his life in Iraq 10 years ago," he said. "Brendan was a Navy aviator and a member of Annapolis High School's Class of 1995."

As the flag-bearing color guards and the trolley transporting the veterans passed by his spot on West Street, 82-year-old Jim Watkins stood at attention with an American flag tucked into his left breast pocket. A Gambrills resident, Watkins served in the Army Air Corps - the predecessor of today's Air Force - during World War II. He was a photographer aboard a B-17 bomber.

At City Dock, the festive mood turned serious.

"We miss them and we will not forget them," said Ray Jewett, chaplain for the local Vietnam Veterans of America chapter. "By our tears, we pledge to them, through you, their sacrifices will be remembered and we will work diligently for peace so our children will not know war."

In his speech, Busch took note of the fact President Abraham Lincoln's Gettysburg Address, delivered at the dedication of a cemetery on the site of a bloody Civil War Pennsylvania battlefield, "followed a two-hour presentation by a noted orator whose efforts are now long forgotten. Lincoln's was 272 words and took 2 minutes to deliver. I promise my speech will be more like Lincoln's."

But, despite Memorial Day's roots in 1868, Busch said it was not until after World War II that the country came together to commemorate Memorial Day on the same day, adding that Annapolis has celebrated Memorial Day since 1869.

"It's probably the longest-running event in the history of our great city - 140 years," he said.

He urged the audience to pause at 3 p.m. this May 30 for the national moment of remembrance.

"Stop and reflect on the ultimate sacrifices of every man and woman who serves this country in uniform," he said.

An academy yard patrol boat had glided up to City Dock. Veterans and family members boarded the boat with flower wreaths they intended to toss into the Chesapeake to commemorate America's fallen service men and women. The veterans and officials who remained behind silently placed another wreath in the waters of Spa Creek.

Jo Ann Snead, a member of Vietnam Veterans Of America, said there's always one simple way to commemorate those willing to make the sacrifices for everyone else's benefit.

"If you enjoy your freedoms, find and thank a veteran," she said.

Wendi Winters is a freelance writer who lives on the Broadneck Peninsula.

LOAD-DATE: May 19, 2009

Exhibit K

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Alcatraz Media is ready to buy from you!

If your company offers tours, activities, tickets, attractions, entertainment, lodging, transportation, or any other travel product, Alcatraz Media would like to become your biggest customer!

Alcatraz Media is the largest tour/activity broker in North America. We currently purchase over 12,000 tours and activities from over 2,000 suppliers. We advertise extensively, operate a large call center to serve our customers, and we have a network of hundreds of web sites. Alcatraz serves hundreds of thousands of customers annually. We look forward to sending a lot of business to you!

These web pages provide complete information about our program. We have included **Corporate Information** to tell you more about us and how we operate. We have included a sheet that explains the **Benefits** to you of working with Alcatraz, and we have provided **References**. We have also provided the answers to some **Frequently Asked Questions** as well as **Corporate Information**. Our **Supplier Agreement** is enclosed as well as our **New Supplier Information**.

We look forward to buying a lot from you!

Get started today by signing up as a Supplier.

Once you have signed up and we have received your information, we will begin advertising your products to our customers, and we will begin buying from you!

Alcatraz needs the following from you:

- **Supplier Agreement**
- **General Information** – contact names and numbers, etc. – Please return the enclosed New Supplier Information Form.
- **Certificate of Insurance** showing our various corporate entities as an Additional Insured
- Net rates for each tour/activity
- Detailed information about each tour/activity (prefer in Microsoft Word files, but we can pull this information from your web site, if needed)
- Digital photos (prefer photos 400 pixels wide or larger and as many photos as possible; we can copy these from your web site, if needed)

Thank you for working with us, and please let us know whenever we can do anything for you.

For more information, please call Carolyn Ballard, Senior Business Development Manager at 866-620-3722, or email us using our **Contact Form**.

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Our Program – What Alcatraz Media does for Over 1,100 Travel Suppliers like You

What We Do

We buy from you and over 2,000 suppliers like you.

"Alcatraz" Media (and its affiliates) provides booking services for tours, tickets, activities, entertainment, transportation, hotels, and travel services. Alcatraz is the largest tour/activity broker in North America. We have purchased over 12,000 different tours and activities from over 2,000 suppliers. We promote tours and activities in every state with offerings in over 250 cities in North America, and in over 65 countries around the world. We advertise extensively, operate a large call center to serve our customers, and we have a network of over 2,000 web sites. Alcatraz serves hundreds of thousands of customers annually.

Our Suppliers

We work with an extremely diverse group of suppliers -- from one-person operations offering just one or two tours/activities -- to large multi-location corporations with many employees, offering dozens of tours/activities. We have purchased over 12,000 tours and activities from over 2,000 suppliers (and we add new tours/activities and suppliers regularly). The tours and activities that we purchase and sell to our customers include tours in a variety of vehicles, cruises, outdoor activities, shows, theme park tickets, limo rentals and bus charters, hotel rooms, and much more. We sell everything from tours of Alcatraz Island and cruises around the Statue of

Liberty to scuba diving in the Florida Keys to snowmobiling in Canada to submarine tours in Hawaii to helicopter tours of the Grand Canyon to tickets to Universal Studios to more than 100 different musical shows in Branson, Missouri. Our suppliers provide all types of things for people to do while on vacation or enjoying their leisure time. We try to offer a variety of tours and activities in each market.

Our Marketing

We very effectively utilize our network of over 2,000 web sites to market tours and activities. We utilize our web sites to attract the attention of people when they are searching for what's important to them! We use print advertising in travel and visitor publications, and we use rack cards in some markets. With a database of more than a million previous customers, we make very effective use of email promotion. Affiliate marketing is becoming a major part of our marketing efforts as travel agents and tour operators look to us for one-stop shopping for all types of tours and activities, and we pay them a commission for bringing the business to us.

Our Customers

We serve hundreds of thousands of customers annually. We promote worldwide. We offer tours and activities in almost every US state and Canadian province. A growing percentage of our customers are international. Our customers are as diverse as the world's population, but they are all similar in wanting convenience. Customers can contact us or make reservations with us 24 hours a day, every day of the year, either online or by telephone. We provide simple one-stop shopping for their vacation and leisure needs. Customers can plan and purchase all of their vacation needs from us.

Our Operating Procedures

We take orders by phone and online. We collect from the customer in full at the time they make their reservation. We immediately send the order to you. When you provide a confirmation to us, we then provide a link on our web site so the customer can print their E-Ticket from any computer with an Internet connection anywhere in the world. We also send the customer an email. The E-Ticket contains complete details about the tour/activity and their booking. The customer prints the E-Ticket (voucher) and presents it to you when they take their tour/activity. Please ask our customers to sign the voucher at the bottom of the page when they present it to you. This will help us with chargebacks. (The credit card companies allow customers to win chargebacks if a merchant does not have a signed imprinted credit card form or a signed form showing receipt of tickets/merchandise. The signed vouchers should help protect us against unscrupulous chargebacks.)

Customer Service

We strive to offer excellent customer service. Our customer service begins with our web sites. We endeavor to provide the answers to most questions customers ask in the descriptions that we provide for each tour and activity. Every page on our web site has two links that enable customers to email us with their questions and needs, and our toll-free telephone numbers are shown several times on each page. Reservations Agents are available by phone from 8 am to Midnight, almost every day of the year (only slightly restricted hours on major holidays). We have a large staff of well-trained Reservations Agents. We utilize an outstanding reservations system that Alcatraz Media developed, and each and every dealing with our customers is logged into our system -- phone calls, emails, faxes, and letters. Customers automatically receive a receipt email the second they place their order. Then when you

provide the confirmation to us, the customer's E-Ticket is automatically posted online and emailed to them. We send a follow-up email a few days before the tour/activity to make sure the customer has their E-Ticket (or knows how to retrieve it online), and we once again communicate the important information that they will need. Each customer is given toll-free numbers to reach our Reservations Agents as well as your local number and toll-free number, if they need to contact you. We promise our customers that their tour/activity will be confirmed as soon as possible, and we do so within minutes after we receive the confirmation from you.

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Products & Services We Buy from Travel Suppliers like You

We have offered over 12,000 different tours and activities from over 2,000 suppliers. We provide tours and activities in almost every US state and Canadian province, with offerings in over 250 cities in North America. We offer thousands of tours and activities in over 65 countries around the world.

Geographical Coverage:

North America: Over 10,000 products in over 250 destinations, including almost all 50 US states and Canadian provinces.

We are constantly recruiting new suppliers and opening new markets.

Product Types:

We have offered over 12,000 tours and activities from over 2,000 suppliers (and we add new tours/activities and suppliers every day). We provide all types of things for people to do while on vacation or enjoying their leisure time. We try to offer a variety of tours and activities in each market.

- Adventure Tours
- Airboat Tours
- Airplane Tours
- Aquarium Tours
- ATV Tours
- Backpacking Tours
- Balloon Flights

- Battlefield Tours
- Beach Tours
- Bed and Breakfast
- Bicycle Tours
- Biplane Tours
- Boat Tours
- Bus Tours
- Cable Car Tours
- Camping Trips
- Canoe Tours
- Carriage Tours
- Castle Tours
- Cemetery Tours
- Christmas Events
- Cruises
- Dam Tours
- Desert Tours
- Dinner Cruises
- Dinner Shows
- Dinner Trains
- Dog Sledding
- Dolphin Tours
- Dude Ranch Vacations
- Everglades Tours
- Fall Foliage Tours
- Fishing Trips
- Fly Fishing Trips
- Ghost Tours
- Ghost Town Tours
- Glacier Tours

- Golf Tours
- Gospel Tours
- Helicopter Tours
- Hiking Tours
- Historic Tours
- Holiday Events
- Horseback Riding Tours
- Hotels
- Hummer Tours
- Hunting Trips
- Jeep Tours
- Kayak Tours
- Lake Tours
- Lighthouse Tours
- Limo Tours
- Lunch Cruises
- Medieval Tours
- Motorcycle Rentals
- Motorcycle Tours
- Movie Star Homes Tours
- Movie Star Tours
- Museum Tours
- Music Tours
- National Park Tours
- Nature Tours
- New Years Eve Parties
- Outdoor Tours
- Overnight Tours
- Photography Tours
- Plantation Tours

- Rafting Tours
- River Tours
- Rock Climbing
- Sailboat Tours
- Scuba Tours
- Shopping Tours
- Show Tickets
- Skiing Trips
- Snorkeling Tours
- Snowmobile Tours
- Sports Tours
- Stars Homes Tours
- Surfing Lessons
- SUV Tours
- Swamp Tours
- Theme Park Tours
- Tickets
- Train Tours
- Trolley Tours
- Vacation Packages
- Van Tours
- Walking Tours
- Weddings
- Whale Watching Tours
- Whitewater Tours
- Wine Country
- Yacht Tours
- Zipline Tours
- Zoo Tours

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What can Alcatraz do for Your Business?

1. **Alcatraz sells a lot of tours and activities,** increasing the sales and profits of the companies that we sell for. Suppliers work with us, because we make money for them!

2. **We reach visitors who many of our suppliers might never reach.** Some call it "found business." We help fill their tours/activities with bookings they might not have had. Alcatraz offers a very valuable marketing service since we have the ability to reach people coming to town that the tour/activity operator doesn't know about and most likely would not sell. Alcatraz has a huge database of previous customers who are proven buyers of vacation and leisure activities. Alcatraz reaches customers looking for one-stop shopping as they plan their vacations. We tend to reach customers who are planning in advance, rather than the visitors who have already reached their destination.

3 **We spend advertising money that most of our suppliers don't have to spend.** We will spend millions of dollars in advertising this year. This money is spent to get people who are interested in using the services provided by our suppliers to call us and visit our web sites and call or email us. Few tour/activity operators have the kind of budget that we have for advertising.

We provide free advertising for the tour and activity operators who work with us . At no charge, we put the tours and activities on our

www.unitedtstatestours.us as a means to promote EVERYTHING that we offer to our US customer base, and we use www.Canada-Tours.net to promote all that we offer in Canada. A link to the US and Canadian sites are on every confirmation email and every E-Ticket.

So, we turn customers in San Francisco this year into customers at the Grand Canyon next year and customers in New York the following year. This is something that a local tour/activity operator cannot do on their own. As by far the largest tour and activity broker in North America, we are in a unique position to offer our tour and activity operators this exclusive benefit.

5. **One of the biggest benefits Alcatraz provides to our Suppliers is that the vast majority of our reservations are made in advance.** This is a BIG benefit to them. It gives them a base of business before they usually begin getting reservations.

It varies by tour operator and market, but MOST of the tour/activity operators we deal with get bookings close-in from their own efforts. Many get the vast majority of their business once visitors arrive in town. But 95% of Alcatraz reservations are made in advance, sometimes as far as a year in advance. We've never calculated the average lead time, but it could easily be a month. It depends on the needs of each tour/activity operator, but advance bookings are almost always welcomed and valuable. It aids with planning and resource allocation.

6. **Alcatraz normally pays by check, and we are the fastest payer in the country.** We almost always write checks the day the bill is received. So, cash flow is fast with Alcatraz. Bookkeeping is easy; rather than deal with many customers with many

network of web sites. Every tour will appear on at least four web sites, and some on as many as eight. Each tour is on the country site, the state site, the city site, and the primary tour or activity type site. Some tours fall into several tour type categories, and those tours and activities will appear on each applicable site. So, we may reach someone planning a trip to the US, or planning a vacation in California, or planning a trip to Orlando, or who wants to take a train tour. People think of their vacations in terms of country, state, city, or activity type, and we are there to serve them with the appropriate information based on WHAT'S MOST IMPORTANT TO THE CUSTOMER! It's one of the reasons we reach people who others would never reach.

And, we cross-promote . Take a look at www.alcatraz.us, our first and biggest market. Scroll down on the home page, and you will see that we promote Las Vegas, Hollywood and Los Angeles, San Diego, and Seattle. These are all locations that we know visitors to San Francisco often visit as well.

Our network now consists of country sites, state and Canadian province/territory sites, city sites, tour type sites, and other special-interest sites. That's a network of over 2,000 distinct web sites that are all networked together to enable the customer to find just exactly what they want.

4. **Our suppliers have the no cost benefit of our promotion to our extensive database of established tour and activity-taking customers.** We served 300,000 customers last year.

Every customer is in our database, and our customers are proven tour and activity-takers. We promote to them on a regular basis so they will come back to us again and again. We now use

transactions, it's just Alcatraz. No credit problems. No chargebacks. No hassles. Limited staff time. We can back this statement up with references from current Suppliers.

7. **Because we pay by check, the tour operator does not have to pay the approximately 3% fee that goes to their credit card services company** . This is real savings that is a real offset against the discount provided to us.

8. **We do the sales work, and we get all the details from the customer**. We maintain a large staff of people who receive the telephone and email inquiries and handle all the details. We send the details to the tour/activity operators, and all they have to do is handle the delivery of the tour or activity.

9. **We are proven** . The company has been operating since 1999. We represent over 2,000 tour and activity operators. We can provide wonderful references.

10. **Alcatraz usually limits the number and types of companies we deal with in a market,** so tour and activity operators often try to get an arrangement set with us before a competitor does. In San Francisco, for example, we spent $2,000,000 with one tour bus operator and only $50,000 with another tour bus operator (as we choose only to sell what our primary tour bus operator does not offer).

Alcatraz enables our Suppliers to generate higher sales and more profit.

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Frequently Asked Questions

1. **Why should our company sell to you?** We will be an excellent customer for you! Please review the page titled " **What can Alcatraz do for Your Business?"**
2. **How do I get Alcatraz to start buying from our company?** Just email or call, and let us know you want to get started. One of our Business Development Managers will handle the rest. Alcatraz will need the following from you:
    A. **Supplier Agreement.**
    B. **General Information** – contact names and numbers, etc. – Please return the enclosed **New Supplier Information Form.**
    C. **Certificate of Insurance** showing our various corporate entities as an Additional Insured – We have provided a pre-printed fax that you can simply address and send to your insurance agent, and they'll handle the rest.
    D. Net wholesale rates for each tour/activity.
    E. Detailed information about each tour/activity (prefer in Microsoft Word files, but we can pull this information from your web site, if needed)
    F. Digital photos (prefer photos 400

pixels wide or larger and as many photos as possible; we can copy these from your web site, if needed)

3. **What is an acceptable net rate?** Please provide us with the lowest net rates that you can provide. The larger the discount you provide, the more effective we can be for you. The net rates that we receive determine the level of marketing effort that we can provide.
4. **What types of photos would you like to receive from us?** We encourage you to send us as many photos as possible, as we know that we sell more of those tours/activities that have good photos! For tours and activities, we need photos of the sites/destinations, inside and outside of tour/activity vehicle or building, and any other highlights. For shows, we need photos of the performance and cast, outside of building, lobby, and any other highlights. For attractions, we need photos of the attraction, outside/entrance, and any other highlights. For lodging, we need photos of the outside of the building, lobby, each of the room types, and any other special features or amenities. In all cases, photos of people enjoying the tour/activity excellent.

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Affiliate Program Details

Reserve XL is the largest tour/activity resource in North America offering over 12,000 sightseeing tours and activities in over 250 cities in North America. Reserve XL is now expanding internationally with tours and activities available in 65 countries.

You can sell any tour or activity that we offer and earn commission of 5% or more on every sale.

Get started today by registering as an Affiliate.

Once you have registered and your agent application has been accepted, you will be sent complete information about our program. Your login and password will enable you to access our online reservations system to enter orders. You will receive a monthly commission check for the total reservations that you enter.

For more information, please email affiliates@ReserveXL.net, or call us at 866-475-1727. We look forward to serving you.

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Products

We currently provide over 12,000 different tours and activities from over 2,000 suppliers. We provide tours and activities in every US state and Canadian province, with offerings in over 250 cities in North America. We are now expanding internationally – we provide tours and activities in over 65 countries.

Geographical Coverage:

North America: Over 10,000 products in over 250 destinations, including almost all 50 US states and Canadian provinces.

Major Destinations include:

- San Francisco
- New York
- Grand Canyon
- Branson
- Hawaii
- Boston
- Chicago
- Washington D.C.
- Seattle
- Las Vegas
- Nashville
- Dallas
- Los Angeles
- Philadelphia

- Miami
- San Diego
- Orlando
- Denver
- Key West
- Phoenix
- Sedona
- Anaheim
- Tampa
- Fort Lauderdale
- Baltimore
- New Orleans
- Austin
- Pigeon Forge
- Charleston
- Savannah
- Asheville
- Colorado Springs
- Niagara Falls
- Toronto
- Vancouver
- Banff
- Halifax
- Montreal
- Whistler

We are constantly recruiting new suppliers and opening new markets. This year, we expect to add hundreds of new suppliers and thousands of tours and activities in North America, South America, Europe, Asia, Australia and Pacific, Africa, and the

Middle East.

Product Types:

We currently provide over 12,000 tours and activities from over 2,000 suppliers (and we add new tours/activities and suppliers every day). We provide all types of things for people to do while on vacation or enjoying their leisure time. We try to offer a variety of tours and activities in each market.

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- ATV Tours
- Backpacking Tours
- Balloon Flights
- Battlefield Tours
- Beach Tours
- Bed and Breakfast
- Bicycle Tours
- Biplane Tours
- Boat Tours
- Bus Tours
- Cable Car Tours
- Camping Trips
- Canoe Tours
- Carriage Tours
- Cemetery Tours
- Christmas Events
- Cruises
- Dam Tours

- Desert Tours
- Dinner Cruises
- Dinner Shows
- Dinner Trains
- Dog Sledding
- Dolphin Tours
- Dude Ranch Vacations
- verglades Tours
- Fall Foliage Tours
- Fishing Trips
- Fly Fishing Trips
- Ghost Tours
- Ghost Town Tours
- Glacier Tours
- Golf Tours
- Gospel Tours
- Helicopter Tours
- Hiking Tours
- Historic Tours
- Holiday Events
- Horseback Riding Tours
- Hotels
- Hummer Tours
- Hunting Trips
- Jeep Tours
- Kayak Tours
- Lake Tours
- Lighthouse Tours
- Limo Tours
- Lunch Cruises

- Motorcycle Rentals
- Motorcycle Tours
- Movie Star Homes Tours
- Movie Star Tours
- Museum Tours
- Music Tours
- National Park Tours
- Nature Tours
- New Years Eve Parties
- Outdoor Tours
- Overnight Tours
- Photography Tours
- Plantation Tours
- Rafting Tours
- River Tours
- Rock Climbing
- Sailboat Tours
- Scuba Tours
- Shopping Tours
- Show Tickets
- Skiing Trips
- Snorkeling Tours
- Snowmobile Tours
- Sports Tours
- Stars Homes Tours
- Surfing Lessons
- SUV Tours
- Swamp Tours
- Theme Park Tours
- Tickets

- Train Tours
- Trolley Tours
- Vacation Packages
- Van Tours
- Walking Tours
- Weddings
- Whale Watching Tours
- Whitewater Tours
- Wine Country
- Yacht Tours
- Zipline Tours
- Zoo Tours

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Benefits

- Make money – and there's No cost to you!
- Generate profits by offering travel products.
- Instant access to the widest selection of tours and activities available anywhere – products previously not available to you or not cost-efficient for you to source or book.
- Wide variety of travel products available for your customers – over 12,000 tours and activities in over 65 countries and over 350 cities.
- You can feature ReserveXL product through your travel website at no cost to you, and ReserveXL does all the work processing your customers' bookings.
- Eliminate customer service calls as the ReserveXL staff handles the customer service function.
- Customers can leisurely browse and order the travel products they want.
- User-friendly booking.
- Simple system that's easy to use.
- Tours, events, specialty accommodation, attractions
- Full product display and information
- Online booking

Commission paid on all utilized sales

AM 204

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Supporting Your Customer

ReserveXL will handle all aspects of the reservations process.

We receive orders placed online. We collect from the customer in full at the time they make their reservation. We immediately process the orders. When reservations are confirmed, we provide a link on our web site so the customer can print their E-Ticket from any computer with an Internet connection anywhere in the world. We also send the customer an email. The E-Ticket contains complete details about the tour/activity and their booking. The customer prints the E-Ticket (voucher) and presents it when they take their tour/activity.

We strive to offer excellent customer service. Our customer service begins with our web sites. We endeavor to provide the answers to most questions customers ask in the descriptions that we provide for each tour and activity. Every page on our web site has two links that enable customers to email us with their questions and needs, and our toll-free telephone numbers are shown several times on each page. Customer Service Agents are available by phone from 8 am to midnight, almost every day of the year (only slightly restricted hours on major holidays). We have a large staff of well-trained Customer Service Agents. We utilize Reserve XL, the outstanding reservations system that Alcatraz Media developed, and each and every dealing with our customers is logged into our system – phone calls, emails, faxes, and letters. Customers automatically receive a receipt email the second they place their

order. Once confirmed, the customer's E-Ticket is automatically posted online and emailed to them. We send a follow-up email a few days before the tour/activity to make sure the customer has their E-Ticket (or knows how to retrieve it online), and we once again communicate the important information that they will need. Each customer is given toll-free numbers to reach our Customer Service Agents as well as local numbers for the tour/activity operations staff.

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Frequently Asked Questions (FAQ)

1. What will I be able to sell as an affiliate of ReserveXL?

You will be able to generate commissions from the sale of any of our tour/activity products. You may offer all 12,000 products, or you may sell just one. For example, a travel web site may want to offer every tour and activity that we provide, while a hotel concierge may limit sales to tours and activities in that city.

2. How do I access the product information?

To access product information, simply access the web site for the area of interest to your customers.

3. How do I place orders?

To order, you simply login and access our online order form. You enter the city, specify the tour or activity, and enter your client's information.

4. How will I know I've been accepted into the ReserveXL Affiliate Program?

You will receive email confirmation of your acceptance into the ReserveXL Affiliate Program. You will be assigned an ID Number, and you will then have full access to our system and will be ready to generate commissions.

5. Does it cost anything to join?

No. There is no initial or ongoing membership fee for the ReserveXL Affiliate Program. We provide you

with the tools you need to generate commissions at no cost to you.

6. How do I know I'm earning fees when my customers book products through ReserveXL?

When you or your customers book ReserveXL products using the ReserveXL order form, ReserveXL is able to determine that the booking was generated by you due to a unique ID allocated at the time of your membership. You will enter this ID whenever you place an order, and this ID is automatically included in all bookings generated from your website when using our order form on your web site.

7. Can I see reports on booking activity?

You will receive access to online reporting on all ReserveXL booking activity, including customer name, ReserveXL reservation ID, total amount charged, tour/activity date, and number of passengers. (Booking data available online does not display any cancellations or changes that are made by customers after their initial booking. Both the final value and the number of bookings made will be provided with your commission.)

8. Can I be in any country and run the ReserveXL Affiliate Program?

Yes, you can be anywhere in the world and use the ReserveXL Affiliate Program.

9. Can I control the look and feel of my ReserveXL pages?

Yes, you may display your own logo and add your own navigation links. A special "Stylesheet" feature lets you change colors and other features, making your ReserveXL pages look more like your website. Other tools allow for further customization..

10. Can I control the products that appear in the searches, or on the feature pages?

You may select which Featured Tours & Activities pages appear on your website, but you may not select the product that appears on those pages.

11. What are my responsibilities as a ReserveXL Affiliate?

We hope you will generate a lot of business. Your only responsibility is to display and promote ReserveXL product as provided specifically to you without altering or manipulating the information provided.

12. What are ReserveXL's responsibilities?

ReserveXL will provide you with the tools and support you need to maximize ReserveXL product bookings.

We will be the recipient of all email communication from customers using the email function available from the ReserveXL pages. We will also be the recipient of phone calls using the toll-free telephone numbers provided to customers.

We will process bookings and billings for all customers booking ReserveXL product through you.

We will respond to all technical issues and other inquiries.

13. I don't have a website. Can I still be a ReserveXL Affiliate?

Yes. You may simply login to our order form to place orders for your customers. You may use our web sites as your means of promotion. So, for example, concierges may simply refer their guests to our web

pages, and the concierge can then make the reservation and earn the commission.

14. If I become a ReserveXL Affiliate, can I still participate in other affiliate programs?

Yes. We are a resource, and we do not seek any form of exclusivity.

15. Can I change my ReserveXL Affiliate information?

Yes. You have online access to change your information at any time.

16. How much and how often do I get paid?

ReserveXL will pay you a fee of at least 5% of the gross retail price (excluding taxes and fees) on all ReserveXL products sold through your website and used by your customers.

Fees will be paid within 30 days of the end of each calendar month by direct deposit or check in the same currency as the booking was transacted, for customers using the products during the calendar. However, if the fees due are less than US$100 in any calendar month, ReserveXL reserves the right to pay you only when the amount owing has reached US$100.

17. How can I keep track of the fees I've earned?

We provide access to data on your customers' bookings updated daily at an online administration area available exclusively to you. (Booking data available online does not display any cancellations or changes made by customers after their initial booking. Both the final value and the number of bookings made will be provided with your

commission.)

18. Do I earn fees on bookings I make myself?

Yes. When you complete a booking with us through our order form, you earn the same fees on your booking that you would from a booking by one of your customers. Commission is earned based on the Reserve XL Affiliate ID entered on the order form.

19. What about cancellations?

If a customer cancels a reservation, or if credit card charges are reversed due to a dispute or credit card fraud, your account will be reversed for any fees earned or paid on that reservation.

20. Where should I place the links/product pages on my website?

Links to our travel products should be located close to any information your website displays about that city. The database search can be located anywhere on your web site. The more prominence you provide for the ReserveXL link the more likely you are to make sales. The positioning is up to you.

21. Do I need to check/update any links/products?

No. Links and products provided by ReserveXL draw directly from our real-time database, so you need not worry about outdated product.

22. How does my customer recognize the billing for the ReserveXL booking through me or my website?

ReserveXL bookings will be displayed on the customers' credit card statement as: "ReserveXL – Travel Services."

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About Us

Reserve XL is a division of Alcatraz Media, the leading provider of destination travel products in North America.

Alcatraz Media was formed in 1999. The company began as an Internet company providing web hosting, email services, web design and development. The name "Alcatraz Media" was chosen because the founder's home in Sausalito had a view of San Francisco Bay and Alcatraz. The name was memorable, came up high on alphabetical lists, and it was available as a corporate name (always a challenge in the huge state of California). When the company added a toll-free number, the phone began ringing off the hook. Much to our chagrin, the callers weren't interested in Internet services; they wanted tickets to Alcatraz. It seems there were no companies named Alcatraz listed with directory assistance in San Francisco, so when people called for a number, the operators would say the only listing they had was for "Alcatraz Media." Many would then call the toll-free number to reach our Internet business. After many hours telling people that we didn't sell Alcatraz tickets and after many hundreds of dollars in toll-free telephone bills, the company seriously considered changing its name. The other option was to begin selling tickets and making reservations for callers to visit Alcatraz. The rest is history. "Alcatraz" is now the largest tour/activity broker in North America!

"Alcatraz" Media (and its affiliates) sell tours, tickets, activities, attractions, entertainment, transportation, hotels, and travel services. Alcatraz Media is the largest provider of destination travel products in North America. Alcatraz Media currently

provides over 12,000 different tours and activities from over 2,000 suppliers, chosen because of their professional reputation and excellent customer service standards. Our Business Development staff is continually adding new tours and activities.

Alcatraz Media offers tours and activities in every state with offerings in over 250 cities in North America (and we are now expanding internationally). Alcatraz Media operates a large call center to serve its customers, and we have a network of over 2,000 web sites. Alcatraz Media served hundreds of thousands of customers last year.

The Reserve XL e-Commerce system ensures that the reservations process is secure and user-friendly. Your customers' tickets can be printed from any computer with an Internet connection anywhere in the world.

- **What We Do:** "Alcatraz" Media (and its affiliates) sell tours, tickets, activities, attractions, entertainment, transportation, hotels, and travel services. Alcatraz Media is the largest provider of destination travel products in North America. We currently provide over 8,000 different tours and activities from over 2,000 suppliers. We promote tours and activities in every state with offerings in over 250 cities in North America, and we are now expanding internationally. We advertise extensively, operate a large call center to serve our customers, and we have a network of over 2,000 web sites. Alcatraz served hundreds of thousands of customers last year.
- **Address:** Reserve XL, A Division of Alcatraz Media, 8200 Roberts Drive, Suite 205, Atlanta, GA 30350, Phone: 678-320-2200. The Atlanta office is the main office, call center, and accounting office.
- **Contacts:**

- **Vice-President of Supplier & Business Development:** Tony Windsor
- **Senior Business Development Manager:** Carolyn Ballard - 866-620-3722
- **Webmaster:** Lia Simcox
- **Vice-President of Operations:** Barbara Gray - 678-320-2232
- **Accounting Manager:** Janice Cullen - 678-320-2228
- **Reservations Manager:** Kim Hayes - 678-320-2238
- **Ticketing Manager:** Sonya Chase - 678-320-2234
- **Director of Sales:** Sondra Shumaker - 866-475-1727
- **Advertising Coordinator:** Nikita DeJarnette - 678-320-2231 -
- **Marketing / Public Relations Coordinator:** Jamie Siegel - 678-320-2245
- **Marketing Manager & Assistant to President & CEO:** Michelle Thornton 678-320-2233
- **CEO:** Ryan Windsor

- **Web Sites:** There are over 2,000 web sites in the network that Alcatraz Media uses to promote its services. The corporate web site is www.alcatrazmedia.com. The San Francisco tour operation web site (our first and largest tour office and operation) is www.alcatraz.us. The www.UnitedStatesTours.us and www.Canada-Tours.net web sites show all the tours and activities that are offered in North America. The Alcatraz Media network has approximately 100 tour type web sites, such as www.Train-Tours.us, www.Helicopter-Tours.us, and www.DinnerCruises.us.
- **Email:** Our general email address is info@ReserveXL.net. You may reach any of our staff members by emailing (firstname) @ReserveXL.net. Our general email address for affiliates is affiliates@ReserveXL.net.
- **Call Center:** Alcatraz operates a large call center in Atlanta. All customer inquiries are handled by our trained Customer Service Agents in Atlanta. Reservations, order processing, confirmations, and technical support are also handled in Atlanta.
- **Accounting:** Our accounting office is in our Atlanta location. The primary contact for Accounting is Janice Cullen - janice@reserve123.com - 678-320-2228.
- **Our Suppliers:** We work with an extremely diverse group of suppliers – from one-person

operations offering just one or two tours/activities – to large multi-location corporations with many employees, offering dozens of tours/activities. We currently purchase over 12,000 tours and activities from over 2,000 suppliers (and we add new tours/activities and suppliers regularly). The tours and activities that we provide include tours in a variety of vehicles, cruises, outdoor activities, shows, theme park tickets, limo rentals and bus charters, hotel rooms, and much more. We sell everything from tours of Alcatraz Island and cruises around the Statue of Liberty to scuba diving in the Florida Keys to snowmobiling in Canada to submarine tours in Hawaii to helicopter tours of the Grand Canyon to tickets to Universal Studios to 130 different musical shows in Branson, Missouri. We provide all types of things for people to do while on vacation or enjoying their leisure time. We try to offer a variety of tours and activities in each market.

- **Our Marketing:** We very effectively utilize our network of over 2,000 web sites to market tours and activities. We utilize our web sites to attract the attention of people when they are searching for what's important to them! We have used print advertising in travel and visitor publications, and we may use rack cards in some markets. With a database of hundreds of thousands of previous customers, we make very effective use of email promotion. Affiliate marketing is becoming a major part of our marketing efforts as travel agents and tour operators look to us for one-stop shopping for all types of tours and activities, and we pay them a commission for bringing the business to us.
- **Our Customers:** We served hundreds of thousands of customers last year. We promote worldwide. For the last five years, our efforts have focused on vacations and

leisure activities in North America. We offer tours and activities in every state and all across Canada. While our services have been provided in North America, a small but important and growing percentage of our customers are international. Our customers are as diverse as the world's population, but they are all similar in wanting convenience. Customers can contact us or make reservations with us 24 hours a day, every day of the year, either online or by telephone. We provide simple one-stop shopping for their vacation and leisure needs. Customers can plan and purchase all of their vacation needs from us.

- **Our Operating Procedures:** We take orders by phone and online. We collect from the customer in full at the time they make their reservation. We immediately process the orders. When reservations are confirmed, we provide a link on our web site so the customer can print their E-Ticket from any computer with an Internet connection anywhere in the world. We also send the customer an email. The E-Ticket contains complete details about the tour/activity and their booking. The customer prints the E-Ticket (voucher) and presents it when they take their tour/activity.

- **Customer Service:** We strive to offer excellent customer service. Our customer service begins with our web sites. We endeavor to provide the answers to most questions customers ask in the descriptions that we provide for each tour and activity. Every page on our web site has two links that enable customers to email us with their questions and needs, and our toll-free telephone numbers are shown several times on each page. Reservations Agents are available by phone from 8 am to midnight

almost every day of the year (only slightly restricted hours on major holidays). We have a large staff of well-trained Reservations Agents. We utilize Reserve XL, the outstanding reservations system that Alcatraz Media developed, and each and every dealing with our customers is logged into our system – phone calls, emails, faxes, and letters. Customers automatically receive a receipt email the second they place their order. Once confirmed, the customer's E-Ticket is automatically posted online and emailed to them. We send a follow-up email a few days before the tour/activity to make sure the customer has their E-Ticket (or knows how to retrieve it online), and we once again communicate the important information that they will need. Each customer is given toll-free numbers to reach our Reservations Agents as well as local numbers for the tour/activity operations staff.

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Software Details

Reserve XL has been developed for tour and activity operators, entertainment venues, charter transportation companies, and any business that makes reservations and sells tickets.

Increase your profits, and improve your operation with Reserve XL.

Reduce the administrative overhead associated with operating your business. Reserve XL provides you with all the tools needed to streamline the processing of your orders though a simple web-based interface that can be accessed from any computer with an Internet connection anywhere in the world. You do not need any special hardware, and the application is simple enough for anyone to use.

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Software Features

Dealing with the administrative demands of a successful tour/activity business is tough. As a tour/activity operator, there are enough things to do in a given day without adding confusion and creating more work with a manual system or mediocre tour/activity management and reservations system. With ReserveXL, you will have the best system available!

If your business has experienced any of the following problems, we have a solution that will benefit your business:

*** Inefficiency**
Do you have to look too many places for information? Do you have too many systems? Do you have separate systems for reservations and operations? Reserve XL provides one system and one place for everything.

*** Manual Systems**
Do you have to maintain some of your systems manually? ReserveXL automates all aspects of the reservations system, giving you a unified system for reservations, operations, email, phone calls, faxes, reports, credit card processing, and more.

*** Excessive incoming emails and telephone calls**
Overloaded with inbound phone calls and emails? We understand. Using our ReserveXL system, it makes it simple to log incoming phone calls, emails, and internal memos in one easy-to-use interface that is accessible from any computer with an

Internet connection.

*** Unorganized internal communication**
Does your staff have an organized and effective way to communicate internally? If not, our solutions are perfect for you. We designed our ReserveXL software solution to eliminate the hassles surrounding unorganized communication.

*** Excessive credit card transactions and administrative overhead**
How many hours a day are you or your staff members spending on credit card transactions. If you are not instantly aware, chances are it consumes more time than you think. Let us assist your business with automation systems that will eliminate the need for data entry and manual transactions forever.

Product Features:

* Provide your staff with one integrated system for handling all dealings with customers from the time they make their reservations to an automatic thank you for your business note emailed after they return home.

* Automate your entire reservations process from credit card transactions to confirmation delivery. ReserveXL integrates with major credit card processing systems.

* Maintain complete information on all customers.

* Automate the processing and confirmation of reservations.

* Extensive search capability makes it easy to locate customer records - search by first name, last name, email address, phone number, reservation ID number, confirmation number, credit card number, and more.

* Fully-integrated system that maintains your web site as well as your inventory, prices, and much more.

* Complete credit card processing functions built-in. Charge, credit, refund, or void in seconds from within each customer's record. Financial details are saved as part of each customer record for easy reference.

* All dealings with a customer are attached to the customer's record - order information, notes of all dealings with the customer, copies of all emails sent to the customer, and more.

* Easily add, remove, and edit your tour/activity prices and information.

* Connect to your secure central tour database from any location at any time. Multiple logins and security levels provide you with complete control of this application.

* Email notification features allow your staff the ability to send or resend confirmation details with the click of a mouse to one or more email addresses.

* Allow your clients the ability to login and print tickets or vouchers.

* Easily edit reservations and track specific information like hotel pickup time/locations and any special tour requirements.

* Our time-stamping feature allows you to provide precise individual attention to each customer. This feature allows you to easily review specific customer situations.

* All customer emails flow into the system so any

employee can review and handle email inquiries.

* Sales contact management system for maintaining a database of customers and prospective customers, managing sales efforts and promotion, scheduling follow-up calls, etc.

* Inventory system that automatically tracks availability by tour/activity and adjusts inventory as sales are generated and reflects sold out status and blocks acceptance of additional orders once sold out.

* Extensive report generation options.

* Security settings provide various levels of system access.

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Software Features
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Software Benefits

Increased Productivity

Save time and increase productivity with a call management solution. Why waste time sending emails and voice mails back and forth with employees in your office when you can easily communicate through a centralized database in real-time. With a convenient and secure web-based administration, your entire staff can login from work, home, or vacation to check in and catch up on important tasks. Our trouble ticket system makes it simple to view completed tasks and things to-do.

Affordable Solution

There is no need to invest in expensive hardware and a technical support staff because ReserveXL is provided as a hosted application. We provide this solution as a monthly subscription service. We guarantee satisfaction! If you are not 100% satisfied in the first 30-days, we will give you a full refund.

Scalability

ReserveXL is designed to fit your needs, no matter how much they change. We understand that your business is constantly adapting to meet your needs, and we work hard to adapt with our clients to provide the best "custom" solution on the market.

Customization

Do you need something changed or added to ReserveXL? Our programmers are happy to provide you with the individual attention you require to adapt the solution to your exact requirements. We are here to make your life easier, so tell us how we

can assist.

Return on Investment

What is your time worth? How much time do you spend each month taking orders, coordinating details, processing transactions, delivering confirmations, auditing records, and running reports? All of these details are absolutely necessary, but should consume as little time as possible.

In many cases, our software pays for itself in the first month. For example, if you process 50 transactions per day, you may spend upwards of 40-60 hours per week on your processing alone. This time would be much better spent developing business strategies and networking, for instance. With our processing tools, we are confident that you can reduce the manual overhead by 80%. Based on an average pay of $10 per hour, you could save $200-$400 per week, or more, as a result of improving efficiency with our programs.

Improve the flow of information and eliminate the roadblocks of communication in your tour business. Our systems allow organizations to increase efficiency and employee performance with automated tools and a simple online interface. We help everybody to work together, smarter and faster.

ReserveXL increases efficiency and incorporates the entire team. By storing data in a central location with an online interface, everybody can access the data in real-time

ReserveXL never calls in sick

ReserveXL makes running reports and auditing transaction simple with multiple views and reporting formats

ReserveXL works while you sleep. Accept new orders 24 hours a day and give your existing customers the ability view and edit reservations online.

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Frequently Asked Questions (FAQ)

We are here to assist your business. Below, we have provided a list of frequently asked questions for your convenience. If you are interested in speaking with one of our representatives in more detail, please contact us by clicking here

How much does it cost?
We offer several pricing options to accommodate businesses of all sizes. We have a subscription based model, which allows you to pay a monthly fee to use the service. Or, we license our software to larger businesses for payment on a per-transaction basis..

How much technical expertise is required?
Using our system is simple. General computer knowledge is a plus, but we have found that most users capable of sending email, surfing the internet, and creating a document can handle our software.

How long does it take to get setup?
Depending on your requirements, setup can take anywhere from a few days to a few weeks.

How do you handle training?
Our staff will train as many individuals as necessary as a value-added service. We can train via telephone, web conference, or even fly to you in person, if necessary.

Do I need any special hardware or software?
Our software does not require any special hardware or software to operate. You simply need a computer with high-speed Internet access to connect to the

system.

Is the software easy to use?
All of our software solutions are hosted applications with an easy-to-use web-based administration system. Our solutions are accessible from any computer with an Internet connection. No software, hardware, or advanced technical knowledge is required to utilize our hosted applications.

Is there a cost for new releases of the software?
Since we opened our doors in 1999, our staff has consistently produced, enhanced, and adapted our various software tools for a number of companies providing a wide array of services in the tour industry. We work closely with our clients to provide the most effective and affordable solutions to increase sales and reduce costs. All clients receive the benefit of all software enhancements at no additional charge.

What type of data centers does ReserveXL utilize?
Our ASP (application service provider) hosting model provides our on-the-go clients with the best solution for the tour industry. All of our software packages are hosted in our data centers, allowing you to access your data and processing systems from anywhere in the world. All of our data centers are located in California and the Pacific Northwest. With dual OC-48 connectivity and multiple OC-3's, we have plenty of connectivity to support our applications, and more importantly, your business. We provide 24-hour emergency technical assistance, and our knowledgeable staff is always happy to assist. ReserveXL's parent company, Alcatraz Media, Inc., has established affiliate relationships with a number of leading network service providers. The network facilities include 15,000 square feet of raised floor space in a 28,000 square foot building.

In addition to hosting our hardware and applications on this network, we are able to provide our clients with everything from shared hosting packages, to full blown co-located rack mounts. The network operations centers are located in Marin County, California and San Jose, California (Silicon Valley). The network center is built to "N+2" fault tolerant standards, which means there are two back-ups for each critical component. For example, all power system components, such as Uninterruptible Power Supplies (UPS), must be taken off-line periodically for maintenance and re-certification (often for a day or more). If a UPS is offline for service and another UPS system fails, with an "N+2" fault-tolerant system there will still be enough UPS systems to keep the facility up and running. With many data centers, the facility power would be lost or compromised in such a scenario.

A fault-tolerant, fully optical, multi-Gigabit network fabric is employed, with fiber connections directly into each server cabinet.

What type of technical support does ReserveXL provide?

We provide 24/7 email technical assistance. Our clients are provided with additional access to our 24-hour telephone support line for emergencies.

8200 Roberts Drive, Suite 205 ** Atlanta, GA 30350
Phone: 678-320-2200 * Toll-Free: 800-208-4421 * Fax: 770-393-8610
www.ReserveXL.net * info@ReserveXL.net
© 2005-2009, Alcatraz Media, Inc.

Las Vegas Tours | Grand Canyon Tours | San Francisco Tours | Alcatraz Tours | Nashville Tours | Los Angeles Tours | San Diego Tours
New Orleans Tours | Orlando Tours | Miami Tours | New York Tours | Boston Tours | Chicago Tours | Anaheim Tours | DC Tours

Seattle Tours | Hawaii Tours | London Tours | Paris Tours | Italy Tours | Toronto Tours | Vancouver Tours | Niagara Falls Tours

About Us

Reserve XL is a wholly owned subsidiary of Alcatraz Media, Inc. Alcatraz Media has been in business since 1999 providing web hosting, web design and development services, and marketing services. Alcatraz Media has become the largest tour/activity broker in North America.

Over 2,000 web sites and reservation systems are powered by ReserveXL.

ReserveXL Users include:

* **Tower Tours** – San Francisco-based bus tour operator.

* **UnitedStatesTours.us** – Thousands of tours and activities throughout the United States.

* **Round America** – Operator of tour businesses in California, Tennessee, Arizona, and other markets.

* **Everybody Loves Travel** – Full-service travel agency

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Chicago Tours | Anaheim Tours | DC Tours
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| Vancouver Tours | Niagara Falls Tours

Reserve XL is the largest tour/activity resource in North America offering over 10,000 sightseeing tours and activities in 450 cities and 65 countries worldwide.

Welcome to ReserveXL

Reserve XL features reservations products.

Reserve XL is software for tour and activity operators and anyone involved in any aspect of a reservations business.

Reserve XL also offers an affiliate program that provides affiliates with the ability to earn commissions on an inventory of thousands of tours and activities.

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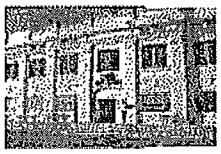
New Orleans Tours | Orlando Tours | Miami Tours | New York Tours | Boston Tours | Chicago Tours | Anaheim Tours | DC Tours
Seattle Tours | Hawaii Tours | London Tours | Paris Tours | Italy Tours | Toronto Tours | Vancouver Tours | Niagara Falls Tours

Alcatraz Tours
Take a tour of historic Alcatraz Island and San Francisco. Alcatraz is one of the most popular sightseeing destinations in existence. Reserve tickets online for an Alcatraz tour today. More info >>



Alcatraz Tickets
If you are looking for tickets to Alcatraz Island individually, please visit our recommended affiliate and enjoy a day or night cruise to The Rock in San Francisco. More info >>

Sightseeing Tours Around The World
Reserve over 9,000 sightseeing tours and attractions worldwide with Reserve 123. More info >>

Web Hosting & Streaming
Alcatraz Media provides reliable web hosting with exceptional connectivity, superior support, and affordable prices. Check out our new VDS and streaming accounts. More info>>

Alcatraz Tours | Las Vegas Tours | San Francisco Tours | Washington DC Tours | Hollywood Tours | Boston Tours | San Diego Tours | Miami Tours
Nashville Tours | London Tours | Orlando Tours | Chicago Tours | New Orleans Tours | Hawaii Tours | Seattle Tours | Savannah Tours | New York Tours
Miami Tours | Vancouver Tours | Toronto Tours | Niagara Falls Tours | Catalina Tours | Key West Tours | Grand Canyon Tours | Phoenix Tours
Sedona Tours | Durango Tours | Paris Tours | Florence Tours | Budapest Tours | Prague Tours | Brussels Tours | Portugal Tours

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HOSTING PACKAGES

UNIX SHARED WEB
Personal
Advanced
Business I
Business II

IRC SHELL ACCOUNTS
IRCd Level 1 Shell
IRCd Level 2 Shell
IRCd Level 3 Shell

IRC NETWORK ACCOUNTS
Small Network
Medium Network
Large Network

CURRENT PROMOTIONS

15% off all quarterly orders!
Promotion code: TRAZQ15
Expires: March 31, 2009
--
5% off all monthly orders!
Promotion code: TRAZM5
Expires: March 31, 2009

Windows Media Service Provider

Web Hosting & Shell Accounts

Alcatraz Media provides a wide range of services including web hosting, database hosting, and IRC hosting to name a few. We are professionals in our industry so please feel free to contact us with any questions you might have. Our friendly and knowledgeable staff will be glad to assist in any way possible.

Our systems are protected by a series of firewalls which automatically react to incoming traffic and mitigate when needed. We provide this service at no extra cost to you!

Network Information And Support

With up to Gigabit Ethernet connectivity, the Alcatraz Media network has plenty of bandwidth all of the time. Our redundant hosting network also features 24/7 email, online emergency technical assistance, and an interactive client administration section that enables full control over your account. Click here to read more about our bandwidth options.

Our network affiliates provide our hosting clients with the latest technology. From SSL certificates to merchant accounts, we can assist you with your online requirements. Email us or call toll free for more information on how we can get your website up and running quickly and easily.

24/7 Technical Support is always available to provide you with the highest level of service. Click here to send a support request to Alcatraz Media. Or vist us on IRC: EFnet #AlcatrazMedia

Any Questions? Please contact us.

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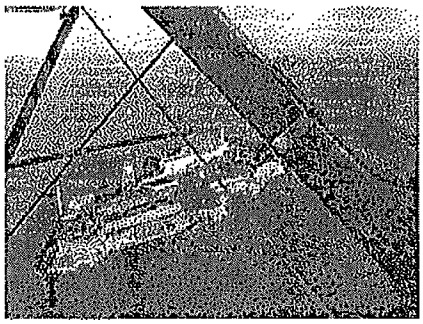
AM 236

Reserve 123



Book Tours and Sightseeing Activities

Welcome to Reserve 123, the easiest way to book tours and fun things to do around the world. We provide an extensive selection of tours, cruises and attractions in over 400 cities. Search 10,000 activities in San Francisco, Las Vegas, New York, Los Angeles, Boston, Chicago, Orlando, London, Paris, Florence, and beyond. Book tickets online and save or call toll free for assistance with reservations, group tour bookings and private charter transportation services.

SEARCH FOR TOURS BY CITY

Search by City

WHAT TYPE OF TOUR ARE YOU LOOKING FOR?

Search by Tour Type

KEYWORD SEARCH

Are you planning for a large group?

We work with groups of all sizes, and strive to provide our clients with a worry free and pleasurable experience, from start to finish. Whether you require bus charter transportation, private cruise arrangements, group booking services or assistance with any other travel-related task, we are here to help. Please call us toll free or click here to request a free quote for your next group and/or charter event.

ONLINE GIFT CARDS

Purchase gift cards for tour and activities - Our gift cards are valid for thousands of tours and activities around the world

NASHVILLE VACATION PACKAGES HAVE ARRIVED!

You're invited to spend a fun-filled weekend in Nashville, the capital of country music! The Opryland Weekend Vacation has everything you're looking for at a great value. Don't miss this opportunity to see what Music City is all about.

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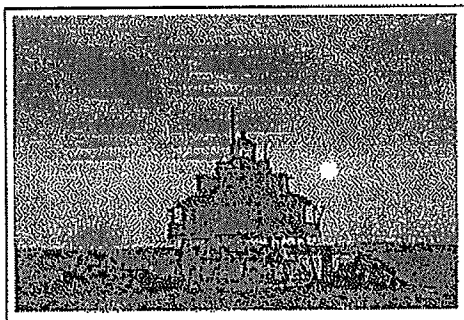
Tours & Activities in Annapolis



AnnapolisTours.us offers a wide variety of sightseeing tours in Annapolis and Baltimore. Our most popular tours are Historic Walking Tour of Annapolis.

There is so much to see from Annapolis to Washington DC, and with heavy traffic and extremely limited parking, the only way to see the sights and make the most of your time is with one of our DC Tours. DC Tours will take you to see it all -- from the White House and the Capitol to the Smithsonian and Arlington National Cemetery. We also offer tours to Mount Vernon, Williamsburg, Gettysburg, and more.

How to Find the Tours and Activities that Interest You

The AnnapolisTours.us web site offers many tours and attractions. To find the tours, attractions, and activities that are of the most interest to you, there are three ways to look.

On the left side of every page, our **"Most Popular Tours"** are displayed. These are the tours that generate the highest sales for us, so we know they are the most popular with visitors.

On the right side of every page, the **Tour & Activity Types"** are displayed. We categorize each tour, attraction, and acticity to make it easy for you to find the options for a specific type of tour or activity. So, for example, if you know you want to take a cruise, by clicking on "Cruises' under the Tour Types, you will then see a brief summary of each tour that includes a cruise. Click on the summaries that sound interesting, and you can read the full description for the tour.

The last way to look is by clicking on the **"Tours & Activities"** link underneath our logo at the top of each page. This will give you a complete list of every tour and activity that we offer. You may then scan the summaries of each tour and activity and click on those of interest to read the full description and access the ordering information.

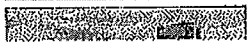
Concert Tickets, Sports Tickets, and Show Tickets

Find the best seats to sold-out concerts, sports events, and shows with VIP Tickets, a sister company of Annapolis Tours.

Get tickets to see a concert or theatrical production. Click here for a complete inventory of tickets in the Annapolis area and beyond. For reservations, order online or call us toll free.

Other Popular Destinations

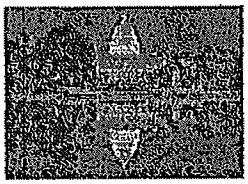
Baltimore Tours



Baltimore Tours offers a wide

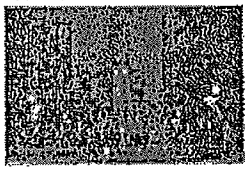
variety of sightseeing tours in Baltimore and Washington, DC. Our most popular tour in Baltimore is the Baltimore Trolley Tour as it takes you to see all the major sights in Baltimore. Click here for more information

Washington DC Tours



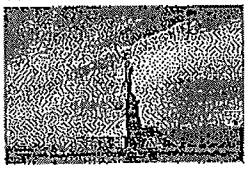
DC Tours offers a wide variety of sightseeing tours in Washington, DC. We will take you to see everything from the White House and the Capitol to the Smithsonian and Arlington National Cemetery. We also offer tours to Mount Vernon, Williamsburg, Gettysburg, and more. Click here for more information

Philadelphia Tours



Philadelphia is famous as the birthplace of life, liberty, and the pursuit of happiness. Philadelphia is the fifth-largest city in the country, and it is filled with historic sights. Philly Tours provides sightseeing tours of the city and transportation services. Click here for more information

New York Tours



Enjoy tours and activities in the Big Apple. New York has a wide variety of sightseeing options from double decker bus tours to helicopter tours over the city. Book online and save on all fun things to do in New York City. Click here for more information

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Reserve 123 is your source for the best sightseeing tours, excursions, and attraction tickets around the world. Search our database of thousands of tours, cruises, flights, hotels, and show tickets online or call us toll free for assistance with group tours and charters. This web site is a member of the Reserve 123 Network of web sites, providing the ability for you to review a comparative selection of tours and activities. The Reserve123 Network offers the largest independent booking service in the world with 10,000 tours and activities worldwide. Click here for more information.

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Exhibit L

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

ALCATRAZ MEDIA, INC.	)	
	)	
Petitioner,	)	Cancellation No. 92050879
	)	
v.	)	Mark: ANNAPOLIS TOURS
	)	
CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES	)	Registration No.: 3048114
	)	
Registrant.	)	
	)	

REGISTRANT CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES RESPONSE TO PETITIONER'S FIRST SET OF INTERROGATORIES

Pursuant to Rule 33 of the Federal Rules of Civil Procedure, Registrant CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES ("Registrant" or "Chesapeake"), hereby submits its response to Petitioner ALCATRAZ MEDIA, INC.'s ("Petitioner" or "Alcatraz") first set of Interrogatories.

GENERAL STATEMENT

1. Registrant based upon its current knowledge, understanding, and belief of the facts and information available to it as of the date on which this response is made responds and objects as set forth below to Petitioner's first set of Interrogatories. This response, while being based on diligent exploration by Registrant and its counsel, reflects only the current state of Registrant's knowledge, understanding and belief respecting the matters about which inquiry was made. Further, Registrant has not completed its investigation of all of the facts relating to this action, and anticipates that as this action proceeds, further facts may be discovered by it, and, without in

any way obligating itself to do so, Registrant reserves the right to modify or supplement its responses with such pertinent information as it may subsequently discover.

2. Registrant's responses are made without in any way waiving or intending to waive, but, on the contrary, intending to preserve and preserving:

a. The right to raise all questions of authenticity, relevancy, materiality, privilege and admissibility as evidence for any purpose of any documents produced in response to these requests, which may arise in any subsequent proceeding in, or the trial of, this or any other action;

b. The right to object to the use of the documents in any subsequent proceeding in, or the trial of, this or any other action on any grounds;

c. The right to object on any ground at any time to other document requests or other discovery involving the documents or the subject matter thereof;

d. The right to use or rely on at trial, or otherwise, subsequently discovered information or information omitted from this response as a result of error, oversight or inadvertence;

e. The right to produce additional facts and evidence at trial, or otherwise, and to object on appropriate grounds to the introduction of any evidence included in this response.

3. Words and terms used in the following responses shall be construed in accordance with their normal meanings and connotations and shall in no way be interpreted as terms of art or statutorily defined terms as used in Trademark laws, and Registrant specifically disavows any such meaning or connotation that might be accorded such terms unless explicitly stated otherwise.

4. Specific objections to a request are made on an individual basis in the responses set forth below. In addition to these specific objections, Registrant makes the following general objections to the requests and incorporates these objections into each of Registrant's responses, whether or not explicitly referenced.

GENERAL OBJECTIONS

I. The information contained in these objections and the following discovery responses are provided in accordance with the provisions and intents of the Federal Rules of Civil Procedure, which require the disclosure of non-privileged facts within the recipient's knowledge that may be relevant to the claims and/or defenses involved in the action. These objections and the following discovery responses are made without waiving any rights or objections or admitting the authenticity, relevancy, materiality or admissibility into evidence of the subject matter or facts contained in any discovery request or Registrant's response thereto. Furthermore, Registrant specifically reserves the right to object to the uses of such responses on any ground in any further proceeding in this action as well as the right to object on any ground at any time in response to a demand or request by Petitioner.

II. Registrant objects to each and every request to the extent it seeks information protected from disclosure by the attorney-client privilege and/or work product doctrine or that would singularly or in combination reveal the mental impressions or thought processes of Registrant's attorneys. Such documents are immune from discovery and will not be produced. The specific objections stated below on the grounds of attorney-client privilege and/or work product doctrine in no way limit the generality of this objection. Nothing contained in these responses is intended to be nor should be considered a waiver of any attorney-client privilege, work product doctrine protection, the right of privacy or any other applicable privilege or

doctrine and to the extent that any Interrogatory may be construed as calling for disclosure of information or documents protected by such privileges or doctrines, a continuing objection to each and every such request is hereby imposed.

III. Registrant objects to each and every Interrogatory to the extent it seeks information in Registrant's possession the disclosure of which is subject to or precluded by restrictions of confidentiality imposed by or pursuant to an agreement with a third party or a Court order.

IV. Registrant objects to the Interrogatories to the extent that they are unreasonable, unnecessary, burdensome and oppressive, irrelevant and not reasonably calculated to lead to the discovery of admissible evidence.

V. Registrant objects to Petitioner's Interrogatories to the extent that they are unclear, vague and/or ambiguous. Registrant objects to each Interrogatory using "refer", "relate" or "respecting" or similar terms to the extent that they are used in a manner that would render such requests overly broad, vague or ambiguous or require subjective judgment and speculation on the part of Registrant.

VI. Registrant objects to each and every one of these Interrogatories to the extent they seek to impose obligations beyond those of the Federal Rules of Procedure. Registrant's responses to these Interrogatories will be in accordance with those Rules.

VII. Registrant objects to Petitioner's Interrogatories and to "definitions" set forth therein insofar as they seek information beyond the scope of any claim or defense asserted herein.

VIII. Registrant objects to any interrogatory which fails to define a relevant time period or limit itself to information regarding activities within the United States. Any such

interrogatory is overly broad, seeks irrelevant information not calculated to lead to discovery of admissible evidence, and would subject Registrant to unreasonable and undue annoyance, oppression, burden and expense.

IX. Registrant objects to any document request which seeks information and/or identification of documents which embody material that is private, business confidential, proprietary, trade secret or confidential by court order, on the ground that such documents are privileged or confidential, until a suitable Protective Order is executed by both parties' counsel on behalf of both parties and entered by the Court.

X. Registrant objects to these Interrogatories to the extent Petitioner seeks information not within the possession, custody, or control of Registrant regarding issues that are proper subjects for experts, which have not yet been designated.

XI. Registrant objects to these Interrogatories to the extent that they purport to impose an obligation on Registrant to obtain information from non-parties and/or persons not currently employed by Registrant. Registrant objects to those Interrogatories where it is asked to know or consider unknown or unspecified information.

XII. Registrant objects to those Interrogatories which refer to the application of legal principles such as determining which information or documents may constitute evidence or which require legal conclusions or counsel's speculation or conjecture, rather than clearly identifying requested subject matter.

XIII. Registrant disclaims any continuing obligation to update these responses or its production, beyond that specified in Rule 26(e) of the Federal Rules of Civil Procedure.

XIV. Registrant incorporates by reference the foregoing Objections in response to each Interrogatory whether or not set forth at length below.

RESPONSES TO INTERROGATORIES

1. Interrogatory No. 1: Describe in detail how Registrant's Mark was selected or adopted, including Identification of all Persons with knowledge of, and Documents concerning, the same.

Response to Interrogatory No. 1:

Registrant incorporates its general objections. Subject to those objections, Registrant's mark was first used by Paula Fishback of Three Centuries Corporation (Three Centuries). She selected the mark for reasons including that its commencement with the letter "A" located the business near the beginning of the alphabet and was aligned with their products. She used the mark as a corporate Service Mark. Relevant non-privileged documents, if any, will be produced.

2. Interrogatory No. 2: Describe what searches or investigations were conducted in selecting or adopting Registrant's Mark, including Identification of all Persons with knowledge of, and Documents concerning, the same.

Response to Interrogatory No. 2:

Registrant incorporates its general objections. Subject to those objections, Registrant's predecessor in interest, Three Centuries, did not conduct any search or investigation prior to selecting and adopting Registrant's mark. Prior to the acquisition of the assets of Three Centuries in November 2004, Registrant validated ownership of the Maryland Trade Name "ANNAPOLIS TOURS" via the Maryland State Department of Assessments and Taxation (SDAT). Subsequently, all of the rights in and to "ANNAPOLIS TOURS" were purchased from Three Centuries by Registrant in November 2004. Subsequently, Registrant retained Trademark Counsel H. Jay Spiegel who applied for and obtained federal registration of Registrant's mark. Those persons

knowledgeable concerning these issues are Paula Fishback, Debbie Gosselin, as well as employees of the Charter Division of Maryland's SDAT. Relevant non-privileged documents, if any, will be produced.

3. Interrogatory No. 3: Provide the date of first use and date of first use in commerce of Registrant's Mark, and include Identification of all Persons with knowledge of, and Documents concerning, the same.

Response to Interrogatory No. 3:

Registrant incorporates its general objections. Subject to those objections, Registrant states that the date of first use of Registrant's mark was sometime in October 1992, and its date of first use in commerce was at least as early as March 1993. Paula Fishback is knowledgeable concerning these issues.

4. Interrogatory No. 4: Describe in detail the ownership chain-of-title and circumstances involving the ownership or transfer of ownership rights of Registrant's Mark from October 1992 to the present, including Identification of Persons with knowledge of, and Documents concerning, the same.

Response to Interrogatory No. 4:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Three Centuries was the original owner of Registrant's mark. Registrant purchased all of the assets of Three Centuries including Registrant's mark in November 2004. On November 11, 2004, Registrant changed the record of ownership of Registrant's mark with the Maryland SDAT.

5. Interrogatory No. 5: Describe in detail the chain-of-title and circumstances involving the ownership and transfer of ownership rights of the registration of the <www.annapolistours.com> domain name from 2000 to the present, including Identification of Persons with knowledge of, and Documents concerning, the same.

Response to Interrogatory No. 5:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: To the best of Registrant's knowledge, the domain name ANNAPOLISTOURS.COM was originally owned by the Annapolis Anne Arundel County Conference and Visitors Bureau (AAACCVB). Registrant acquired the domain name from the AAACCVB subsequently. Those with knowledge concerning this issue are Charles Johnson and Connie del Signore. Additionally, Three Centuries previously owned the domain name ANNAPOLIS-TOURS.COM.

6. Interrogatory No. 6: Identify all Persons that ever had any ownership rights in (a) Registrant's Mark; and (b) the <www.annapolistours.com> domain name.

Response to Interrogatory No. 6:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: The entities who have had ownership rights in Registrant's mark are Three Centuries and Registrant. The entities who have had ownership rights in the domain name ANNAPOLISTOURS.COM are AAACCVB and Registrant.

7. Interrogatory No. 7: Describe in detail all steps taken since October 1992 to commence use of Registrant's Mark, including Identification of Persons with knowledge of, and Documents concerning, the same.

Response to Interrogatory No. 7:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Three Centuries began using Registrant's mark in October 1992 and continuously used it until Registrant acquired Registrant's mark in November 2004. Subsequently, Registrant has continuously used Registrant's mark.

Those persons with knowledge concerning these issues are Paula Fishback and Debbie Gosselin.

8. Interrogatory No. 8: For each year since March 1993, Identify each service offered under Registrant's Mark.

Response to Interrogatory No. 8:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Since March 1993, the services offered and rendered under Registrant's mark have been guiding services.

9. Interrogatory No. 9: For each year since March 1993, describe in detail how Registrant's Mark has been advertised, including (a) the mode and manner of media outlets; (b) all channels of marketing, (c) all channels of trade or distribution, and (d) all geographical locations, for which services under Registrant's Mark have been marketed, distributed or otherwise advertised.

Response to Interrogatory No. 9:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant's mark has been advertised in print advertising, rack cards, and on a website accessible at ANNAPOLISTOURS.COM since its acquisition. Registrant does not have records identified year-by-year.

10. Interrogatory No. 10: For each year since March 1993, Identify at least five (5) representative or sample specimens showing use of Registrant's Mark in connection with "conducting guided tours of historic districts and other areas of cities" as recited in the Registration. If not clearly and expressly provided for in each representative or sample specimen, then Identify: (a) the date for which each representative or sample specimen was made; (b) the author or creator of each representative or sample specimen; (c) the manner and mode for which each representative or sample specimen was distributed; and (d) the geographical area or location for which each representative or sample specimen was distributed.

Response to Interrogatory No. 10:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant does not have records identified year-by-year. Registrant will produce a representative sampling of all records uncovered during a diligent search.

11. Interrogatory No. 11: Describe in detail what You mean by "conducting guided tours of historic districts and other areas of cities" as recited in the description of services in the Registration.

Response to Interrogatory No. 11:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Employees of Three Centuries and, subsequently, Registrant provide a variety of guide services, the best known of which are walking tours of the historic district of Annapolis. Guides often conduct the tours in costumes reminiscent of those worn in the early days of Annapolis.

12. Interrogatory No. 12: Describe your intended or targeted customer base or class(es) of customers in connection with the services offered under Registrant's Mark, and include at least five (5) representative customers, purchasers, retailers or distributors regarding the same.

Response to Interrogatory No. 12:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: The intended or targeted customer base of Registrant includes anyone willing to pay money to participate in a guided tour. Such customers include, but are not limited to, individual leisure travelers who may visit the area from anywhere worldwide, school groups, church groups, businesses whether for profit or otherwise, writers, senior groups and social groups. Five examples of customers are

Donna Burzynski-Lever of Edmonton, Alberta, Canada, the U.S. Naval Academy Class of 1969 Reunion, JBG Companies, The Historic Annapolis Foundation, and Crellin Elementary School.

13. Interrogatory No. 13: For each year since March 1993, Identify the total dollar volume of sales in the United States that are derived from services offered under Registrant's Mark.

Response to Interrogatory No. 13:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will provide documents pertinent to this Interrogatory, attorneys' eyes only, pursuant to an agreed upon protective order.

14. Interrogatory No. 14: For each year since March 1993, Identify the total dollar volume of advertising and promotional expenditures and the nature of such expenditures spent in the United States in advertising and promoting services offered under Registrant's Mark.

Response to Interrogatory No. 14:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will provide documents pertinent to this Interrogatory, attorneys' eyes only, pursuant to an agreed upon protective order.

15. Interrogatory No. 15: Other than the application resulting in the Registration, state whether Registrant has ever prepared any application for the mark ANNAPOLIS TOURS, ANNAPOLIS, or TOUR or any variation thereof in connection with tourism services, and if so, Identify the proposed mark, the U.S. serial number, and application filing date.

Response to Interrogatory No. 15:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: No.

16. Interrogatory No. 16: Describe in detail the type of business and services offered by Registrant as it relates to Registrant's Mark.

Response to Interrogatory No. 16:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: See Registrant's response to Interrogatory No. 11.

17. Interrogatory No. 17: Describe Your marketing or business strategy as it relates to communicating to the public the type of services offered under Registrant's Mark.

Response to Interrogatory No. 17:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant actively advertises and promotes the services offered under Registrant's mark using rack cards, print advertising, and a web page accessible at ANNAPOLISTOURS.COM.

18. Interrogatory No. 18: Explain how You describe the term TOUR and ANNAPOLIS TOURS as it relates to your business and offered services, or more specifically, what You intend to convey to the public when using the term ANNAPOLIS TOURS.

Response to Interrogatory No. 18:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: "ANNAPOLIS TOURS" is Registrant's federally registered Service Mark and is used as a source identifier to associate the services rendered by Registrant under Registrant's mark with the source of the services, namely, Registrant.

19. Interrogatory No. 19: Describe whether the term TOUR has any special significance or serves as a source identifier to your business and offered services.

Response to Interrogatory No. 19:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: The term "TOUR" does not form a part of Registrant's mark. Registrant's mark is "ANNAPOLIS TOURS." Registrant makes no claim to the exclusive right to use "TOURS" apart from the mark "ANNAPOLIS TOURS."

20. Interrogatory No. 20: State whether You have conducted or authorized any other individual or company to conduct a survey, investigation, study, research or market test concerning Registrant's Mark, services under Registrant's Mark, the tourism industry, Persons advertising tours, or targeted consumer interest or public perception in the tourism industry.

Response to Interrogatory No. 20:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant has conducted no survey, investigation, study, research or market test.

21. Interrogatory No. 21: Identify all consultants, advertising agencies, marketing firms or any other Person that assisted Registrant in advertising, promoting, or marketing tourism services under Registrant's Mark.

Response to Interrogatory No. 21:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: The AAACCVB has assisted Registrant in advertising, promoting and marketing tour services under Registrant's mark. Over and above that assistance, Registrant performs most marketing services in-house.

22. Interrogatory No. 22: Identify all consultants, website designers or any other Person that assisted Registrant in designing, hosting and developing the <www.annapolistours.com> website from 2000 to the present.

Response to Interrogatory No. 22:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Among the entities that assisted Registrant in designing, hosting and developing the web page accessible at www.annapolistours.com are an entity known as Hunter Technologies, as well as one known as Mind Over Machines located in Baltimore, Md., and Charles Johnson, an employee of Registrant.

23. Interrogatory No. 23: Identify all competitors of Registrant.

Response to Interrogatory No. 23:

Registrant incorporates its general objections. Registrant further objects to this Interrogatory as oppressive, irrelevant and unlikely to result in the obtaining of relevant information. Subject to those objections, Registrant responds as follows: Registrant considers its competitors to be anyone within its marketing territory that offers tour guiding services, whether concerning the historic district of Annapolis or otherwise. Some entities known to Registrant falling within this category include Capital City Colonials, Baltimore Rent A Tour, DC Guide Services, Greenspring Tours, USNA Guide Service, and Alcatraz (Petitioner for Cancellation).

24. Interrogatory No. 24: Without conducting an investigation, and to the best of Your knowledge, Identify all third-parties that have used ANNAPOLIS TOURS, the term TOUR, and any geographical location plus the term TOUR (e.g., Maryland Tour, Atlanta Tour), as trademarks in the U.S. in connection with offering tourism services.

Response to Interrogatory No. 24:

Registrant incorporates its general objections. Registrant further objects to this Interrogatory as oppressive, irrelevant and unlikely to result in the obtaining of relevant

information. Subject to those objections, Registrant responds as follows: "ANNAPOLIS TOURS" was used by the AAACCVB as an integral part of their domain name before it was acquired by Registrant. It is currently used in direct competition with Registrant by Petitioner in Petitioner's web address. Registrant has not compiled any listing of entities using the term "TOUR" in their name or a geographical location plus the term "TOUR" in connection with offering of tourism services. Registrant's mark is "ANNAPOLIS TOURS." Registrant uses that mark as a whole in association with its tour guiding services as set forth in its federal Certificate of Registration.

25. Interrogatory No. 25: Explain whether You believe Persons are permitted to use (a) the term TOUR, and (b) any geographical location plus the term TOUR (e.g., Maryland Tour, Atlanta Tour), in connection with offering tourism services.

Response to Interrogatory No. 25:

Registrant incorporates its general objections. Registrant also objects to this Interrogatory as calling for a legal conclusion on the part of Registrant.

26. Interrogatory No. 26: State when and describe how Registrant first became aware of Petitioner's use of the term TOUR, ANNAPOLIS, and ANNAPOLIS TOURS.

Response to Interrogatory No. 26:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant is unaware of Petitioner's use of the term "TOUR." As to "ANNAPOLIS" and "ANNAPOLIS TOURS," to the best of Registrant's recollection, Registrant first became aware of Petitioner's use on or about February 19, 2009 when Registrant discovered Petitioner's use of the domain name

ANNAPOLISTOURS.US to facilitate access to Petitioner's website offering tour guiding services in direct competition with Registrant.

27. Interrogatory No. 27: Other than the instant proceeding, Identify all objections, disputes, disagreements or controversies You initiated against any party, including any cease and desist letter, any legal or administrative actions or proceedings of any type, concerning the adoption or use of the term TOUR, ANNAPOLIS, and ANNAPOLIS TOURS. Identify the recipients of your cease and desist letters, the parties and persons or entities involved in the legal or administrative actions or proceedings, and the outcome, whether by order of court or administrative body, by settlement, or otherwise.

Response to Interrogatory No. 27:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: None.

28. Interrogatory No. 28: At any time between March 1993 and the present, describe in detail all instances for which a Person has been confused or mistaken about the source, affiliation, association, relationship, ownership or sponsorship between You and any third-party, or between You and Petitioner, including without limitation, any misdirected mail, telephone calls, orders, inquiries, or complaints which were received by Registrant and intended for Petitioner or any third-party.

Response to Interrogatory No. 28:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: To date, Registrant has compiled no such evidence.

29. Interrogatory No. 29: Identify any and all grants, licenses, assignments, acquisitions, transfer of ownership and other agreements concerning Registrant's Mark, including without limitation, any and all exchange of ownership title or rights between or among The Annapolis and Anne Arundel County Conference and Visitors Bureau; Three Centuries Tours of Annapolis; Chesapeake Marine Tours, Inc.; and Watermark Cruises.

Response to Interrogatory No. 29:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: None over and above those identified in response to earlier Interrogatories.

30. Interrogatory No. 30: Describe the relationship among Three Centuries Tours of Annapolis, Chesapeake Marine Tours, Inc., and Watermark Cruises.

Response to Interrogatory No. 30:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Three Centuries is the prior owner of the Service Mark "ANNAPOLIS TOURS." Chesapeake Marine Tours, Inc. is the Registrant and the entity that purchased the assets of Three Centuries in November 2004 including the Service Mark "ANNAPOLIS TOURS." Watermark Cruises is a Trade Name used by Registrant for a variety of services rendered by Registrant.

31. Interrogatory No. 31: As for Your affirmative defenses listed in paragraph 2 of Your Answer to the Petition for Cancellation, describe in detail why You believe that the Petition for Cancellation is barred by (a) waiver, (b) estoppel, (c) acquiescence, (d) ratification and (e) laches.

Response to Interrogatory No. 31:

Registrant incorporates its general objections. Registrant further objects on the ground that this Interrogatory calls for legal conclusions on the part of Registrant. Subject to those objections, Registrant responds as follows: Petitioner was engaged in a contractual relationship with Registrant. Based upon that contractual relationship, Petitioner was fully aware of Registrant's prior rights in and to Registrant's mark. During the existence of the contractual relationship, Petitioner took no action to challenge

the validity of Registrant's mark, to challenge Registrant's exclusive right to use Registrant's mark in interstate commerce in association with its guiding services, or to pose any other challenge to Registrant's rights in and to Registrant's mark. Once the contractual relationship terminated, Petitioner petitioned for cancellation. Registrant reserves the right to supplement this response.

32. Interrogatory No. 32: Identify each factual or expert witness whose testimony you may rely upon in this proceeding, and include the subject matter on which he or she is expected to testify or otherwise be relied upon.

Response to Interrogatory No. 32:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: To date, Registrant has not retained any expert or experts. Concerning factual matters, Registrant may rely upon the testimony of Paula Fishback, Debbie Gosselin, Connie del Signore and Charles Johnson. Registrant reserves the right to supplement this response.

33. Interrogatory No. 33: Identify Persons providing any information in preparing any answer or response to the Petition For Cancellation or any discovery propounded by Petitioner in the instant proceeding.

Response to Interrogatory No. 33:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: See response to Interrogatory No. 32.

CHESAPEAKE MARINE TOURS, INC.,
D/B/A, WATERMARK CRUISES

Date: November 12, 2009

By: H. Jay Spiegel

H. Jay Spiegel
Attorney for Registrant
Registration No. 30,722

H. Jay Spiegel
H. Jay Spiegel & Associates, PC
PO Box 11
Mt. Vernon, VA 22121-0011
Phone: (703) 619-0101
jayspiegel@aol.com – e-mail

VERIFICATION

Debbie Gosselin declares and says that she is President of Chesapeake Marine Tours, Inc., d/b/a, Watermark Cruises, and that she is duly authorized to make this Declaration on its behalf. She further states that she has read the foregoing Petitioner's First Set of Interrogatories and knows the contents thereof, and the same are true and correct to the best of her present knowledge or upon information and belief, subject to inadvertent or undiscovered errors and limited by information not in evidence or undiscovered. She declares under penalty of perjury that the foregoing is true and correct.

Dated: _____

_____
Debbie Gosselin, President
Chesapeake Marine Tours, Inc.,
d/b/a, Watermark Cruises

CERTIFICATE OF SERVICE

I, H. Jay Spiegel, hereby certify that on November 12, 2009, I served the foregoing Registrant Chesapeake Marine Tours Inc., d/b/a, Watermark Cruises Response to Petitioner's First Set of Interrogatories on Petitioner via electronic mail to mtyde@thorpetyde.com, jgoins@thorpetyde.com, and jwpenland@jwpenland.com.

H. Jay Spiegel

Dated: November 12, 2009

By: H. Jay Spiegel
Attorney for Registrant
Registration No. 30,722

H. Jay Spiegel
H. Jay Spiegel & Associates, PC
PO Box 11
Mt. Vernon, VA 22121-0011
Phone: (703) 619-0101
jayspiegel@aol.com – e-mail

VERIFICATION

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Dated: November 4, 2009

Debbie Gosselin, President
Chesapeake Marine Tours, Inc.,
d/b/a, Watermark Cruises

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

ALCATRAZ MEDIA, INC.	)	
	)	
Petitioner,	)	Cancellation No. 92050879
	)	
v.	)	Mark: ANNAPOLIS TOURS
	)	
CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES	)	Registration No.: 3048114
	)	
Registrant.	)	
	)	

REGISTRANT CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES SUPPLEMENTAL RESPONSE TO PETITIONER'S FIRST SET OF INTERROGATORIES

Pursuant to Rule 33 of the Federal Rules of Civil Procedure, Registrant CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES ("Registrant" or "Chesapeake"), hereby submits its supplemental response to Petitioner ALCATRAZ MEDIA, INC.'s ("Petitioner" or "Alcatraz") first set of Interrogatories.

GENERAL STATEMENT

1. Registrant based upon its current knowledge, understanding, and belief of the facts and information available to it as of the date on which this response is made responds and objects as set forth below to Petitioner's first set of Interrogatories. This response, while being based on diligent exploration by Registrant and its counsel, reflects only the current state of Registrant's knowledge, understanding and belief respecting the matters about which inquiry was made. Further, Registrant has not completed its investigation of all of the facts relating to this action, and anticipates that as this action proceeds, further facts may be discovered by it, and, without

in any way obligating itself to do so, Registrant reserves the right to modify or supplement its responses with such pertinent information as it may subsequently discover.

2. Registrant's responses are made without in any way waiving or intending to waive, but, on the contrary, intending to preserve and preserving:

a. The right to raise all questions of authenticity, relevancy, materiality, privilege and admissibility as evidence for any purpose of any documents produced in response to these requests, which may arise in any subsequent proceeding in, or the trial of, this or any other action;

b. The right to object to the use of the documents in any subsequent proceeding in, or the trial of, this or any other action on any grounds;

c. The right to object on any ground at any time to other document requests or other discovery involving the documents or the subject matter thereof;

d. The right to use or rely on at trial, or otherwise, subsequently discovered information or information omitted from this response as a result of error, oversight or inadvertence;

e. The right to produce additional facts and evidence at trial, or otherwise, and to object on appropriate grounds to the introduction of any evidence included in this response.

3. Words and terms used in the following responses shall be construed in accordance with their normal meanings and connotations and shall in no way be interpreted as terms of art or statutorily defined terms as used in Trademark laws, and Registrant specifically disavows any such meaning or connotation that might be accorded such terms unless explicitly stated

otherwise.

4. Specific objections to a request are made on an individual basis in the responses set forth below. In addition to these specific objections, Registrant makes the following general objections to the requests and incorporates these objections into each of Registrant's responses, whether or not explicitly referenced.

GENERAL OBJECTIONS

I. The information contained in these objections and the following discovery responses are provided in accordance with the provisions and intents of the Federal Rules of Civil Procedure, which require the disclosure of non-privileged facts within the recipient's knowledge that may be relevant to the claims and/or defenses involved in the action. These objections and the following discovery responses are made without waiving any rights or objections or admitting the authenticity, relevancy, materiality or admissibility into evidence of the subject matter or facts contained in any discovery request or Registrant's response thereto. Furthermore, Registrant specifically reserves the right to object to the uses of such responses on any ground in any further proceeding in this action as well as the right to object on any ground at any time in response to a demand or request by Petitioner.

II. Registrant objects to each and every request to the extent it seeks information protected from disclosure by the attorney-client privilege and/or work product doctrine or that would singularly or in combination reveal the mental impressions or thought processes of Registrant's attorneys. Such documents are immune from discovery and will not be produced. The specific objections stated below on the grounds of attorney-client privilege and/or work product doctrine in no way limit the generality of this objection. Nothing contained in these

responses is intended to be nor should be considered a waiver of any attorney-client privilege, work product doctrine protection, the right of privacy or any other applicable privilege or doctrine and to the extent that any Interrogatory may be construed as calling for disclosure of information or documents protected by such privileges or doctrines, a continuing objection to each and every such request is hereby imposed.

III. Registrant objects to each and every Interrogatory to the extent it seeks information in Registrant's possession the disclosure of which is subject to or precluded by restrictions of confidentiality imposed by or pursuant to an agreement with a third party or a Court order.

IV. Registrant objects to the Interrogatories to the extent that they are unreasonable, unnecessary, burdensome and oppressive, irrelevant and not reasonably calculated to lead to the discovery of admissible evidence.

V. Registrant objects to Petitioner's Interrogatories to the extent that they are unclear, vague and/or ambiguous. Registrant objects to each Interrogatory using "refer", "relate" or "respecting" or similar terms to the extent that they are used in a manner that would render such requests overly broad, vague or ambiguous or require subjective judgment and speculation on the part of Registrant.

VI. Registrant objects to each and every one of these Interrogatories to the extent they seek to impose obligations beyond those of the Federal Rules of Procedure. Registrant's responses to these Interrogatories will be in accordance with those Rules.

VII. Registrant objects to Petitioner's Interrogatories and to "definitions" set forth therein insofar as they seek information beyond the scope of any claim or defense asserted herein.

VIII. Registrant objects to any interrogatory which fails to define a relevant time

period or limit itself to information regarding activities within the United States. Any such interrogatory is overly broad, seeks irrelevant information not calculated to lead to discovery of admissible evidence, and would subject Registrant to unreasonable and undue annoyance, oppression, burden and expense.

IX. Registrant objects to any document request which seeks information and/or identification of documents which embody material that is private, business confidential, proprietary, trade secret or confidential by court order, on the ground that such documents are privileged or confidential, until a suitable Protective Order is executed by both parties' counsel on behalf of both parties and entered by the Court.

X. Registrant objects to these Interrogatories to the extent Petitioner seeks information not within the possession, custody, or control of Registrant regarding issues that are proper subjects for experts, which have not yet been designated.

XI. Registrant objects to these Interrogatories to the extent that they purport to impose an obligation on Registrant to obtain information from non-parties and/or persons not currently employed by Registrant. Registrant objects to those Interrogatories where it is asked to know or consider unknown or unspecified information.

XII.Registrant objects to those Interrogatories which refer to the application of legal principles such as determining which information or documents may constitute evidence or which require legal conclusions or counsel's speculation or conjecture, rather than clearly identifying requested subject matter.

XIII. Registrant disclaims any continuing obligation to update these responses or its production, beyond that specified in Rule 26(e) of the Federal Rules of Civil Procedure.

XIV.

Registrant incorporates by reference the foregoing Objections in response to each Interrogatory whether or not set forth at length below.

SUPPLEMENTAL RESPONSES TO INTERROGATORIES

1. Interrogatory No. 1: Describe in detail how Registrant's Mark was selected or adopted, including Identification of all Persons with knowledge of, and Documents concerning, the same.

Original Response to Interrogatory No. 1:

Registrant incorporates its general objections. Subject to those objections, Registrant's mark was first used by Paula Fishback of Three Centuries Corporation (Three Centuries). She selected the mark for reasons including that its commencement with the letter "A" located the business near the beginning of the alphabet and was aligned with their products. She used the mark as a corporate Service Mark. Relevant non-privileged documents, if any, will be produced.

2. Interrogatory No. 2: Describe what searches or investigations were conducted in selecting or adopting Registrant's Mark, including Identification of all Persons with knowledge of, and Documents concerning, the same.

Original Response to Interrogatory No. 2:

Registrant incorporates its general objections. Subject to those objections, Registrant's predecessor in interest, Three Centuries, did not conduct any search or investigation prior to selecting and adopting Registrant's mark. Prior to the acquisition of the assets of Three Centuries in November 2004, Registrant validated ownership of the Maryland Trade Name "ANNAPOLIS TOURS" via the Maryland State Department of Assessments and Taxation (SDAT). Subsequently, all of the rights in and to "ANNAPOLIS TOURS" were purchased from Three Centuries by Registrant in November 2004. Subsequently, Registrant retained Trademark Counsel H. Jay Spiegel who applied for and obtained federal registration of Registrant's mark. Those persons

knowledgeable concerning these issues are Paula Fishback, Debbie Gosselin, as well as employees of the Charter Division of Maryland's SDAT. Relevant non-privileged documents, if any, will be produced.

Supplemental Response to Interrogatory No. 2:

Registrant incorporates its general objections. Subject to those objections, Registrant's predecessor in interest, Three Centuries, did not conduct any search or investigation prior to selecting and adopting Registrant's mark. Three Centuries' owner, Paula Fishback, had operated a tour guiding business since 1975 and had been Chairman of the Board of the Annapolis and Anne Arundel County Conference and Visitors' Bureau and of the Maryland Tourism Council. She believed in good faith that if any third party had been using the service mark "ANNAPOLIS TOURS" for tour guiding services, she would have known about them. She was unaware of the existence of any such third parties and adopted and began using the service mark "ANNAPOLIS TOURS." Prior to the acquisition of the assets of Three Centuries in November 2004, Registrant validated ownership of the Maryland Trade Name "ANNAPOLIS TOURS" via the Maryland State Department of Assessments and Taxation (SDAT). Subsequently, all of the rights in and to "ANNAPOLIS TOURS" were purchased from Three Centuries by Registrant in November 2004. Subsequently, Registrant retained Trademark Counsel H. Jay Spiegel who applied for and obtained federal registration of Registrant's mark. Those persons knowledgeable concerning these issues are Paula Fishback, Debbie Gosselin, as well as employees of the Charter Division of Maryland's SDAT. Relevant non-privileged documents, if any, will be produced.

3. Interrogatory No. 3: Provide the date of first use and date of first use in commerce of Registrant's Mark, and include Identification of all Persons with knowledge of, and Documents concerning, the same.

Original Response to Interrogatory No. 3:

Registrant incorporates its general objections. Subject to those objections, Registrant states that the date of first use of Registrant's mark was sometime in October 1992, and its date of first use in commerce was at least as early as March 1993. Paula Fishback is knowledgeable concerning these issues.

Supplemental Response to Interrogatory No. 3:

Registrant incorporates its general objections. Subject to those objections, Registrant states that the date of first use of Registrant's mark was sometime in October 1992, and its date of first use in commerce was at least as early as March 1993. Paula Fishback is knowledgeable concerning these issues. The October 1992 date was used in the application for federal registration because on or about that month, Three Centuries submitted its advertising copy to the publisher of Maryland Magazine that was published in their Spring 1993 issue.

4. Interrogatory No. 4: Describe in detail the ownership chain-of-title and circumstances involving the ownership or transfer of ownership rights of Registrant's Mark from October 1992 to the present, including Identification of Persons with knowledge of, and Documents concerning, the same.

Original Response to Interrogatory No. 4:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Three Centuries was the original owner of Registrant's mark. Registrant purchased all of the assets of Three Centuries including Registrant's

mark in November 2004. On November 11, 2004, Registrant changed the record of ownership of Registrant's mark with the Maryland SDAT.

5. Interrogatory No. 5: Describe in detail the chain-of-title and circumstances involving the ownership and transfer of ownership rights of the registration of the <www.annapolistours.com> domain name from 2000 to the present, including Identification of Persons with knowledge of, and Documents concerning, the same.

Original Response to Interrogatory No. 5:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: To the best of Registrant's knowledge, the domain name ANNAPOLISTOURS.COM was originally owned by the Annapolis Anne Arundel County Conference and Visitors Bureau (AAACCVB). Registrant acquired the domain name from the AAACCVB subsequently. Those with knowledge concerning this issue are Charles Johnson and Connie del Signore. Additionally, Three Centuries previously owned the domain name ANNAPOLIS-TOURS.COM.

Supplemental Response to Interrogatory No. 5:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: To the best of Registrant's knowledge, the domain name ANNAPOLISTOURS.COM was originally owned by the Annapolis Anne Arundel County Conference and Visitors Bureau (AAACCVB). Registrant acquired the domain name from the AAACCVB subsequently. AAACCVB never used the domain name ANNAPOLISTOURS.COM in connection with tour guiding services. Those with knowledge concerning this issue are Debbie Gosselin, Charles Johnson and Connie del Signore. Additionally, Three Centuries previously owned the domain name

ANNAPOLIS-TOURS.COM.

6. Interrogatory No. 6: Identify all Persons that ever had any ownership rights in (a) Registrant's Mark; and (b) the <www.annapolistours.com> domain name.

Original Response to Interrogatory No. 6:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: The entities who have had ownership rights in Registrant's mark are Three Centuries and Registrant. The entities who have had ownership rights in the domain name ANNAPOLISTOURS.COM are AAACCVB and Registrant.

7. Interrogatory No. 7: Describe in detail all steps taken since October 1992 to commence use of Registrant's Mark, including Identification of Persons with knowledge of, and Documents concerning, the same.

Original Response to Interrogatory No. 7:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Three Centuries began using Registrant's mark in October 1992 and continuously used it until Registrant acquired Registrant's mark in November 2004. Subsequently, Registrant has continuously used Registrant's mark. Those persons with knowledge concerning these issues are Paula Fishback and Debbie Gosselin.

8. Interrogatory No. 8: For each year since March 1993, Identify each service offered under Registrant's Mark.

Original Response to Interrogatory No. 8:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Since March 1993, the services offered and rendered under Registrant's mark have been guiding services.

9. Interrogatory No. 9: For each year since March 1993, describe in detail how Registrant's Mark has been advertised, including (a) the mode and manner of media outlets; (b) all channels of marketing, (c) all channels of trade or distribution, and (d) all geographical locations, for which services under Registrant's Mark have been marketed, distributed or otherwise advertised.

Original Response to Interrogatory No. 9:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant's mark has been advertised in print advertising, rack cards, and on a website accessible at ANNAPOLISTOURS.COM since its acquisition. Registrant does not have records identified year-by-year.

Supplemental Response to Interrogatory No. 9:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant's mark has been advertised in print advertising, rack cards, and on a website accessible at ANNAPOLISTOURS.COM and ANNAPOLIS-TOURS.COM since its acquisition. Registrant does not have records identified year-by-year, although some documents are dated. They have been produced.

10. Interrogatory No. 10: For each year since March 1993, Identify at least five (5) representative or sample specimens showing use of Registrant's Mark in connection with "conducting guided tours of historic districts and other areas of cities" as recited in the Registration. If not clearly and expressly provided for in each representative or sample specimen, then Identify: (a) the date for which each representative or sample specimen was made; (b) the author or creator of each representative or sample specimen; (c) the manner and mode for which each representative or sample specimen was distributed; and (d) the geographical area or location for which each representative or sample specimen was distributed.

Original Response to Interrogatory No. 10:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant does not have records identified year-by-year. Registrant will produce a representative sampling of all records uncovered during a diligent search.

Supplemental Response to Interrogatory No. 10:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant does not have records identified year-by-year. Registrant has produced all records uncovered during a diligent search.

11. Interrogatory No. 11: Describe in detail what You mean by "conducting guided tours of historic districts and other areas of cities" as recited in the description of services in the Registration.

Original Response to Interrogatory No. 11:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Employees of Three Centuries and, subsequently, Registrant provide a variety of guide services, the best known of which are walking tours of the historic district of Annapolis. Guides often conduct the tours in costumes reminiscent of those worn in the early days of Annapolis.

12. Interrogatory No. 12: Describe your intended or targeted customer base or class(es) of customers in connection with the services offered under Registrant's Mark, and include at least five (5) representative customers, purchasers, retailers or distributors regarding the same.

Original Response to Interrogatory No. 12:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: The intended or targeted customer base of Registrant includes anyone willing to pay money to participate in a guided tour. Such customers include, but are not limited to, individual leisure travelers who may visit the area from anywhere worldwide, school groups, church groups, businesses whether for profit or otherwise, writers, senior groups and social groups. Five examples of customers are Donna Burzynski-Lever of Edmonton, Alberta, Canada, the U.S. Naval Academy Class of 1969 Reunion, JBG Companies, The Historic Annapolis Foundation, and Crellin Elementary School.

13. Interrogatory No. 13: For each year since March 1993, Identify the total dollar volume of sales in the United States that are derived from services offered under Registrant's Mark.

Original Response to Interrogatory No. 13:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will provide documents pertinent to this Interrogatory, attorneys' eyes only, pursuant to an agreed upon protective order.

Supplemental Response to Interrogatory No. 13:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant has provided documents pertinent to this Interrogatory, attorneys' eyes only, pursuant to an agreed upon protective order.

14. Interrogatory No. 14: For each year since March 1993, Identify the total dollar volume of advertising and promotional expenditures and the nature of such expenditures spent in the United States in advertising and promoting services offered under Registrant's Mark.

Original Response to Interrogatory No. 14:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will provide documents pertinent to this Interrogatory, attorneys' eyes only, pursuant to an agreed upon protective order.

Supplemental Response to Interrogatory No. 14:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant has produced documents pertinent to this Interrogatory, attorneys' eyes only, pursuant to an agreed upon protective order.

15. Interrogatory No. 15: Other than the application resulting in the Registration, state whether Registrant has ever prepared any application for the mark ANNAPOLIS TOURS, ANNAPOLIS, or TOUR or any variation thereof in connection with tourism services, and if so, Identify the proposed mark, the U.S. serial number, and application filing date.

Original Response to Interrogatory No. 15:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: No.

16. Interrogatory No. 16: Describe in detail the type of business and services offered by Registrant as it relates to Registrant's Mark.

Original Response to Interrogatory No. 16:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: See Registrant's response to Interrogatory No. 11.

17. Interrogatory No. 17: Describe Your marketing or business strategy as it relates to communicating to the public the type of services offered under Registrant's Mark.

Original Response to Interrogatory No. 17:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant actively advertises and promotes the services offered under Registrant's mark using rack cards, print advertising, and a web page accessible at ANNAPOLISTOURS.COM.

18. Interrogatory No. 18: Explain how You describe the term TOUR and ANNAPOLIS TOURS as it relates to your business and offered services, or more specifically, what You intend to convey to the public when using the term ANNAPOLIS TOURS.

Original Response to Interrogatory No. 18:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: "ANNAPOLIS TOURS" is Registrant's federally registered Service Mark and is used as a source identifier to associate the services rendered by Registrant under Registrant's mark with the source of the services, namely, Registrant.

19. Interrogatory No. 19: Describe whether the term TOUR has any special significance or serves as a source identifier to your business and offered services.

Original Response to Interrogatory No. 19:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: The term "TOUR" does not form a part of Registrant's mark. Registrant's mark is "ANNAPOLIS TOURS." Registrant makes no claim to the exclusive right to use "TOURS" apart from the mark "ANNAPOLIS TOURS."

20. Interrogatory No. 20: State whether You have conducted or authorized any other individual or company to conduct a survey, investigation, study, research or market test concerning Registrant's Mark, services under Registrant's Mark, the tourism industry, Persons advertising tours, or targeted consumer interest or public perception in the tourism industry.

Original Response to Interrogatory No. 20:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant has conducted no survey, investigation, study, research or market test.

21. Interrogatory No. 21: Identify all consultants, advertising agencies, marketing firms or any other Person that assisted Registrant in advertising, promoting, or marketing tourism services under Registrant's Mark.

Original Response to Interrogatory No. 21:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: The AAACCVB has assisted Registrant in advertising, promoting and marketing tour services under Registrant's mark. Over and above that assistance, Registrant performs most marketing services in-house.

22. Interrogatory No. 22: Identify all consultants, website designers or any other Person that assisted Registrant in designing, hosting and developing the <www.annapolistours.com> website from 2000 to the present.

Original Response to Interrogatory No. 22:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Among the entities that assisted Registrant in designing, hosting and developing the web page accessible at www.annapolistours.com are an entity known as Hunter Technologies, as well as one known as Mind Over Machines located in Baltimore, Md., and Charles Johnson, an employee of Registrant.

23. Interrogatory No. 23: Identify all competitors of Registrant.

Original Response to Interrogatory No. 23:

Registrant incorporates its general objections. Registrant further objects to this Interrogatory as oppressive, irrelevant and unlikely to result in the obtaining of relevant information. Subject to those objections, Registrant responds as follows: "ANNAPOLIS TOURS" was used by the AAACCVB as an integral part of their domain name before it was acquired by Registrant. It is currently used in direct competition with Registrant by Petitioner in Petitioner's web address. Registrant has not compiled any listing of entities using the term "TOUR" in their name or a geographical location plus the term "TOUR" in connection with offering of tourism services. Registrant's mark is "ANNAPOLIS TOURS." Registrant uses that mark as a whole in association with its tour guiding services as set forth in its federal Certificate of Registration.

Supplemental Response to Interrogatory No. 24:

Registrant incorporates its general objections. Registrant further objects to this Interrogatory as oppressive, irrelevant and unlikely to result in the obtaining of relevant information. Subject to those objections, Registrant responds as follows: "ANNAPOLIS TOURS" was used by the AAACCVB as an integral part of their domain name, but not in connection with tour guiding services, before it was acquired by Registrant. It is currently used in direct competition with Registrant by Petitioner in Petitioner's web address. Registrant has not compiled any listing of entities using the term "TOUR" in their name or a geographical location plus the term "TOUR" in connection with offering of tourism services. Registrant's mark is "ANNAPOLIS TOURS." Registrant uses that mark as a whole in association with its tour guiding services as set forth in its federal Certificate of Registration.

25. Interrogatory No. 25: Explain whether You believe Persons are permitted to use (a) the term TOUR, and (b) any geographical location plus the term TOUR (e.g., Maryland Tour, Atlanta Tour), in connection with offering tourism services.

Original Response to Interrogatory No. 25:

Registrant incorporates its general objections. Registrant also objects to this Interrogatory as calling for a legal conclusion on the part of Registrant.

26. Interrogatory No. 26: State when and describe how Registrant first became aware of Petitioner's use of the term TOUR, ANNAPOLIS, and ANNAPOLIS TOURS.

Original Response to Interrogatory No. 26:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant is unaware of Petitioner's use of the term "TOUR." As to "ANNAPOLIS" and "ANNAPOLIS TOURS," to the best of Registrant's recollection, Registrant first became aware of Petitioner's use on or about February 19, 2009 when Registrant discovered Petitioner's use of the domain name ANNAPOLISTOURS.US to facilitate access to Petitioner's website offering tour guiding services in direct competition with Registrant.

27. Interrogatory No. 27: Other than the instant proceeding, Identify all objections, disputes, disagreements or controversies You initiated against any party, including any cease and desist letter, any legal or administrative actions or proceedings of any type, concerning the adoption or use of the term TOUR, ANNAPOLIS, and ANNAPOLIS TOURS. Identify the recipients of your cease and desist letters, the parties and persons or entities involved in the legal or administrative actions or proceedings, and the outcome, whether by order of court or administrative body, by settlement, or otherwise.

Original Response to Interrogatory No. 27:

Registrant incorporates its general objections. Subject to those objections,

Registrant responds as follows: None.

Supplemental Response to Interrogatory No. 27:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: None, besides the current dispute with Petitioner.

28. Interrogatory No. 28: At any time between March 1993 and the present, describe in detail all instances for which a Person has been confused or mistaken about the source, affiliation, association, relationship, ownership or sponsorship between You and any third-party, or between You and Petitioner, including without limitation, any misdirected mail, telephone calls, orders, inquiries, or complaints which were received by Registrant and intended for Petitioner or any third-party.

Original Response to Interrogatory No. 28:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: To date, Registrant has compiled no such evidence.

29. Interrogatory No. 29: Identify any and all grants, licenses, assignments, acquisitions, transfer of ownership and other agreements concerning Registrant's Mark, including without limitation, any and all exchange of ownership title or rights between or among The Annapolis and Anne Arundel County Conference and Visitors Bureau; Three Centuries Tours of Annapolis; Chesapeake Marine Tours, Inc.; and Watermark Cruises.

Original Response to Interrogatory No. 29:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: None over and above those identified in response to earlier Interrogatories.

30. Interrogatory No. 30: Describe the relationship among Three Centuries Tours of Annapolis, Chesapeake Marine Tours, Inc., and Watermark Cruises.

Original Response to Interrogatory No. 30:

Registrant incorporates its general objections. Subject to those objections,

Registrant responds as follows: Three Centuries is the prior owner of the Service Mark "ANNAPOLIS TOURS." Chesapeake Marine Tours, Inc. is the Registrant and the entity that purchased the assets of Three Centuries in November 2004 including the Service Mark "ANNAPOLIS TOURS." Watermark Cruises is a Trade Name used by Registrant for a variety of services rendered by Registrant.

31. Interrogatory No. 31: As for Your affirmative defenses listed in paragraph 2 of Your Answer to the Petition for Cancellation, describe in detail why You believe that the Petition for Cancellation is barred by (a) waiver, (b) estoppel, (c) acquiescence, (d) ratification and (e) laches.

Original Response to Interrogatory No. 31:

Registrant incorporates its general objections. Registrant further objects on the ground that this Interrogatory calls for legal conclusions on the part of Registrant. Subject to those objections, Registrant responds as follows: Petitioner was engaged in a contractual relationship with Registrant. Based upon that contractual relationship, Petitioner was fully aware of Registrant's prior rights in and to Registrant's mark. During the existence of the contractual relationship, Petitioner took no action to challenge the validity of Registrant's mark, to challenge Registrant's exclusive right to use Registrant's mark in interstate commerce in association with its guiding services, or to pose any other challenge to Registrant's rights in and to Registrant's mark. Once the contractual relationship terminated, Petitioner petitioned for cancellation. Registrant reserves the right to supplement this response.

32. Interrogatory No. 32: Identify each factual or expert witness whose testimony you may rely upon in this proceeding, and include the subject matter on which he or she is expected to testify or otherwise be relied upon.

Original Response to Interrogatory No. 32:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: To date, Registrant has not retained any expert or experts. Concerning factual matters, Registrant may rely upon the testimony of Paula Fishback, Debbie Gosselin, Connie del Signore and Charles Johnson. Registrant reserves the right to supplement this response.

33. Interrogatory No. 33: Identify Persons providing any information in preparing any answer or response to the Petition For Cancellation or any discovery propounded by Petitioner in the instant proceeding.

Original Response to Interrogatory No. 33:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: See response to Interrogatory No. 32.

CHESAPEAKE MARINE TOURS, INC.,
D/B/A, WATERMARK CRUISES

Date: February 4, 2010

By: H. Jay Spiegel

H. Jay Spiegel
Attorney for Registrant
Registration No. 30,722

H. Jay Spiegel
H. Jay Spiegel & Associates, PC
PO Box 11
Mt. Vernon, VA 22121-0011
Phone: (703) 619-0101
jayspiegel@aol.com – e-mail

VERIFICATION

Debbie Gosselin declares and says that she is President of Chesapeake Marine Tours, Inc., d/b/a, Watermark Cruises, and that she is duly authorized to make this Declaration on its behalf. She further states that she has read the foregoing Petitioner's Supplemental First Set of Interrogatories and knows the contents thereof, and the same are true and correct to the best of her present knowledge or upon information and belief, subject to inadvertent or undiscovered errors and limited by information not in evidence or undiscovered. She declares under penalty of perjury that the foregoing is true and correct.

Dated: February 4, 2010

Debbie Gosselin, President
Chesapeake Marine Tours, Inc.,
d/b/a, Watermark Cruises

CERTIFICATE OF SERVICE

I, H. Jay Spiegel, hereby certify that on February 4, 2010, I served the foregoing Registrant Chesapeake Marine Tours Inc., d/b/a, Watermark Cruises Supplemental Response to Petitioner's First Set of Interrogatories on Petitioner via electronic mail to mtyde@thorpetyde.com, jgoins@thorpetyde.com, and jwpenland@jwpenland.com.

H. Jay Spiegel

Dated: February 4, 2010

By: H. Jay Spiegel
Attorney for Registrant
Registration No. 30,722

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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

ALCATRAZ MEDIA, INC.	)	
	)	
Petitioner,	)	Cancellation No. 92050879
	)	
v.	)	Mark: ANNAPOLIS TOURS
	)	
CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES	)	Registration No.: 3048114
	)	
Respondent.	)	
	)	

RESPONDENT CHESAPEAKE MARINE TOURS, INC.'S RESPONSE TO PETITIONER ALCATRAZ MEDIA, INC.'S FIRST AND SECOND SET OF REQUESTS FOR ADMISSIONS

Pursuant to Trademark Rule 2.120 and Rule 36 of the Trademark Rules of Practice and Federal Rules of Civil Procedure, Respondent CHESAPEAKE MARINE TOURS, INC. (Respondent), hereby submits its response to Petitioner ALCATRAZ MEDIA, INC.'S (Petitioner) first and second set of requests for admissions.

RESPONSES TO REQUESTS FOR ADMISSIONS

Request for Admission No. 1:

Admit that Respondent did not conduct any search or investigation prior to selecting and adopting Respondent's ANNAPOLIS TOURS mark.

Response to Request for Admission No. 1:

Respondent objects to this Request in that the phrase "search or investigation" is susceptible to numerous meanings. At the time Respondent's predecessor in interest adopted the ANNAPOLIS TOURS mark, its principal Paula Fishback had been in the tour guiding business in the Annapolis metropolitan area for many years and had also served as Chairman of the Annapolis & Anne Arundel County Conference and Visitors Bureau as well as of the Maryland Tourism Council. As such, she was well positioned to be personally aware had there been any third party using the Service Mark ANNAPOLIS TOURS at the time Respondent's predecessor in interest selected and adopted the Service Mark ANNAPOLIS TOURS. She was unaware of any such third party and, as such, selected and adopted the ANNAPOLIS TOURS mark. As such, the response to this request is denied.

Request for Admission No. 2:

Admit that, prior to 2004, Respondent did not conduct any search or investigation prior to selecting and adopting Respondent's ANNAPOLIS TOURS mark.

Response to Request for Admission No. 2:

For the reasons set forth in the response to Request No. 1, denied.

Request for Admission No. 3:

Admit that Respondent has not uncovered any document explaining the selection or adoption of the ANNAPOLIS TOURS mark.

Response to Request for Admission No. 3:

Respondent objects to this request in that the phrase "document explaining ..." is vague and incomprehensible. Documents don't explain anything, they speak for themselves. Respondent has produced numerous documents demonstrating use of the Service Mark ANNAPOLIS TOURS from the claimed date of first use and continuously to date. As such, the response is denied.

Request for Admission No. 4:

Admit that Respondent has not uncovered any document dated prior to 2004 that explains the selection or adoption of the ANNAPOLIS TOURS mark.

Response to Request for Admission No. 4:

Respondent incorporates by reference the objection set forth in the response to Request No. 3. For the reasons set forth in response to Request No. 3, denied.

Request for Admission No. 5:

Admit that Respondent has not uncovered any document constituting or evidencing a written business plan regarding use of the ANNAPOLIS TOURS mark.

Response to Request for Admission No. 5:

Admitted.

Request for Admission No. 6:

Admit that Respondent has not uncovered any document constituting or evidencing a written business plan regarding use of the ANNAPOLIS TOURS mark prior to 2004.

Response to Request for Admission No. 6:

Admitted.

Request for Admission No. 7:

Admit that Respondent has not uncovered any document describing a marketing strategy or plan to advertise the ANNAPOLIS TOURS mark.

Response to Request for Admission No. 7:

Respondent objects to this request because the phrase "plan to advertise the ANNAPOLIS TOURS mark" is vague and incomprehensible. Respondent has produced numerous documents showing use of the ANNAPOLIS TOURS Service Mark for advertising that mark. As such, insofar as the extensive evidence of advertising of the ANNAPOLIS TOURS mark constitutes a "plan to advertise" that mark, Respondent denies this request.

Request for Admission No. 8:

Admit that Respondent has not uncovered any document describing a marketing strategy or plan to advertise the ANNAPOLIS TOURS mark prior to 2004.

Response to Request for Admission No. 8:

Respondent incorporates by reference the objection set forth in response to Request No. 7. For the reasons set forth in the response to Request No. 7, this request is denied.

Request for Admission No. 9:

Admit that, in its application for registration in Serial No. 76/622,508, Respondent claimed October 1992 as the date of first use of the ANNAPOLIS TOURS mark.

Response to Request for Admission No. 9:

Admitted.

Request for Admission No. 10:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services that is dated in October 1992.

Response to Request for Admission No. 10:

Denied. At the Deposition of Respondent under Fed. R. Civ. P. 30(b)(6), Respondent's representative testified that the date "October 1992" was chosen because on or about that date, the advertisement depicted on the pages identified by Bates Nos. REG 035-36 was submitted to the publisher of Maryland Magazine for publication. As such, this request is denied.

Request for Admission No. 11:

Admit that, in its application for registration in Serial No. 76/622,508, Respondent claimed March 1993 as the date of first use in commerce of the ANNAPOLIS TOURS mark.

Response to Request for Admission No. 11:

Admitted.

Request for Admission No. 12:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in commerce in connection with guiding services that is dated in March 1993.

Response to Request for Admission No. 12:

Denied.

Request for Admission No. 13:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services between October 1992 and March 1993.

Response to Request for Admission No. 13:

Denied.

Request for Admission No. 14:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 1994.

Response to Request for Admission No. 14:

Denied. Respondent and their predecessor in interest have used the Service Mark ANNAPOLIS TOURS in association with guiding services since at least as early as October 1992 and continuously to date. During the discovery phase of this proceeding, Respondent produced numerous documents showing use of the Service Mark ANNAPOLIS TOURS by Respondent in association with guiding services. Many of those documents are undated including those identified by Bates Nos. REG 040, REG 041, REG 042, REG 043, REG 044, REG 045, REG 051, REG 054, REG 055, REG 056, REG 057, REG 062, REG 063, REG 116, REG 188, REG 190, REG 192, REG 236, REG 237, REG 239, REG 240, REG 242, REG 243, REG 244, REG 246 and REG 247. It is quite possible that one or more of these documents was in use in commerce in association with the Service Mark ANNAPOLIS TOURS during 1994.

Request for Admission No. 15:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 1995.

Response to Request for Admission No. 15:

Denied. Respondent and their predecessor in interest have used the Service Mark ANNAPOLIS TOURS in association with guiding services since at least as early as October 1992 and continuously to date. During the discovery phase of this proceeding, Respondent produced numerous documents showing use of the Service Mark ANNAPOLIS TOURS by Respondent in association with guiding services. Many of those documents are undated including those identified by Bates Nos. REG 040, REG 041, REG 042, REG 043, REG 044, REG 045, REG 051, REG 054, REG 055, REG 056, REG 057, REG 062, REG 063, REG 116, REG 188, REG 190, REG 192, REG 236, REG 237, REG 239, REG 240, REG 242, REG 243, REG 244, REG 246 and REG 247. It is quite possible that one or more of these documents was in use in commerce in association with the Service Mark ANNAPOLIS TOURS during 1995.

Request for Admission No. 16:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 1996.

Response to Request for Admission No. 16:

Denied. Respondent and their predecessor in interest have used the Service Mark ANNAPOLIS TOURS in association with guiding services since at least as early as October 1992 and continuously to date. During the discovery phase of this proceeding, Respondent produced numerous documents showing use of the Service Mark ANNAPOLIS TOURS by Respondent in association with guiding services. Many of those documents are undated including those identified by Bates Nos. REG 040, REG 041, REG 042, REG 043, REG 044,

REG 045, REG 051, REG 054, REG 055, REG 056, REG 057, REG 062, REG 063, REG 116, REG 188, REG 190, REG 192, REG 236, REG 237, REG 239, REG 240, REG 242, REG 243, REG 244, REG 246 and REG 247. It is quite possible that one or more of these documents was in use in commerce in association with the Service Mark ANNAPOLIS TOURS during 1996.

Request for Admission No. 17:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 1997.

Response to Request for Admission No. 17:

Denied. Respondent and their predecessor in interest have used the Service Mark ANNAPOLIS TOURS in association with guiding services since at least as early as October 1992 and continuously to date. During the discovery phase of this proceeding, Respondent produced numerous documents showing use of the Service Mark ANNAPOLIS TOURS by Respondent in association with guiding services. Many of those documents are undated including those identified by Bates Nos. REG 040, REG 041, REG 042, REG 043, REG 044, REG 045, REG 051, REG 054, REG 055, REG 056, REG 057, REG 062, REG 063, REG 116, REG 188, REG 190, REG 192, REG 236, REG 237, REG 239, REG 240, REG 242, REG 243, REG 244, REG 246 and REG 247. It is quite possible that one or more of these documents was in use in commerce in association with the Service Mark ANNAPOLIS TOURS during 1997.

Request for Admission No. 18:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 1998.

Response to Request for Admission No. 18:

Denied. Respondent and their predecessor in interest have used the Service Mark ANNAPOLIS TOURS in association with guiding services since at least as early as October 1992 and continuously to date. During the discovery phase of this proceeding, Respondent produced numerous documents showing use of the Service Mark ANNAPOLIS TOURS by Respondent in association with guiding services. Many of those documents are undated including those identified by Bates Nos. REG 040, REG 041, REG 042, REG 043, REG 044, REG 045, REG 051, REG 054, REG 055, REG 056, REG 057, REG 062, REG 063, REG 116, REG 188, REG 190, REG 192, REG 236, REG 237, REG 239, REG 240, REG 242, REG 243, REG 244, REG 246 and REG 247. It is quite possible that one or more of these documents was in use in commerce in association with the Service Mark ANNAPOLIS TOURS during 1998.

Request for Admission No. 19:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 1999.

Response to Request for Admission No. 19:

Denied. Respondent and their predecessor in interest have used the Service Mark ANNAPOLIS TOURS in association with guiding services since at least as early as October 1992 and continuously to date. During the discovery phase of this proceeding, Respondent produced numerous documents showing use of the Service Mark ANNAPOLIS TOURS by Respondent in association with guiding services. Many of those documents are undated including those identified by Bates Nos. REG 040, REG 041, REG 042, REG 043, REG 044,

REG 045, REG 051, REG 054, REG 055, REG 056, REG 057, REG 062, REG 063, REG 116, REG 188, REG 190, REG 192, REG 236, REG 237, REG 239, REG 240, REG 242, REG 243, REG 244, REG 246 and REG 247. It is quite possible that one or more of these documents was in use in commerce in association with the Service Mark ANNAPOLIS TOURS during 1999.

Request for Admission No. 20:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 2000.

Response to Request for Admission No. 20:

Denied.

Request for Admission No. 21:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 2001.

Response to Request for Admission No. 21:

Denied.

Request for Admission No. 22:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 2002.

Response to Request for Admission No. 22:

Denied. Respondent and their predecessor in interest have used the Service Mark ANNAPOLIS TOURS in association with guiding services since at least as early as October 1992 and continuously to date. During the discovery phase of this proceeding, Respondent produced numerous documents showing use of the Service Mark ANNAPOLIS TOURS by

Respondent in association with guiding services. Many of those documents are undated including those identified by Bates Nos. REG 040, REG 041, REG 042, REG 043, REG 044, REG 045, REG 051, REG 054, REG 055, REG 056, REG 057, REG 062, REG 063, REG 116, REG 188, REG 190, REG 192, REG 236, REG 237, REG 239, REG 240, REG 242, REG 243, REG 244, REG 246 and REG 247. It is quite possible that one or more of these documents was in use in commerce in association with the Service Mark ANNAPOLIS TOURS during 2002.

Request for Admission No. 23:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 2003.

Response to Request for Admission No. 23:

Denied.

Request for Admission No. 24:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 2004.

Response to Request for Admission No. 24:

Denied.

Request for Admission No. 25:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 2005.

Response to Request for Admission No. 25:

Denied.

Request for Admission No. 26:

Admit that Respondent does not have records identified year-by-year or from each year from October 1992 to the present showing use of the ANNAPOLIS TOURS mark in connection with guiding services.

Response to Request for Admission No. 26:

Denied. Respondent and their predecessor in interest have used the Service Mark ANNAPOLIS TOURS in association with guiding services since at least as early as October 1992 and continuously to date. During the discovery phase of this proceeding, Respondent produced numerous documents showing use of the Service Mark ANNAPOLIS TOURS by Respondent in association with guiding services. Many of those documents are undated including those identified by Bates Nos. REG 040, REG 041, REG 042, REG 043, REG 044, REG 045, REG 051, REG 054, REG 055, REG 056, REG 057, REG 062, REG 063, REG 116, REG 188, REG 190, REG 192, REG 236, REG 237, REG 239, REG 240, REG 242, REG 243, REG 244, REG 246 and REG 247. It is quite possible that one or more of these documents was in use in commerce in association with the Service Mark ANNAPOLIS TOURS in years for which specifically dated documents were not uncovered.

Request for Admission No. 27:

Admit that Respondent has not uncovered any document prior to 2004 reflecting the marketing channels for which services under the ANNAPOLIS TOURS mark are marketed.

Response to Request for Admission No. 27:

Respondent objects to this request in that it is not understood what is meant by documents "reflecting the marketing channels ...". Documents speak for themselves. Respondent has

produced numerous documents showing use of a variety of advertising media promoting guiding services under the Service Mark ANNAPOLIS TOURS. As this request is best understood, those extensive documents "reflect" the marketing channels for which services under the ANNAPOLIS TOURS mark are marketed and promoted. As such, this request is denied.

Request for Admission No. 28:

Admit that Respondent does not maintain records on an annual basis reflecting the marketing channels for which services under the ANNAPOLIS TOURS mark are marketed.

Response to Request for Admission No. 28:

Respondent incorporates by reference the objection set forth in response to Request No. 27. Respondent additionally objects to this request in that the phrase "maintain records on an annual basis" is not clearly understood. Respondent has produced documents for most of the years from 1992 to date reflecting extensive use of the Service Mark ANNAPOLIS TOURS in association with guiding services. Respondent has also produced numerous undated documents also reflecting that use. Respondent submits that the existence of these documents demonstrates maintenance of such records. Moreover, Respondent and its predecessor in interest have been using the Service Mark ANNAPOLIS TOURS in commerce for about 18 years. It is not unusual that documents over 7 years old have not been maintained as thoroughly as more recent documents. For these reasons, this request is denied.

Request for Admission No. 29:

Admit that Respondent has not uncovered any document prior to 2004 reflecting the geographical locations for which services under the ANNAPOLIS TOURS mark are marketed or advertised.

Response to Request for Admission No. 29:

Denied.

Request for Admission No. 30:

Admit that Respondent has not uncovered any document showing use of the ANNAPOLIS TOURS mark in connection with guiding services during 2000.

Response to Request for Admission No. 30:

Respondent objects to this request concerning the phrase "maintain records on an annual basis" for the same reasons set forth in response to Request No. 28. As such, this request is denied.

Request for Admission No. 31:

Admit that Respondent has not uncovered any document prior to 2004 reflecting advertising expenditures in connection with advertising its services under the ANNAPOLIS TOURS mark.

Response to Request for Admission No. 31:

Denied.

Request for Admission No. 32:

Admit that Respondent does not maintain records on an annual basis reflecting the advertising expenditures in connection with advertising its services under the ANNAPOLIS TOURS mark.

Response to Request for Admission No. 32:

Respondent objects to this request concerning the phrase "maintain records on an annual basis" for the same reasons set forth above in response to Request No. 28. Since Respondent has

produced a number of records showing annualized advertising expenditures, this request is denied.

Request for Admission No. 33:

Admit that Respondent does not maintain records on an annual basis reflecting sales generated from services offered in connection with the ANNAPOLIS TOURS mark.

Response to Request for Admission No. 33:

Respondent objects to this request concerning the phrase "maintain records on an annual basis" for the same reasons set forth above in response to Request No. 28. Since Respondent has produced a number of records showing sales revenue, this request is denied.

Request for Admission No. 34:

Admit that one of the reasons Respondent selected the mark ANNAPOLIS TOURS was because it describes that tours are offered in Annapolis, Maryland.

Response to Request for Admission No. 34:

Respondent objects to this request as mischaracterizing the mark ANNAPOLIS TOURS as "describes that tours are offered in Annapolis, Maryland." The mark ANNAPOLIS TOURS is a source indicator that Respondent's customers associate with Respondent in connection with guiding services. As such, this request is denied.

Request for Admission No. 35:

Admit that in connection with the mark ANNAPOLIS TOURS, Respondent offers tours in Annapolis, Maryland.

Response to Request for Admission No. 35:

Admitted.

Request for Admission No. 36:

Admit that in connection with offering guiding services under the ANNAPOLIS TOURS mark, Respondent's principal place of business is in Annapolis, Maryland.

Response to Request for Admission No. 36:

Admitted.

Request for Admission No. 37:

Admit that guiding services includes offering tours.

Response to Request for Admission No. 37:

Admitted.

Request for Admission No. 38:

Admit that Your customers purchase guided tours in Annapolis, Maryland.

Response to Request for Admission No. 38:

Admitted.

Request for Admission No. 39:

Admit that Your customers believe You offer tours in Annapolis, Maryland.

Response to Request for Admission No. 39:

Respondent objects to this request as seeking to have Respondent admit what its customers believe. Respondent cannot speculate as to its customers' beliefs. As such, Respondent can neither admit nor deny this request.

Request for Admission No. 40:

Admit that You receive phone calls from persons interested in being taken on a tour in Annapolis, Maryland.

Response to Request for Admission No. 40:

Admitted.

Request for Admission No. 41:

Admit that You receive correspondence from persons interested in being taken on a tour in Annapolis, Maryland.

Response to Request for Admission No. 41:

Admitted.

Request for Admission No. 42:

Admit that third-parties are allowed to offer tourism services in Annapolis, Maryland.

Response to Request for Admission No. 42:

Respondent objects to this request in that the words "third-parties" and "allowed" are vague and susceptible to multiple meanings. As this request is best understood, with "third-parties" meaning parties other than Respondent and with "allowed" meaning in compliance with applicable laws and not in violation of the rights of others, this request is admitted.

Request for Admission No. 43:

Admit that Petitioner is allowed to offer tourism services in Annapolis, Maryland.

Response to Request for Admission No. 43:

Respondent objects to this request in that the word "allowed" is vague and susceptible to multiple meanings. As this request is best understood, with "allowed" meaning in compliance with applicable laws and not in violation of the rights of others, this request is admitted.

Request for Admission No. 44:

Admit that, to date and to the best of Your knowledge, no person has reported to You that he or she believed that Petitioner's <www.annapolistours.us> website was affiliated with, or sponsored or approved by Respondent.

Response to Request for Admission No. 44:

Admitted.

Request for Admission No. 45:

Admit that, aside from the Petitioner, Respondent has never sent any cease and desist letter to any Person regarding use of a trademark or phrase confusingly similar to Your ANNAPOLIS TOURS mark.

Response to Request for Admission No. 45:

Admitted.

Request for Admission No. 46:

Admit that Respondent has not filed any cause of action in federal district court against a party as it concerns Your ANNAPOLIS TOURS mark.

Response to Request for Admission No. 46:

Admitted.

Request for Admission No. 47:

Admit that, aside from the Petitioner, Respondent has never been a party to any Trademark Trial & Appeal Board opposition or cancellation proceeding.

Response to Request for Admission No. 47:

Admitted.

Request for Admission No. 48:

Admit that the terms "Annapolis" and "Tours" have been used by third-parties in offering tourism services in Annapolis, Maryland.

Response to Request for Admission No. 48:

Respondent objects to this request in that the words "third-parties" are vague and susceptible to multiple meanings. As this request is best understood, with "third-parties" meaning parties other than Respondent, Respondent admits that the terms "Annapolis" and "Tours" have been separately used by parties other than Respondent in connection with the providing of tourism services in Annapolis, Maryland. Respondent denies that any third parties have rights superior to those of Respondent in and to the Service Mark ANNAPOLIS TOURS for guiding services.

Request for Admission No. 49:

Admit that the term "Annapolis" has been used by third-parties in offering tourism services in Annapolis, Maryland.

Response to Request for Admission No. 49:

Respondent objects to this request in that the words "third-parties" are vague and susceptible to multiple meanings. As this request is best understood, with "third-parties" meaning parties other than Respondent, this request is Admitted.

Request for Admission No. 50:

Admit that the terms "Tour" or "Tours" have been used by third-parties in offering tourism services in Annapolis, Maryland.

Response to Request for Admission No. 50:

Respondent objects to this request in that the words "third-parties" are vague and susceptible to multiple meanings. As this request is best understood, with "third-parties" meaning parties other than Respondent, Respondent admits that third parties have used the terms "Tour" or "Tours" in offering tourism services in Annapolis, Maryland

Request for Admission No. 51:

Admit that third-parties are allowed to use the terms "Annapolis" and "Tours" in connection with offering tourism services in Annapolis, Maryland.

Response to Request for Admission No. 51:

Respondent objects to this request in that the words "third-parties" and "allowed" are vague and susceptible to multiple meanings. As this request is best understood, with "third-parties" meaning parties other than Respondent and with "allowed" meaning in compliance with applicable laws and not in violation of the rights of others, Respondent admits that third parties

are able to use the terms "Annapolis" and "Tours" separately from one another in connection with offering tourism services in Annapolis, Maryland.

Request for Admission No. 52:

Admit that third-parties are allowed to use the term "Annapolis" in connection with offering tourism services in Annapolis, Maryland.

Response to Request for Admission No. 52:

Respondent objects to this request in that the words "third-parties" are vague and susceptible to multiple meanings. As this request is best understood, with "third-parties" meaning parties other than Respondent, Respondent admits that third-parties are allowed to use the term "Annapolis" in connection with offering tourism services in Annapolis, Maryland.

Request for Admission No. 53:

Admit that third-parties are allowed to use the terms "Tours" or "Tour" in connection with offering tourism services in Annapolis, Maryland.

Response to Request for Admission No. 53:

Respondent objects to this request in that the words "third-parties" and "allowed" are vague and susceptible to multiple meanings. As this request is best understood, with "third-parties" meaning parties other than Respondent and with "allowed" meaning in compliance with applicable laws and not in violation of the rights of others , Respondent admits that third-parties are allowed to use the terms "Tour" or "Tours" in connection with offering tourism services in Annapolis, Maryland.

Request for Admission No. 54:

Admit that You are not the only party using the terms "Annapolis" and "Tours" in connection with offering tourism services in Annapolis, Maryland.

Response to Request for Admission No. 54:

Respondent admits that the terms "Annapolis" and "Tours" have been separately used by parties other than Respondent in connection with the providing of tourism services in Annapolis, Maryland. Respondent denies that any third parties have rights superior to those of Respondent in and to the Service Mark ANNAPOLIS TOURS for tourism services or guiding services. Respondent also denies that any other party is using ANNAPOLIS TOURS as a Service Mark in association with the offer and rendering of guiding services.

Request for Admission No. 55:

Admit that You are not the only party using the term "Annapolis" in connection with offering tourism services in Annapolis, Maryland.

Response to Request for Admission No. 55:

Admitted.

Request for Admission No. 56:

Admit that You are not the only party using the term "Tours" or "Tour" in connection with offering tourism services in Annapolis, Maryland.

Response to Request for Admission No. 56:

Admitted.

Request for Admission No. 57:

Admit that You do not claim exclusive use to the term "tour" in Your ANNAPOLIS

TOURS mark.

Response to Request for Admission No. 57:

Admitted. The term "tour" is not a part of the federally registered Service Mark ANNAPOLIS TOURS. The word "tours" is a part of that mark.

Request for Admission No. 58:

Admit that, in an Office Action dated July 1, 2005, the examining attorney assigned to the application for ANNAPOLIS TOURS in Serial No. 76/622,508 refused registration on the Principal Register under 15 U.S.C. §1052(e)(2) because the mark was primarily geographically descriptive of the Registrant's services.

Response to Request for Admission No. 58:

Admitted.

Request for Admission No. 59:

Admit that, in an August 22, 2005 response to the examining attorney's refusal, Respondent amended its Application to request registration pursuant to 15 U.S.C. §1052(f), based upon acquired distinctiveness.

Response to Request for Admission No. 59:

Admitted.

Request for Admission No. 60:

Admit that, as proof of acquired distinctiveness, Respondent submitted a sworn declaration that the mark had become distinctive of the services through substantially exclusive and continuous use in commerce by Respondent (including its predecessor) for at least the five (5) years before August 18, 2005.

Response to Request for Admission No. 60:

Admitted.

Request for Admission No. 61:

Admit that Three Centuries Corporation is a predecessor-in-interest of Chesapeake Marine Tours.

Response to Request for Admission No. 61:

Admitted.

Request for Admission No. 62:

Admit that Chesapeake Marine Tours is doing business as Watermark Cruises.

Response to Request for Admission No. 62:

Admitted.

Request for Admission No. 63 (from the first set of requests for admissions):

Admit that in November 2004, Chesapeake Marine Tours, d/b/a Watermark Cruises, purchased the assets of Three Centuries Corporation, including all rights in and to the ANNAPOLIS TOURS mark.

Response to Request for Admission No. 63 (from the first set of requests for admissions):

Admitted.

Request for Admission No. 63 (from the second set of requests for admissions):

Admit that Respondent offers services under the ANNAPOLIS TOURS mark in Annapolis.

Response to Request for Admission No. 63 (from the second set of requests for admissions):

Admitted.

Request for Admission No. 64:

Admit that the "TOURS" of "ANNAPOLIS TOURS" is generic.

Response to Request for Admission No. 64:

Denied.

Request for Admission No. 65:

Admit that one of the reasons for selecting and adopting the ANNAPOLIS TOURS mark was because Respondent's services were offered in Annapolis.

Response to Request for Admission No. 65:

Admitted.

Request for Admission No. 66:

Admit that Respondent does not have at least five (5) representative sample specimens for each year from October 1992 to the present showing use of the ANNAPOLIS TOURS mark in connection with its services.

Response to Request for Admission No. 66:

Denied. Respondent and their predecessor in interest have used the Service Mark ANNAPOLIS TOURS in association with guiding services since at least as early as October 1992 and continuously to date. During the discovery phase of this proceeding, Respondent produced numerous documents showing use of the Service Mark ANNAPOLIS TOURS by Respondent in association with guiding services. Many of those documents are undated including those identified by Bates Nos. REG 040, REG 041, REG 042, REG 043, REG 044, REG 045, REG 051, REG 054, REG 055, REG 056, REG 057, REG 062, REG 063, REG 116, REG 188, REG 190, REG 192, REG 236, REG 237, REG 239, REG 240, REG 242, REG 243, REG 244, REG 246 and REG 247. Since some of these documents could very well have been used in multiple years, it is quite conceivable that the documents produced by Respondent consist

of at least five representative sample specimens for each year from October 1992 to the present showing use of the ANNAPOLIS TOURS mark in connection with guiding services.

Request for Admission No. 67:

Admit that Respondent did not conduct any search on the Internet to see if others were using the ANNAPOLIS TOURS mark before signing the Declaration on August 18, 2005.

Response to Request for Admission No. 67:

Admitted.

Request for Admission No. 68:

Admit that Respondent has never conducted a search to determine whether others were using confusingly similar marks to that of the ANNAPOLIS TOURS mark.

Response to Request for Admission No. 68:

Respondent objects to this request in that the word "search" is vague and susceptible to multiple meanings. As pointed out by Respondent in response to request for admission No. 1, Paula Fishback, the owner of Respondent's predecessor in interest, had been Chairman of the Annapolis & Anne Arundel County Conference and Visitors Bureau (AAACCVB) as well as of the Maryland Tourism Council. Similarly, Debbie Gosselin, Respondent's owner, has been Chairman of the AAACCVB. As such, Ms. Gosselin in the same manner as was the case with Ms. Fishback is well positioned in the Annapolis business community to have knowledge concerning businesses competing with Respondent's businesses. Ms. Gosselin maintains her knowledge concerning Respondent's competition on an ongoing basis. This maintenance of

current information constitutes a "search" in the context of request no. 68. Accordingly, Respondent denies this request.

CHESAPEAKE MARINE TOURS, INC.,
D/B/A, WATERMARK CRUISES

Date: February 25, 2010 By: H. Jay Spiegel

H. Jay Spiegel
Attorney for Respondent
Registration No. 30,722

H. Jay Spiegel
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CERTIFICATE OF SERVICE

I, H. Jay Spiegel, hereby certify that on February 25, 2010, I served the foregoing Respondent Chesapeake Marine Tours Inc.'s Response to Petitioner's First and Second Set of Requests for Admissions on Petitioner via electronic mail to mtyde@thorpetyde.com, jgoins@thorpetyde.com, and jwpenland@jwpenland.com.

H. Jay Spiegel

Dated: February 25, 2010

By: H. Jay Spiegel
Attorney for Respondent
Registration No. 30,722

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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

ALCATRAZ MEDIA, INC. Petitioner, v. CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES Registrant.	Cancellation No. 92050879 Mark: ANNAPOLIS TOURS Registration No.: 3048114

REGISTRANT CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES RESPONSE TO PETITIONER'S SECOND SET OF INTERROGATORIES (Nos. 34-64)

Pursuant to Rule 33 of the Federal Rules of Civil Procedure, Registrant CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES ("Registrant" or "Chesapeake"), hereby submits its response to Petitioner ALCATRAZ MEDIA, INC.'s ("Petitioner" or "Alcatraz") second set of Interrogatories.

GENERAL STATEMENT

Registrant adopts and hereby incorporates by reference as if fully stated herein the "General Statement" as provided for in Registrant's Response to Petitioner's First Set of Interrogatories to Respondent.

GENERAL OBJECTIONS

Registrant adopts and hereby incorporates by reference as if fully stated herein the "General Objections" as provided for in Registrant's Response to Petitioner's First Set of Interrogatories to Respondent.

Registrant further objects to Petitioner's Second Set of Interrogatories as causing the total number of Interrogatories served, including those propounded in Petitioner's First Set of Interrogatories, to exceed 75 subparts. 37 C.F.R. § 2.120(d)(1) limits the total number of written Interrogatories which a party may serve upon another party to no more than 75 counting subparts. See also TBMP § 405.03(a).

Set forth below is a chart counting the subparts of Interrogatory Nos. 1-64 showing that the number of subparts is 106, 31 more than the limit. Pursuant to TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1), Registrant has refrained from answering any of the Interrogatories in Petitioner's Second Set of Interrogatories. See *Brawn of California Inc. v. Bonnie Sportswear Ltd.*, 15 USPQ 2d 1572, 1574 (TTAB 1990).

CUMULATIVE NO. OF INTERROGATORY SUBPARTS

Interrogatory No.	Cumulative No. of Interrogatories
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	12
10	16
11	17
12	18
13	19
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46	63
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51	77
52	78
53	79
54	80
55	81
56	82
57	83
58	84
59	85
60	86
61	87
62	88
63	97
64	106

RESPONSES TO INTERROGATORIES (Nos. 34-64)

INTERROGATORY NO. 34

Describe in detail the circumstances involving how, why and when Respondent (including Paula Fishback or Three Centuries Tours) selected and adopted "Annapolis Tours" as a trademark, including without limitation, identification of any discussions held or persons and dates involved concerning the adoption of said mark, and the identification of any documents concerning the reasons for selecting, adopting, using or intending to use said mark.

RESPONSE TO INTERROGATORY NO. 34

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 35

Describe in detail Your decision to seek a federal service mark registration for ANNAPOLIS TOURS.

RESPONSE TO INTERROGATORY NO. 35

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 36

At the time of filing your service mark application for ANNAPOLIS TOURS, explain Your general understanding of the benefits of federal service mark protection.

RESPONSE TO INTERROGATORY NO. 36

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 37

At the time of filing your service mark application for ANNAPOLIS TOURS, explain Your general understanding of the term "continuous usage" as it applies to trademarks.

RESPONSE TO INTERROGATORY NO. 37

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 38

At the time of filing your service mark application for ANNAPOLIS TOURS, explain Your general understanding of the term "exclusive use" as it applies to trademarks.

RESPONSE TO INTERROGATORY NO. 38

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 39

At the time of filing your service mark application for ANNAPOLIS TOURS, explain whether it was Your general understanding that ownership of a service mark for Annapolis Tours would allow You to stop third parties from using and registering an identical or similar mark to "Annapolis Tours" in connection with travel and tourism-related services.

RESPONSE TO INTERROGATORY NO. 39

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 40

At the time of filing your service mark application for ANNAPOLIS TOURS, explain whether it was Your understanding that ownership of a service mark for ANNAPOLIS TOURS would allow You to stop third parties from using and registering a mark that contained the wording "Annapolis Tours."

RESPONSE TO INTERROGATORY NO. 40

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 41

At the point of registration of ANNAPOLIS TOURS as a service mark, explain whether You received any instruction from the U.S. Trademark Office regarding proper usage of its service mark, including, usage of the federal registration symbol.

RESPONSE TO INTERROGATORY NO. 41

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 42

At the point of registration of ANNAPOLIS TOURS as a service mark, explain whether You received any instruction from the U.S. Trademark Office regarding protection or enforcement of your service mark.

RESPONSE TO INTERROGATORY NO. 42

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 43

You have stated that Three Centuries Tours adopted the mark Annapolis Tours, *inter alia*, because it was "aligned with their products." Define "aligned with their products."

RESPONSE TO INTERROGATORY NO. 43

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 44

Describe in detail Your decision to cease usage of the Three Centuries Tours and/or Three Centuries Tours of Annapolis marks after acquiring Three Centuries Tours.

RESPONSE TO INTERROGATORY NO. 44

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 45

Identify all third-parties You are aware of using all, a part of or a similar variation of Your ANNAPOLIS TOURS Mark and explain in detail whether such use in advertising in connection with offering tours in or about Annapolis is permissible, including without limitation:

(a) Discover Annapolis Tours (see <discover-annapolis.com>);
(b) Capital City Colonials (see <annapoliswalkingtour.com> in connection with its use Tour Annapolis, the Women of Annapolis Tour, the Annapolis in an Hour Tour, the Annapolis Food & History Tour, and/or Annapolis Food Tours);
(c) Annapolis Ghost Tours (see <ghostsofannapolis.com>); and
(d) Kayak Annapolis Tours (see <kayakannapolistours.com >).

RESPONSE TO INTERROGATORY NO. 45

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 46

Identify all third-parties You are aware of using all, a part of or a similar variation of Your ANNAPOLIS TOURS Mark and explain in detail whether You object to such use in advertising in connection with offering tours in or about Annapolis, including without limitation:

(a) Discover Annapolis Tours (see <discover-annapolis.com>);
(b) Capital City Colonials (see <annapoliswalkingtour.com> in connection with its use Tour Annapolis, the Women of Annapolis Tour, the Annapolis in an Hour Tour, the Annapolis Food & History Tour, and/or Annapolis Food Tours);
(c) Annapolis Ghost Tours (see <ghostsofannapolis.com>); and
(d) Kayak Annapolis Tours (see <kayakannapolistours.com >).

RESPONSE TO INTERROGATORY NO. 46

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 47

Please explain whether You believe ANNAPOLIS TOURS is confusingly similar to:

(a) Discover Annapolis Tours;
(b) Annapolis Walking Tour;
(c) Annapolis Ghost Tours;
(d) Kayak Annapolis Tours;
(e) Tour Annapolis;
(f) Women of Annapolis Tour;
(g) Annapolis in an Hour Tour;
(h) Annapolis Food & History Tour; and
(i) Annapolis Food Tours.

when each is used in connection with offering tours in or about Annapolis; and please explain why or why not each in (a) thru (i) is or not confusingly similar. "Confusingly similar" is defined as used under Section 2(d) of the Trademark Act regarding the likelihood of confusion test (*i.e.,* whether parties' respective marks are confusingly similar in appearance, sound, connotation, and/or commercial impression when used in connection with the parties' respective services).

RESPONSE TO INTERROGATORY NO. 47

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 48

Identify any and all press releases issued in 2004 and 2005 when Watermark Cruises and Three Centuries Tours merged (or when one acquired the other).

RESPONSE TO INTERROGATORY NO. 48

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 49

Describe in detail all ownership rights that Annapolis Anne Arundel County Conference and Visitors Bureau (AAACCVB) have had in using Annapolis Tours (including its domain name ownership of <annapolistours.com>), including beginning and ending dates of said ownership rights, when and how such ownership transferred to Respondent and identification of all documents supporting the same.

RESPONSE TO INTERROGATORY NO. 49

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 50

Describe in detail the circumstances surrounding the transfer of the domain name <annapolistours.com> from AAACCVB to Respondent.

RESPONSE TO INTERROGATORY NO. 50

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 51

Describe in detail any periods of dates or time for which both (a) AAACCVB and Three Centuries used the wording "Annapolis Tours" and (b) Watermark Cruises and Three Centuries used the wording "Annapolis Tours", in advertising to the public.

RESPONSE TO INTERROGATORY NO. 51

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 52

Describe in detail any instructions You have provided to your employees regarding proper trademark usage of ANNAPOLIS TOURS.

RESPONSE TO INTERROGATORY NO. 52

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 53

Describe in detail the manner for which You have displayed or advertised ANNAPOLIS TOURS as a trademark or service mark to the public.

RESPONSE TO INTERROGATORY NO. 53

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 54

Indicate whether you intend to file a Section 15 Declaration of Incontestability in connection with your registration for ANNAPOLIS TOURS.

RESPONSE TO INTERROGATORY NO. 54

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 55

Describe whether you have ever contracted with and/or compensated Discover Annapolis Tours to provide trolley transportation.

RESPONSE TO INTERROGATORY NO. 55

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 56

Explain whether or not Respondent has ever offered or negotiated to purchase or merge with Discover Annapolis Tours.

RESPONSE TO INTERROGATORY NO. 56

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 57

Identify in detail any and all cease and desist notifications that Respondent has sent in connection with ANNAPOLIS TOURS.

RESPONSE TO INTERROGATORY NO. 57

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 58

Describe in detail any and all trademark monitoring and/or enforcement procedures that Respondent has implemented and/or utilized.

RESPONSE TO INTERROGATORY NO. 58

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 59

Describe in detail your general understanding of the term "exclusive use" of a trademark.

RESPONSE TO INTERROGATORY NO. 59

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 60

Explain the basis for Your understanding that you "exclusively" used the mark ANNAPOLIS TOURS in connection with travel and tourism services from 2000 to 2005.

RESPONSE TO INTERROGATORY NO. 60

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 61

Explain the basis for Your understanding that you have been "exclusively" using the mark ANNAPOLIS TOURS in connection with travel and tourism services since January 2006.

RESPONSE TO INTERROGATORY NO. 61

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 62

Describe in detail any instructions You have provided to marketing personnel or third parties regarding proper trademark usage of ANNAPOLIS TOURS.

RESPONSE TO INTERROGATORY NO. 62

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 63

Please explain whether You are contemplating or intend to send a cease and desist notification in connection with any of the following usage in advertising:

(a) Discover Annapolis Tours;
(b) Annapolis Walking Tour;
(c) Annapolis Ghost Tours;
(d) Kayak Annapolis Tours;
(e) Tour Annapolis;
(f) Women of Annapolis Tour;
(g) Annapolis in an Hour Tour;
(h) Annapolis Food & History Tour; and
(i) Annapolis Food Tours.

RESPONSE TO INTERROGATORY NO. 63

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

INTERROGATORY NO. 64

Please explain whether You consider any of the following usage to be the same or similar to the ANNAPOLIS TOURS mark:

(a) Discover Annapolis Tours;
(b) Annapolis Walking Tour;
(c) Annapolis Ghost Tours;
(d) Kayak Annapolis Tours;
(e) Tour Annapolis;
(f) Women of Annapolis Tour;
(g) Annapolis in an Hour Tour;
(h) Annapolis Food & History Tour; and
(i) Annapolis Food Tours.

RESPONSE TO INTERROGATORY NO. 64

Registrant incorporates its general objections. No further response is necessary.

See TBMP § 405.03(e) and 37 C.F.R. § 2.120(d)(1).

CHESAPEAKE MARINE TOURS, INC.,
D/B/A, WATERMARK CRUISES

Date: March 7, 2011

By: H. Jay Spiegel
H. Jay Spiegel
Attorney for Registrant
Registration No. 30,722

H. Jay Spiegel
H. Jay Spiegel & Associates, PC
PO Box 11
Mt. Vernon, VA 22121-0011
Phone: (703) 619-0101
jayspiegel@aol.com – e-mail

CERTIFICATE OF SERVICE

I, H. Jay Spiegel, hereby certify that on March 7, 2011, I served the foregoing Registrant Chesapeake Marine Tours Inc., d/b/a, Watermark Cruises Response to Petitioner's Second Set of Interrogatories (Nos. 34-64) on Petitioner via electronic mail to mtyde@thorpetyde.com, jgoins@thorpetyde.com, and jwpenland@jwpenland.com.

H. Jay Spiegel

Dated: March 7, 2011

By: H. Jay Spiegel
Attorney for Registrant
Registration No. 30,722

H. Jay Spiegel
H. Jay Spiegel & Associates, PC
PO Box 11
Mt. Vernon, VA 22121-0011
Phone: (703) 619-0101
jayspiegel@aol.com – e-mail

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

ALCATRAZ MEDIA, INC.	)	
	)	
Petitioner,	)	Cancellation No. 92050879
	)	
v.	)	Mark: ANNAPOLIS TOURS
	)	
CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES	)	Registration No.: 3048114
	)	
Registrant.	)	
	)	

RESPONDENT CHESAPEAKE MARINE TOURS, INC.'S RESPONSE TO PETITIONER ALCATRAZ MEDIA, INC.'S THIRD SET OF REQUESTS FOR ADMISSIONS (Nos. 69-118)

Pursuant to Trademark Rule 2.120 and Rule 36 of the Trademark Rules of Practice and Federal Rules of Civil Procedure, Respondent CHESAPEAKE MARINE TOURS, INC. (Respondent), hereby submits its response to Petitioner ALCATRAZ MEDIA, INC.'S (Petitioner) third set of requests for admissions (Nos. 69-118).

RESPONSES TO ADMISSION REQUESTS (Nos. 69-118)

REQUEST NO. 69:

Admit that ANNAPOLIS TOURS describes that tours are offered in Annapolis.

RESPONSE TO REQUEST NO. 69:

Denied. ANNAPOLIS TOURS is a service mark that associates tour guiding services with Chesapeake, the source of those services.

REQUEST NO. 70:

Admit that ANNAPOLIS TOURS describes that tours are offered about the city of Annapolis.

RESPONSE TO REQUEST NO. 70:

Denied. ANNAPOLIS TOURS is a service mark that associates tour guiding services with Chesapeake, the source of those services.

REQUEST NO. 71:

Admit that ANNAPOLIS TOURS references a feature of the services that You provide (*i.e.*, offering guided tours).

RESPONSE TO REQUEST NO. 71:

Denied. ANNAPOLIS TOURS is a service mark that associates tour guiding services with Chesapeake, the source of those services.

REQUEST NO. 72:

Admit that ANNAPOLIS TOURS references a characteristic of the services that You provide (*i.e.*, offering guided tours).

RESPONSE TO REQUEST NO. 72:

Denied. ANNAPOLIS TOURS is a service mark that associates tour guiding services with Chesapeake, the source of those services.

REQUEST NO. 73:

Admit that You are aware, to the best of your knowledge, that Discover Annapolis Tours offers tours about Annapolis.

RESPONSE TO REQUEST NO. 73:

Admit.

REQUEST NO. 74:

Admit that You are aware, to the best of your knowledge, that Discover Annapolis Tours offers tours in Annapolis.

RESPONSE TO REQUEST NO. 74:

Admit.

3-29-11 EXHIBIT D&H

Gosselin 50

Annapolis ALIVE!

SIGNATURE EVENTS AND HAPPENINGS

Travel Through Three Amazing Centuries

JANUARY 27

Stroll through three centuries of Annapolis' rich history at a community-wide celebration! Westfield Annapolis will transform their newest addition "back in time" with displays, food, music, and characters that tell the unique historical persona.

Visit www.annapolisalive.org for information and ticket price

CharterFest

MAY 1 – 4 • ACTIVITIES INCLUDE:

Maryland Maritime Heritage Festival—at City Dock	Art Works—all over town
Irish Rowing Race—on the waters of Spa Creek	Live music
National Towne Crier Competition—top of Main Street	Interactive historical displays and booths
Annapolis Book Festival—on West Street	Environmental displays
Fine Sunday—on West Street	Storytelling
	Outdoor shopping—including local fare in crafts, jewelry, dresses and more!

Visit www.annapolisalive.org for more information

An Annapolis ALIVE! Independence Day

JULY 4 • BEGINS 9:30 AM

On July 4, 2008, Annapolis will be THE place to be, with events that include: Naturalization Ceremony for 30 new citizens of the United States of America; Hooked at the Stern of Declaration of Independence signer, William Paca; 9:30, 10 AM. Free.

War of Independence Reenactment; Revolution's being in full Continental Army uniform and more; Historic at the William Paca House & Garden; 10 AM – 2 PM. Free.

Nova Scotia Symphony guest performance at City Dock

Patriotic Crafts and Games; At Naval Quest on Main Street. Free.

July 4th Parade at 4 PM. West and Main Streets to City Dock.

U.S. Naval Academy Band Concert; 8 PM at the City Dock, then every Tuesday evening through August. Free.

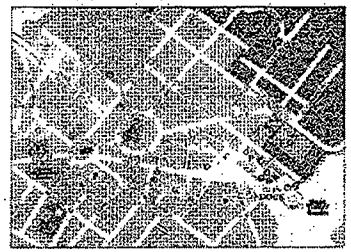
Visit www.annapolisalive.org for information and ticket price.

Celebration of the Proclamation of the Charter

DECEMBER 3

The State House portion will be the setting for the culminating event of ANNAPOLIS ALIVE, a reading of the original Royal Charter by descendants of the various dignitaries, and youth. The actual charter will be on display in the State Senate.

Visit www.annapolisalive.org for information and ticket price



DIRECTIONS TO ROUTE 50: From Baltimore & Points North: Take Rt. 695E to Rt. 97S to Rt. 50E; From Points Northwest: Rt. 70E to Rt. 695E to Rt. 97S to Rt. 50E; From Washington, D.C. and Points South: Rt. 295N to Rt. 50E; From Points Southeast: Rt. 50E to Rt. 97S to Rt. 50E.

DIRECTIONS TO CITY DOCK FROM ROUTE 50: Take the Rowe Blvd. Exit (No.24) and turn right following the "Annapolis" sign. Stay on Rowe Blvd. through two lights and as it veers sharply to the right which will take you to a third light. At this light turn left onto Northwood Street which will take you to Church Circle. Follow Church Circle 2/3's around and stay in one of the center two lanes. Turn right onto Duke of Gloucester (one way) and travel two full lanes. Turn left onto Green Street. At end of Green St. turn right following roundabout at bottom of Main St; go 1/2 way around and get off leaving Market House to your left and the head of the dock to your right. Take the first right into City Dock parking lot.

PARKING: Parking lots are indicated with "P" and garages with "G" on the map. Most lots have two hour restrictions, metered parking in effect from 10 am – 7 pm, all garages and lots free after 10 pm parking. The Navy Blue Shuttle to City Dock is available 7 days a week every thirty minutes between 9:00 AM – 6:00 PM.

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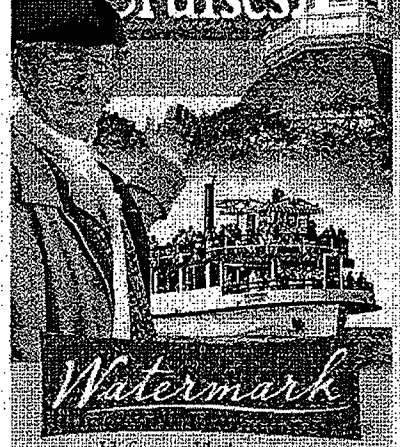
Unforgettable journeys.

24-Hour Tour Information: (410) 268-7600
Group Sales & Reservations: (410) 268-7601 x 104
Private Charter: (410) 268-7601 x 100
www.watermarkcruises.com
e-mail: info@watermarkcruises.com
P.O. Box 3363, Annapolis, MD 21403

2008 ANNAPOLIS

Tours, Charters & Cruises



Watermark

Unforgettable journeys.

Annapolis ALIVE!

"Annapolis ALIVE!" Event Information Inside!

Journey with Annapolis' most experienced experts

Join the history, culture and fun of one of America's most coveted destinations!

Travel by land or by water. In fact, join us for all of the above, as you like.

Special Events

St. Michaels Food & Wine Festival

APRIL 26 • ROUNDTRIP CRUISE • 9:30 AM - 5:30 PM
DEPARTS ANNAPOLIS CITY DOCK

Enjoy a scenic journey to St. Michaels for this special event. Please purchase ahead as this popular destination is known as a sold-out event. Ticket includes round-trip transportation and admission to the festival.

$110/Person

Cinco de Mayo Fiesta

MAY 3 • 8:00 - 11:00 PM

The Rose Lady is sweet. Step aboard Harbor Queen for an evening of Latin music, food and cruising the scenic Severn River. Ticket includes one complimentary featured drink. *$35/Person*

Blue Angels Demonstration Cruise*

MAY 21 • 1:00 - 5:00 PM

Experience this exciting air show performed by the Navy pilots over the Severn River. *$40/Adults, 50% Children 3-11, 2 & Under Free*

Rock N' River Cruises - Summer Concert Series

Join WRNR 105.1 FM and Watermark for the 2008 Summer Concert Series. Step aboard Harbor Queen and cruise for 3 hours as you listen to top artists and enjoy the sights of the Severn River. Listen to WRNR or visit www.rocknriver.com for upcoming dates and performers.

Ticket price varies by performer

Crab Feast on the Queen

JUNE 4, JULY 16 and AUGUST 13 • 7:00 - 10:00 PM

There's nothing better than cruising the bay aboard Harbor Queen, watching Chesapeake Bay sailboats glide, and eating crabs. Price includes crab feast, cruise, and a complimentary draft beer.

$70/Adults, $60/Children 3-11, 2 & Under Free

Inviting All Singles Cruise

JUNE 13 • 8:00 - 11:00 PM

It may not be just Love Boat, but you could still meet your match. This yacht charter is your single and ready to come and set sail on the Severn aboard Harbor Queen. Set your sights on an adventure and your heart on a new romance. Ticket includes one complimentary featured drink.

$35/Person

Independence Day Fireworks Cruises*

JULY 3 and JULY 4 • 3 HOURS

Enjoy the best seat in town for the spectacular Annapolis Harbor fireworks. DJ and snacks included. We can even celebrate the holiday a day early!

JULY 3 • DJ not included • $40/Adults, $20/Children 3-11, 2 & Under Free
JULY 4 • $45/Adults, $25/Children 3-11, 2 & Under Free

Moonlight Madness Cruise

JULY 16 • 8:00 - 12:00 PM

Come celebrate under the full moon with music, food and cruising the Severn River aboard Harbor Queen. Step on board a pirate! Pirates welcome. Ticket includes one complimentary featured drink. *$35/Person*

Gilligan's Luau

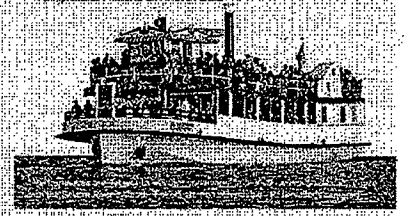
AUGUST 8 • 7:00 - 10:00 PM

It's time for Gilligan and the rest of the castaways to take over Harbor Queen for a three hour tour. Yes, a three hour tour, left on for the floating love cup. The Skipper likes Come dressed in your favorite castaway/Savage Land/Gilligan Cruise! Ticket includes one complimentary featured drink. *$35/Person*

Pirates, Rum & Reggae Cruise

SEPTEMBER 27 • 8:00 - 11:00 PM

An evening full of adventure on the Caribbean! Gamers, Pirates, Rum and Reggae! Enjoy the mind-blowing sounds of Reggae music while sipping a rum drink as you cruise with Pirates aboard Harbor Queen. Ticket includes one complimentary featured drink. *$35/Person*



Haunted Ghost Tours

OCTOBER 10, 11, 17, 18, 24, 25 and 31 • 7:00 PM • DEPARTS FROM INFORMATION BOOTH AT ANNAPOLIS CITY DOCK

As the warmth of the summer and autumn begins, our trained guides will lead you on a night through the historic and haunted town. Come hear stories of old and see what ever's left of the spirits who still linger in the city. Reservations required.

$15/Adults, $10/Children 3-11, 2 & Under Free • 90 minutes

Candlelight Stroll

DECEMBER 12, 13, 19 and 20 • 7:00 PM • DEPARTS FROM INFORMATION BOOTH AT ANNAPOLIS CITY DOCK

[illegible] Annapolis during the holiday season. Enjoy the sights, sounds and smells of the season as you walk through the historic district. Take your time as you stroll by the many shops and restaurants. Stop in for a cup of hot cocoa or cider and a cookie. Reservations required.

$15/Adults, $10/Children 3-11, 2 & Under Free • 1 hour

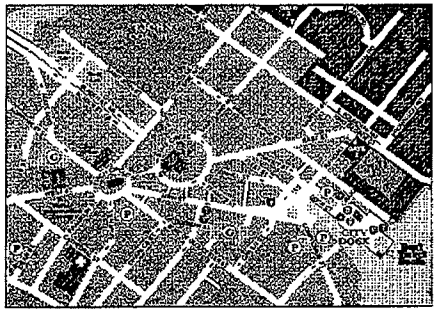
REG520

2005 TOUR SCHEDULE
Daily Cruises
All Cruises Depart from Annapolis City Dock. Beverage service and snacks available on all boats except Water Taxis. For additions & schedule changes call our information line, 410-268-7600, or visit our website calendar, www.watermusictoney.com.
Ride the Water Taxi
VHF channel 68 / Phone 410-263-0033
60-MINUTE NARRATED CRUISES
90-MINUTE NARRATED CRUISES
Annapolis Harbor & U.S. Naval Academy
Scenic Severn River Cruise
Bay Lighthouses Cruise
2005 Heritage Award Winner
Chesapeake Bay Bridges Cruise
Spa Creek Cruise
Thomas Point Lighthouse Cruise
Pirates of the Chesapeake
Day On The Bay to St. Michaels
Private Charters

REG521

3-29-11 EXHIBIT DSH

Gosselin 51



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DIRECTIONS TO CITY DOCK FROM ROUTE 50: Take the Rowe Blvd. Exit (No.24) and bear right following the "Annapolis" sign. Stay on Rowe Blvd. through two lights and as it veers sharply to the right which will take you to a third light. At this light bear left onto Northwest Street which will take you to Church Circle. Follow Church Circle 3/4 around staying in one of the outer two lanes. Turn right onto Duke of Gloucester (one way) and move into left lane. Turn left onto Green Street. At end of Green St. turn right, following roundabout at bottom of Main St.; go 1/2 way around and get off leaving Market House to your left and the head of the canal to your right. Take the first right into City Dock parking lots.

PARKING: Parking lots are indicated with "P" and garages with "G" on the map. Most lots have two hour maximum, metered parking in effect from 10 am–7:30 pm; all garages and Stadium offer all day parking. Free Shuttles from Navy-Marine Corps Memorial Stadium into City Dock are available Monday–Friday 6:30 am-8:00 pm and Saturday and Sunday 10:00 am-6:00 pm except major holidays and stadium events.

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e-mail: info@watermarkjourney.com
P.O. Box 3350, Annapolis, MD 21403

REG522

Tours. Charters. Cruises.

Watermark

Unforgettable journeys.

Private Charters & Events

Watermark takes the art of entertaining to a new level. Exquisite setting. Elegant service. A refreshing alternative. No matter the occasion, you and your guests will always remember it! Our experienced staff will help you plan an unforgettable event, whether an intimate cruise for two or a festive event for 250. Yacht charters can depart from various ports, including Annapolis, Baltimore, and Maryland's Eastern Shore. Consider a Watermark charter for Corporate Outings, Team Building, Crab Feasts, Destination Charters, Holiday Parties, Retreats, Weddings & Receptions. Any occasion you can dream of! Let our full service event planners create an unforgettable memory for you.

For event and destination planning services, visit our web site at www.watermarkcharters.com or call 410-268-7601 x.100 to speak with an event planner.

Events at the Annapolis Maritime Museum

New this year! Watermark is pleased to be able to offer a unique land-based setting, too. The Annapolis Maritime Museum's beach and waterside campus includes the magnificently restored McNasby Oyster Packing Company for truly memorable events. Accessible by water taxi or any of Watermark's yachts. Ask our event planners for all the details.

Ride the Water Taxi

VHF channel 68 / Phone: 410-263-0033

SPA CREEK: Service throughout Annapolis Harbor (Spa Creek) operates continuously on demand. Contact taxi captain for pick-up. City Dock taxi stand is adjacent to Harbormaster's office in Ego Alley.

BACK CREEK: Departs City Dock for Back Creek on the hour as traffic demands. Departs Back Creek for City Dock approximately 20 past the hour, if called 15 minutes before the hour.

MID MAY TO LABOR DAY: MON. – THUR. 9:30 AM – 11:00 PM; FRI. 9:30 AM – 1:00 AM; SAT. 9:30 AM – 1:00 AM; SUN. 9:30 AM – 11 PM

$2.00 - $6.00/person depending upon destination. Minimums apply to Back Creek and Upper Spa Creek. For April, early May, September & October hours call taxi captain 410-263-0033.

Special Events 2009

Visit www.watermarkjourney.com for reservations and more details.

St. Michaels Food & Wine Festival

APRIL 25 • ROUNDTRIP CRUISE • 9:30 AM - 5:30 PM
DEPARTS ANNAPOLIS CITY DOCK

Cruise across the bay to St. Michael's for this special event. Observe gourmet cooking demonstrations, attend wine seminars and wine tastings. Ticket includes round trip transportation and admission to the festival. Reservations Required. *$110/Person*

Blue Angels Demonstration Cruises

MAY 20 • 1:00 - 3:00 PM

Experience the exciting air show performed by the Navy pilots over the Severn River. Reservations Required. *$45/Adults, $30/Children 3-11, 2 & Under Free*

Rock N River Cruises

Summer Concert Series

Join WRNR 103.1 FM and Watermark for the 2009 Summer Concert Series. Step aboard *Harbor Queen* and cruise the Severn River to top artists and enjoy the sights of the Severn River. The Cruise Schedule and performers will be posted on www.watermarkcharters.com for upcoming dates and performers. *Ticket price varies by performer.*

Crab Feast on the Queen

JULY 15 and AUGUST 12 • 7:00 - 9:00 PM

There's nothing better than cruising the bay aboard *Harbor Queen* watching Wednesday night sails out recess and eating crabs. Price includes crab feast, cruise and a complimentary beer. Reservations Required. *$75/Adults, $60/Children 3-11, 2 & Under Free*

Independence Day Fireworks Cruises

JULY 3 and JULY 4 • 3 HOURS • 7:30 - 10:30 PM

Step aboard *Harbor Queen* for the spectacular Annapolis 4th of July fireworks display. Dessert and soda included. You can even view from the bay on the 3rd! Reservations Required.

JULY 3: DC not included - $40/Adults, $30/Children 3-11, 2 & Under Free
JULY 4: $45/Adults, $35/Children 3-11, 2 & Under Free

Pirates, Rum & Reggae Cruise

SEPTEMBER 25 • 8:00 - 11:00 PM

An evening full of what made the Caribbean famous. Pirates, Rum and Reggae! Enjoy the mind-stirring sounds of Reggae music while sipping a rum drink as you cruise with Pirates aboard *Harbor Queen*. Ticket includes one complimentary featured drink. Reservations Required. *$40/Person*

Candlelight Stroll

DECEMBER 11, 12, 18 and 19 • 7:00 - 8:00 PM • DEPARTS FROM INFORMATION BOOTH AT ANNAPOLIS CITY DOCK

Welcome the holidays with an evening stroll through historic Annapolis. Glowing candlelight from your way as you stroll around Maryland's historic state capital. Our guide in colonial attire will help you bring the joys of the holidays to life. Reservations Required. *$15/Adults, $10/Children 3-11, 2 & Under Free*

Walk with the Colonials

Step back into the Georgian era as you walk in the footsteps of fascinating founding fathers on an historic Annapolis tour! Learn about the Colonial times that made Annapolis a center for politics, culture and social activity prior to the American Revolution.

Four Centuries Walking Tour

Stroll through reconstructed, historic Annapolis accompanied by a colonial-attired guide who will bring early American history to life. Explore the interior of the Maryland State House and be inspired by the sights and sounds of the Naval Academy home to 4,000 midshipmen. *$16/Adults, $4/Children 3-11, 2 & Under Free • 2-1/4 hours • Photo ID Required*

DEPARTS AT 10:30 AM from VISITORS CENTER – 26 WEST ST.

MAR. 29 - OCT. 23 Daily

DEPARTS AT 1:30 PM from INFORMATION BOOTH at CITY DOCK

JAN. 3 - MAR. 28 Saturdays
MAR. 30 - OCT. 4 Daily
OCT. 24 - DEC. 26 Saturdays

African-American Heritage Tour

In Partnership with The Kunta Kinte - Alex Haley Foundation

This unique walking tour traces the rich history of African Americans in Annapolis and their impact nationally and internationally. Key historical sites including the Kunta Kinte-Alex Haley Memorial and Thurgood Marshall Memorial are a part of the journey. *Reservations Required. $16/Adults, $4/Children 3-11, 2 & Under Free • 2 hours • Photo ID Required*

DEPARTS AT 1:00 PM from INFORMATION BOOTH at CITY DOCK

FEBRUARY 7, 14, 21, 28
MAY 2 - OCT. 3 Saturdays

Haunted Ghost Tours

As the sun sets and darkness veils the streets of Annapolis, and some say haunts Annapolis, a cadre of actors takes you on a journey through the spirit world. Dwell in one of the 18th century structures and linger in the tales of the supernatural. *Reservations Required • 90 minutes*

DEPARTS from INFORMATION BOOTH at CITY DOCK

$16/Adults, $14/Children 3-11, 2 & Under Free

APRIL 17 – MAY 30 Fridays & Saturdays 7:30 PM – 9:00 PM
JUNE 5 – AUG. 29 Fridays & Saturdays 8:30 PM – 10:00 PM

DEPARTS from MUSEUM STORE – 77 MAIN ST.

$20/Adults, $14/Children 3-11, 2 & Under Free

SEPT. 4 – OCT. 31 7:30 PM – 9:00 PM Fridays & Saturdays

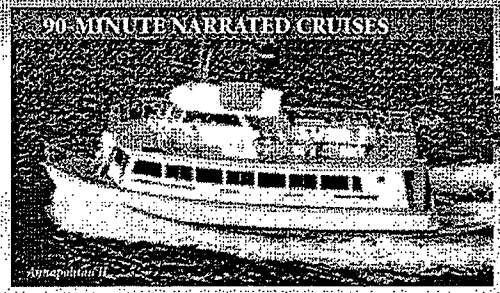
NEW! INCLUDES PACA HOUSE

2009 TOUR SCHEDULE

Daily Cruises

410-268-7600
www.watermarkjourney.com

90-MINUTE NARRATED CRUISES



Annapolis Harbor & U.S. Naval Academy

Step aboard *Harbor Queen* for a narrated cruise of historic Annapolis Harbor and the banks of the U.S. Naval Academy. Enjoy getting on the water and catching a glimpse of the Bay Bridges.

$12/Adults, $5/ Children 3-11, 2& Under Free

MARCH 28 – MAY 8
Weekdays 12:00 PM – 3:00 PM
Weekends & Holidays
11:00 AM – 6:00 PM

MAY 9 – SEPT. 7
Weekdays 11:00 AM – 4:00 PM
Weekends & Holidays
11:00 AM – 7:00 PM

SEPT. 8 – OCT. 4
Weekdays 12:00 PM – 4:00 PM
Weekends & Holidays
11:00 AM – 6:00 PM

OCT. 21 – NOV. 22
Visit www.watermarkjourney.com or call 410.268.7600 for Fall schedule

Spa Creek Cruise

Cruise Annapolis Harbor, the headwaters of Spa Creek, the residential area of old Annapolis, and the banks of the U.S. Naval Academy. The cruise narration covers the area's history from the 17th century to the present.

$12/Adults, $5/ Children 3-11, 2& Under Free

APRIL 18 – MAY 17
Weekdays 3:30 PM – 6:30 PM
Weekends 1:30 PM – 6:30 PM

MAY 18 – SEPT. 7
Weekdays 3:30 PM – 8:30 PM
Weekends & Holidays
1:15 PM – 8:15 PM

SEPT. 8 – OCT. 4
Weekdays 3:30 PM – 6:30 PM
Weekends & Holidays
1:15 PM – 7:15 PM

FOR FALL SCHEDULE
Visit www.watermarkjourney.com or call 410.268.7600 for Fall schedule

Pirates of the Chesapeake

Begin your one-hour adventure with the commandeering of a Chesapeake Bay tour boat for a cruise along the Severn River. During this energetic and theatrical performance the audience will become part of our pirate crew. This cruise is for children of all ages!

$10/Adults, $13/Children 3-11, 2 & Under Free • 1 hour

DEPARTS AT 10:45 AM

MAY 23 - JUNE 14
Weekends & Holidays

JUNE 19 - SEPT. 7
Friday thru Sunday & Holidays

Group Tours & Field Trips

Let us plan your Annapolis itinerary. Day & Multi-Day packages available. CALL TODAY! 410-268-7601 x 104.

For school and youth groups visit www.annapolisfieldtrips.com.

Tour Operators and Groups call for special pricing.

Scenic Severn River Cruise

A spectacular 6-mile cruise on the beautiful Scenic Severn River and of historic Annapolis Harbor including the banks of the U.S. Naval Academy.

$20/Adults, $10/Children 3-11, 2 & Under Free

DEPARTS AT 12:30 PM, 2:30 PM and 4:30 PM

APRIL 25 - MAY 10 Saturdays & Sundays
MAY 15 - SEPT. 7 Friday thru Monday & Holidays
SEPT. 12 - OCT. 4 Saturdays & Sundays

Chesapeake Bay Bridges Cruise

Marvel at the engineering feat as you cruise under the twin spans of the Bay Bridges that connect the eastern and western shores of Maryland.

$20/Adults, $10/Children 3-11, 2 & Under Free

DEPARTS AT 2:30 PM

APRIL 25 - MAY 10 Saturdays & Sundays
MAY 15 - SEPT. 7 Friday thru Monday & Holidays
SEPT. 12 - OCT. 4 Saturdays & Sundays

Thomas Point Lighthouse Cruise

The Thomas Point Light is the most recognized lighthouse in Maryland. View this National Historic Landmark as you cruise the Chesapeake Bay.

$20/Adults, $10/Children 3-11, 2 & Under Free

DEPARTS AT 4:30 PM

APRIL 25 - MAY 10 Saturdays & Sundays
MAY 15 - SEPT. 7 Friday thru Monday & Holidays
SEPT. 12 - OCT. 4 Saturdays & Sundays

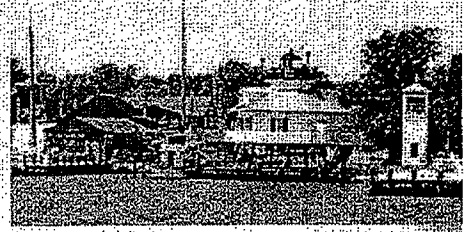
Bay Lighthouses Cruise

Step aboard and cruise by Thomas Point, Sandy Point Shoal and Baltimore Harbor Lighthouses. Enjoy the view as you cruise under the twin spans of the Bay Bridges. Our turn of the century lighthouse keeper will provide an entertaining and informative live narration. Reservations are recommended.

$40/Adults, $20/Children 3-11, 2 & Under Free • 2-1/2 hours

DEPARTS AT 12:15 PM and 3:15 PM

MAY 24 – SEPT. 6 Sundays
MAY 25 and SEPT. 7 Monday
JULY 3 and 4 Friday & Saturday



Day On The Bay to St. Michaels

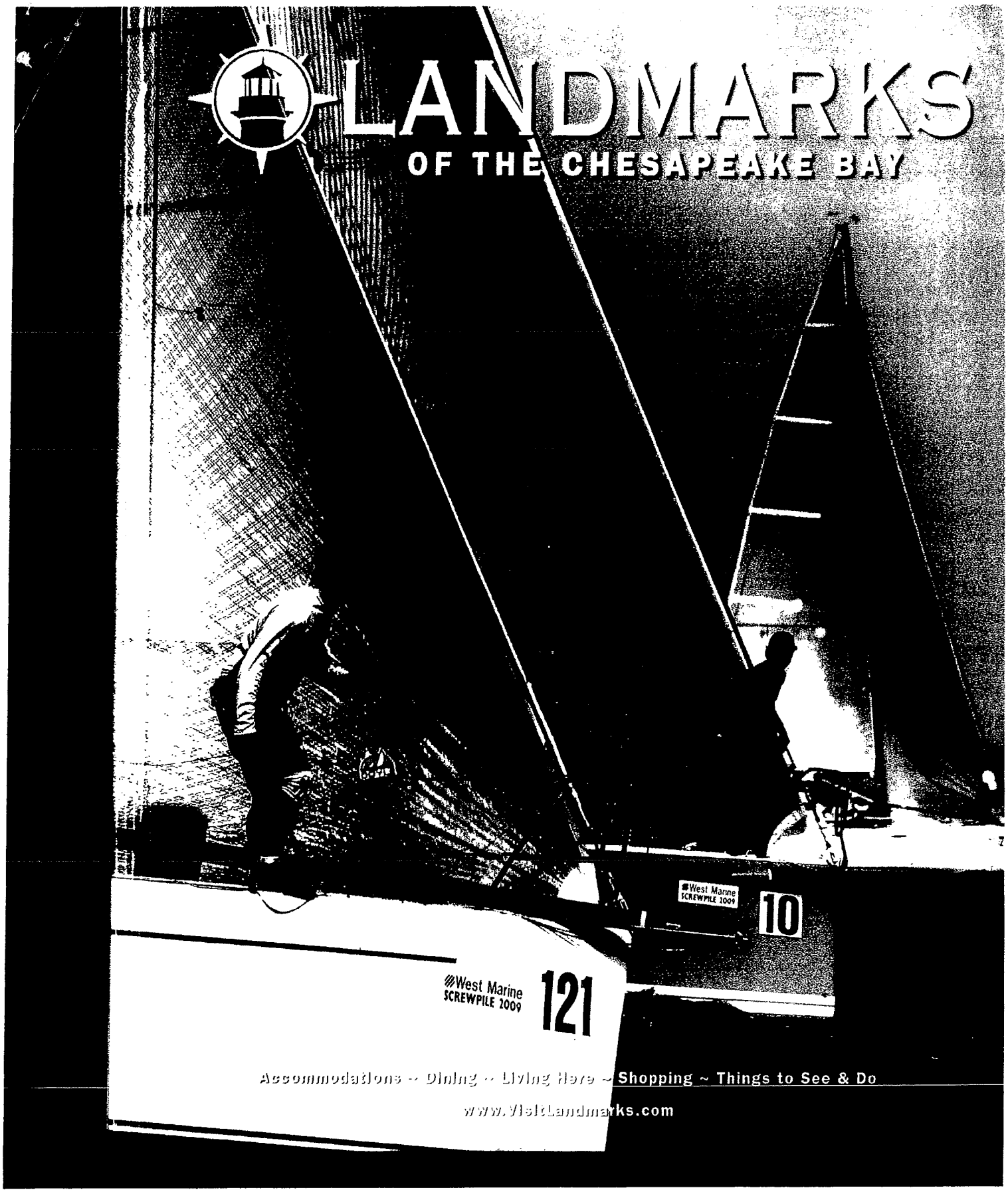
Cruise across the Bay to spend over three hours at this quaint, historic village, enjoying fresh seafood, boutique shopping and historic sites, all within walking distance. Cash beverage and snack service onboard. Ticket includes complimentary admission to the Chesapeake Bay Maritime Museum, a beverage, and doughnuts on the morning cruise. Reservations are recommended.

Saturdays: $70/Adults, $30/Children 3-11, 2 & Under Free
Mondays: $60/Adults, $30/Children 3-11, 2 & Under Free

ROUNDTRIP 10:00 AM - 5:30 PM

MAY 16 - OCT. 3 Saturdays (Excluding July 4th)
JUNE 29 - AUG. 31 Mondays

REG 23



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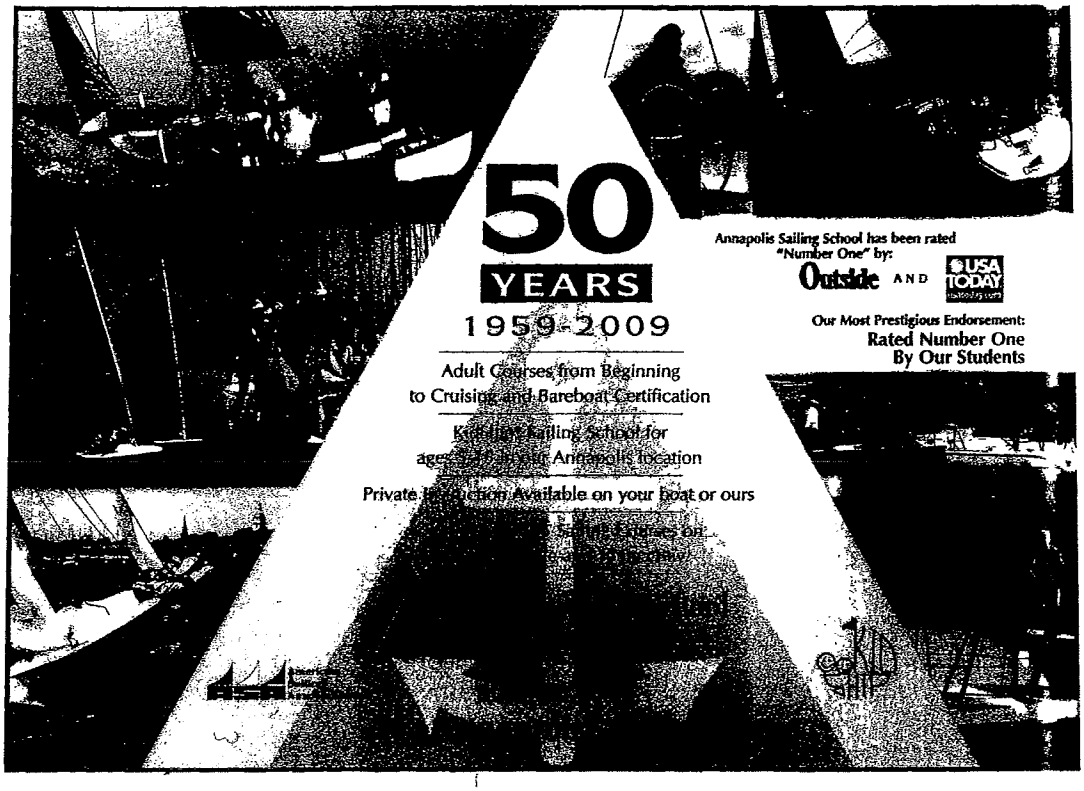
Gosselin 52

AM 2785



St. Michaels Marina
305 Mulberry St., St. Michaels
410-745-2400

Tilghman Island Marina and Rentals
6140 Mariners Ct., Tilghman Island
410-886-2500

Watermark Tours. Charters. Cruises.
City Dock
Annapolis, MD 21401
410-268-7601 | 800-569-9622
www.watermarkjourney.com
Journey into history, culture, and fun with Annapolis' most experienced tour experts. Enjoy a romping good time with Pirate Captain Billy Baye. Walk side-by-side with colonial dressed guides. Step aboard a boat to explore the local waterways of the Chesapeake Bay. (pg. 64)

Canoe, kayak, pedal boat rentals

Annapolis Canoe and Kayak
311 Third St., Annapolis
410-263-2303

Eastern Shore Adventure
28290 St. Micaels Rd., Easton
410-820-8881

Paddle or Pedal
600 Quiet Waters Park Rd., Annapolis
410-271-7007

AYS Charters
7416 Edgewood Rd., Annapolis
410-267-9151

Annapolis Bay Charters
7344 Edgewood Rd., Annapolis
800-991-1776
www.annapolisbaycharters.com

Annapolis Small Boat Rentals
808 Boucher Ave., Annapolis
410-268-BOAT

C & C Charters
506 Kent Narrows Way North, Grasonville
410-827-7888
www.cccharters.com

J-Port Annapolis
213 Eastern Ave., Annapolis
410-280-2038

AM 2786

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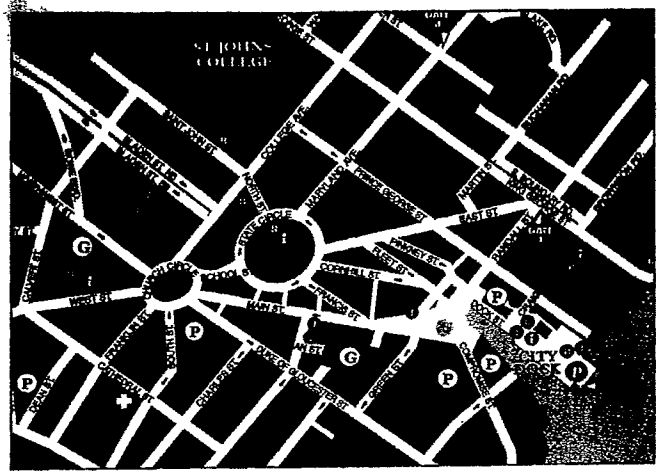

DIRECTIONS TO ROUTE 50: **From Baltimore & Points North:** Take Rt. 695S to Rt. 97S to Rt. 50E; **From Points Northwest:** Rt. 70E to Rt. 695S to Rt. 97S to Rt. 50E; **From Washington, D.C. and Points South:** Rt. 495E to Rt. 50E; **From Points Southwest:** Rt. 66E to Rt. 495S to Rt. 50E.

DIRECTIONS TO CITY DOCK FROM ROUTE 50: Take the **Rowe Blvd. (Bladen St.) Exit (No. 24)** and bear right following the "Annapolis" sign. Stay on Rowe Blvd./Bladen St. to the end and take a right on College Ave. and into the Church Circle. Follow Church Circle 3/4 around staying in one of the outer two lanes. Turn right onto **Duke of Gloucester** (one way) and move into left lane. Turn left onto **Green Street.** At end of Green St. turn right, following **roundabout at bottom of Main St.**; go 1/2 way around and get off leaving Market House to your left and the head of the canal to your right. Take the first right into **City Dock parking lots.**

PARKING: Parking lots are indicated with "P" and garages with "G" on the map. Most meters have two hour maximum, metered parking in effect from 10 am–7:30 pm; all garages and Stadium offer all day parking. Free Shuttles from Navy-Marine Corps Memorial Stadium into City Dock are available Monday–Friday 6:30 am - 8:00 pm and Saturday and Sunday 10:00 am-6:00 pm except major holidays and stadium events.

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Unforgettable journeys.

24-Hour Tour Information: (410) 268-7600
Group Sales & Reservations: (410) 268-7601 x. 104
Private Charters & Events: (410) 268-7601 x. 100
www.watermarkjourney.com
e-mail: info@watermarkjourney.com
P.O. Box 3350, Annapolis, MD 21403

DSH EXHIBIT DSH
Gosselin 53

Private Charters & Events

Celebrate your next event with Watermark and create the ultimate Annapolis experience on the water, featuring a dynamic and beautiful setting with elegant service. Our full service event planners will help you create unforgettable memories, whether an intimate cruise for two or a festive event for 250. Yachts can depart from many ports, including Annapolis, Baltimore, and Maryland's Eastern Shore. Consider a Watermark charter for Corporate Outings, Team Building, Crab Feasts, Destination Charters, Holidays, Reunions.

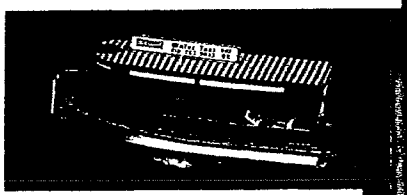
"Everything was phenomenal....from the boat to the awesome sunset, amazing harvest moon...food was great, music strong....Captain was very kind to the visitors, clean and on time, friendly crew, a great time was had by all."
-Baltimore Ravens

Watermark Weddings

There is simply nothing that compares with a Watermark wedding. Large affair or intimate gathering, our experienced planners will help you fulfill your vision. We will make every detail of your special day a breeze, and your guests will be talking about it long afterwards.

For event and destination planning services, visit our web site at www.watermarkcharters.com or call 410-268-7601 x100 to speak with an event planner.

Ride the Water Taxi
VHF channel 68 / Phone: 410-263-0033



SPA CREEK: Service throughout Annapolis Harbor (Spa Creek) operates continuously on demand. Contact taxi captain for pick-up. City Dock taxi stand is adjacent to Harbormaster's office in Ego Alley.

BACK CREEK: Departs City Dock for Back Creek on the hour as traffic demands. Departs Back Creek for City Dock approximately 20 past the hour, **if called 15 minutes before the hour.**

MID MAY TO LABOR DAY: MON. - THUR. 9:30 AM - 11:00 PM; FRI. 9:30 AM - 1:00 AM; SAT. 9:00 AM - 1:00 AM; SUN. 9:00 AM - 11 PM

$2.00 - $6.00/person depending upon destination. Minimums apply to April, early May, September &

Special Events 2010

...watermarkevents.com for information and to make reservations. Recommended events do sell out!

...serve Our Waters

...2010 and SEPTEMBER 12 • 10:00 AM - 12:00 PM

...the Chesapeake Bay ecology program is now available to the public! Learn ... at the Annapolis Maritime Museum. Fascinating and informative!

$25/Adults, $18/Children 3-11, 2 & Under Free

Blue Angels Demonstration Cruise**

MAY 25 (Practice Day) and MAY 26 • 1:00 - 3:00 PM

Experience this exciting air show performed by elite Navy pilots over the Severn River.

$45/Adults, $30/Children 3-11, 2 & Under Free

Rock N' River Cruises - Summer Concert Series

Join Watermark for the 2010 Summer Concert Series. Step aboard *Harbor Queen* and cruise for 3 hours as you listen to top artists and enjoy the ... the Severn River. Visit www.harborqueen.com for upcoming dates and performers. ***Ticket price varies by performer***

Crab Feast on the Queen

...Y 14 and AUGUST 11 • 7:00 - 9:00 PM

...e's nothing better than cruising the Bay, watching Wednesday ... sailboat races, and eating crabs. Price includes crab feast, cruise and complimentary beer. ***$75/Adults, $62/Children 3-11, 2 & Under Free***

...y Lighthouses Cruise

...E 6, JULY 4 & 5, AUG 1 & 23, SEPT 5 • 11:15 AM - 2:15 PM

...Cruise by three Bay lighthouses. Enjoy the view as you cruise under the ... spans of the Bay Bridges. Our costumed lighthouse keeper provides ... planning live narration. ***$40/Adults, $20/Children 3-11, 2 & Under Free***

...dependence Day Fireworks Cruises**

...Y 3 and JULY 4 • 3 HOURS • 7:30 - 10:30 PM

Enjoy the best seat in town for the spectacular Annapolis Harbor fireworks ... and snacks included. You can even celebrate the holiday a day early!

JULY 3: DJ not included • $40/Adults, $20/Children 3-11, 2 & Under Free
JULY 4: $45/Adults, $25/Children 3-11, 2 & Under Free

...rates, Rum & Reggae Cruise

...NE 11 and SEPTEMBER 25 • 8:00 - 11:00 PM

...an evening full of what made the Caribbean famous: enjoy the intoxicating ... sounds of Reggae music while sipping a rum drink as you cruise with Pirates ... aboard *Harbor Queen*. Includes a complimentary featured drink. ***$40/Person***

...ndlelight Stroll

...CEMBER 3, 4, 10, 11, 17, 18 and 18 • 7:00 - 8:00 PM

...ome the holidays with Dave Schaaf's stroll through historic Annapolis. Our guides in ... attire will help you bring the joys of the holidays to life. Departs Info Booth at ... City Dock. ***$16/Adults, $10/Children 3-11, 2 & Under Free***

...rade of Lights Dinner & Cruise** ▶ New! for 2010

...CEMBER 11 • 5:00 - 8:00 PM

...Enjoy a delicious three course meal at the Severn Inn followed by an hour sight ... cruise with front row seats for the Parade of Lights and a Celebration ... finale.

...Guides ... Dinner ... Included

AM 2739

Walk with the Colonials

Any tour may be canceled due to severe weather or lack of participation. Building interiors when available. Adults must have photo I.D. Additional fees may apply to tours, cruises and special events requiring reservations. Purchase tickets on-line at www.annapolis-tours.com.

Four Centuries Walking Tour*

Stroll through celebrated, historic Annapolis accompanied by a colonial-attired guide who will bring early American history to life. Explore the interior of the prominent State House and be inspired by the sights and sounds of the Naval Academy, home to 4,000 midshipmen. *$16/Adults, $10/Children 3-11, 2 & Under Free • 2-1/2 hours • Photo ID Required*

DEPARTS AT 10:30 AM from VISITORS CENTER – 26 WEST ST.

MAR. 27 - OCT. 22 Daily

DEPARTS AT 1:30 PM from INFORMATION BOOTH at CITY DOCK

JAN. 2 - MAR. 20 Saturdays
OCT. 23 - DEC. 18 Saturdays
MAR. 27 - OCT. 3 Daily

*Discount child's coupon available on-line.

African-American Heritage Tour*

In partnership with The Kunta Kinte – Alex Haley Foundation

This unique walking tour traces the rich history of African Americans in Annapolis and their impact nationally and internationally. Key historical sites, including the Kunta Kinte-Alex Haley Memorial and Thurgood Marshall Memorial, are a part of this journey. Reservations Required. *$16/Adults, $10 Children 3-11*, 2 & Under Free • 2 hours • Photo ID Required*

DEPARTS AT 1:00 PM from INFORMATION BOOTH at CITY DOCK

FEBRUARY 6, 13, 20, 27 JUNE 5 - SEPT. 4 Saturdays

*Discount child's coupon available on-line.

Haunted Ghost Tours

As the sun sets and darkness wraps the streets of historic, and some say, haunted Annapolis, a colonial-attired guide will share tales by candlelight of the spirits that dwell in the town's 18th century structures and may linger in the mist. Reservations Required. *90 minutes*

DEPARTS from INFORMATION BOOTH at CITY DOCK
$16/Adults, $14/Children 3-11, 2 & Under Free

APRIL 16. - AUG. 28 Fridays & Saturdays
7:30 PM 9:00 PM

DEPARTS from MUSEUM STORE – 77 MAIN ST.
$20/Adults, $14/Children 3-11, 2 & Under Free

SEPT. 5 - OCT. 30 7:30 PM – 9:00 PM Includes the interior Fridays & Saturdays of the William Paca House

40-MINUTE NARRATED CRUISES

Annapolis Harbor & U.S. Naval Academy

Step aboard *Harbor Queen* for a narrated cruise of historic Annapolis Harbor and the banks of the U.S. Naval Academy. Enjoy getting on the water and catching a glimpse of the Bay Bridges.

$12/Adults, $5/ Children 3-11, 2& Under Free Reservations not necessary.

MARCH 27 – MAY 7
Weekdays 12:00 PM – 3:00 PM
Weekends & Holidays
11:00 AM – 6:00 PM

MAY 8 – SEPT. 6
Weekdays 11:00 AM – 4:00 PM
Weekends & Holidays
11:00 AM – 7:00 PM

SEPT. 7 – OCT. 3
Weekdays 12:00 PM – 4:00 PM
Weekends & Holidays
11:00 AM – 6:00 PM

OCT. 20 - NOV. 21
Visit www.watermarkjourney.com or call 410.268.7600 for Fall schedule

Spa Creek Cruise

Cruise Annapolis Harbor, the headwaters of Spa Creek, the residential area of old Annapolis, and the banks of the U.S. Naval Academy. The cruise narration covers the area's history from the 17th century to the present.

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APRIL 17 – MAY 16
Weekdays 3:30 PM – 6:30 PM
Weekends 1:30 PM – 6:30 PM

MAY 17 – SEPT. 6
Weekdays 3:30 PM – 8:30 PM
Weekends & Holidays
1:15 PM – 8:15 PM

SEPT. 7 – OCT. 3
Weekdays 3:30 PM – 6:30 PM
Weekends & Holidays
1:15 PM – 7:15 PM

FOR FALL SCHEDULE
Visit www.watermarkjourney.com or call 410.268.7600 for Fall schedule

Pirates of the Chesapeake

Begin your one-hour adventure with the commandeering of a Chesapeake Bay tour boat for a cruise along the Severn River. During this energetic and theatrical performance the audience will become part of our pirate crew. This cruise is for children of all ages!

$16/Adults; $13/Children 3-11, 2 & Under Free • 1 hour

DEPARTS AT 10:45 AM

MAY 22 - SEPT. 6
Saturdays, Sundays & Holidays

Visit www.piratesofthechesapeake.com for additonal dates and to book online.

Group Tours & Field Trips

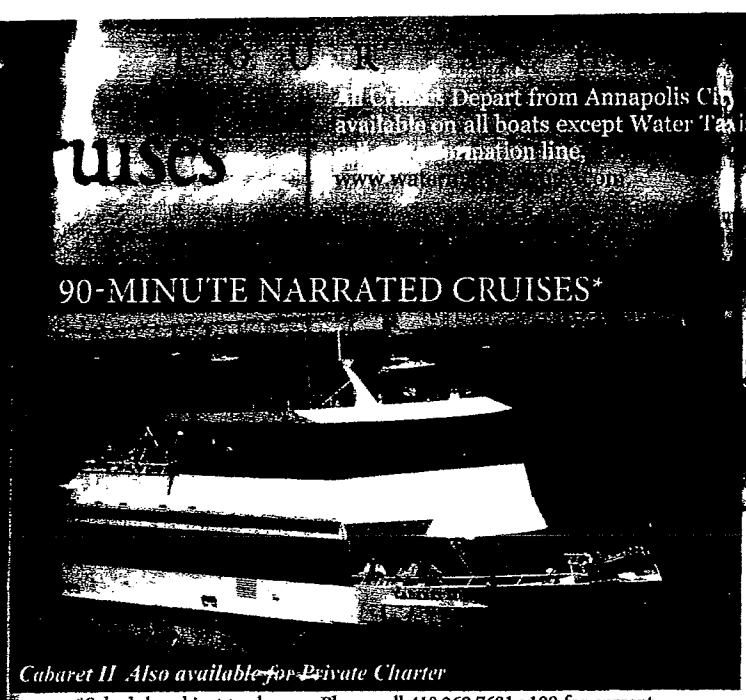
Let us plan your Annapolis itinerary. Now Serving Baltimore also!

Day & Multi-Day packages available.

CALL TODAY! 410-268-7601 x104. For school and youth groups book online at www.annapolisfieldtrips.com.

Adult Groups call for special pricing

AM 2740



Cabaret II Also available for Private Charter

*Schedule subject to change. Please call 410.268.7601 x100 for current information.

Scenic Severn River Cruise

A spectacular 6-mile cruise on the beautiful Scenic Severn River and of historic Annapolis Harbor including the banks of the U.S. Naval Academy.
$20/Adults, $10/Children 3-11, 2 & Under Free Reservations not necessary.

DEPARTS AT 12:30 PM		
APRIL 24 - JUNE 27 Saturdays & Sundays	JULY 2 - SEPT. 5 Friday, Saturday, Sunday & Holidays	SEPT. 11 - OCT. 4 Saturdays & Sundays

Chesapeake Bay Bridges Cruise

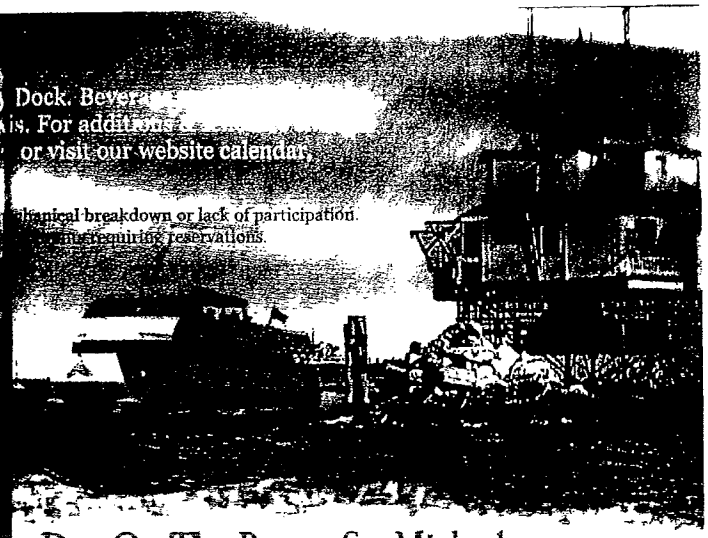
Marvel at the engineering feat as you cruise under the twin spans of the Bay Bridges that connect the eastern and western shores of Maryland.
$20/Adults, $10/Children 3-11, 2 & Under Free Reservations not necessary.

DEPARTS AT 2:30 PM		
APRIL 24 - JUNE 27 Saturdays & Sundays	JULY 2 - SEPT. 5 Friday, Saturday, Sunday & Holidays	SEPT. 11 - OCT. 4 Saturdays & Sundays

Thomas Point Lighthouse Cruise

The Thomas Point Light is the most recognized lighthouse in Maryland. View this National Historic Landmark as you cruise the Chesapeake Bay.
$20/Adults, $10/Children 3-11, 2 & Under Free Reservations not necessary.

DEPARTS AT 4:30 PM		
APRIL 24 - JUNE 27 Saturdays & Sundays	JULY 2 - SEPT. 5 Friday, Saturday, Sunday & Holidays	SEPT. 11 - OCT. 4 Saturdays & Sundays



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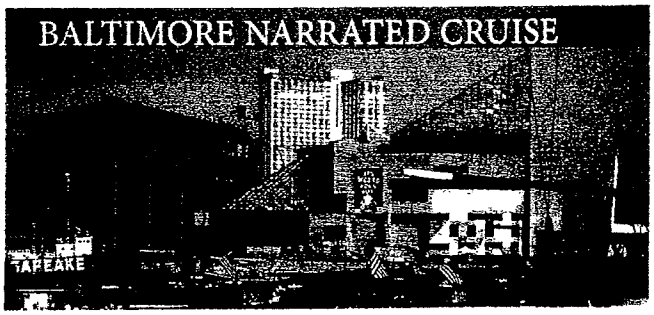
Cruise across the Bay to spend over three hours at this quaint, historic village, enjoying fresh seafood, boutique shopping and historic sites, all within walking distance. Cash beverage and snack service onboard. Ticket includes complimentary admission to the Chesapeake Bay Maritime Museum, a beverage, and doughnuts on the morning cruise. **Reservations are recommended.** Book on-line at www.dayonthebay.com.
Saturdays: $70/Adults, $30/Children 3-11, 2 & Under Free
Mondays: $60/Adults, $30/Children 3-11, 2 & Under Free

ROUNDTRIP 10:00 AM - 5:30 PM	
MAY 15 – OCT. 2 Saturdays	JULY 19 & AUG. 16 Mondays



Baltimore 45-Minute Inner Harbor Cruise

Step aboard *Annapolitan II* for a 45-minute cruise introducing Baltimore and the renaissance of the Inner Harbor. See Federal Hill, the city skyline, Fells Point, the USS Constellation and catch a glimpse of Ft. McHenry. Join us today – welcome aboard! www.baltimoreboatcruises.com
Pricing: *$15/Adults, $6/Children 11 & Under.* Reservations not necessary
Cruise departs from the Light St. Finger Piers.

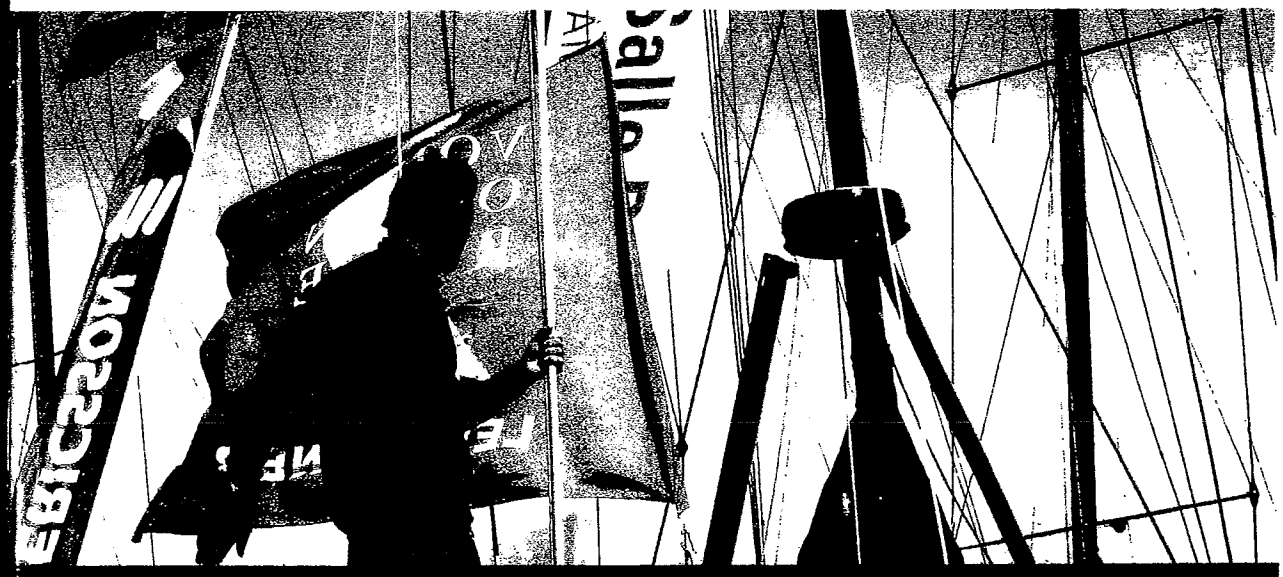
2010 SCHEDULE	APRIL 24 - OCT. 24
Monday - Friday 11:00 AM - 4:00 PM	Saturdays, Sundays & Holidays 11:00 AM - 7:00 PM
FIREWORKS CRUISE	JULY 4 7:30 - 10:30 PM

Enjoy the best seat in town for the Inner Harbor Fireworks.
$25/Adults, $15/Children 11 & Under

AM 2741

ANNAPOLIS & THE CHESAPEAKE BAY

The Official Visitors Guide



Annapolis & Anne Arundel County
Conference & Visitors Bureau

MARYLAND

www.VisitAnnapolis.org

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US EMY

Each year in May, the city of Annapolis witnesses an annual tradition – the U.S. Naval Academy graduation hat toss. The white discs that rise and fall through the air like snow flakes mark the graduation of each year's ensigns and second lieutenants who have just been commissioned into the Navy and Marine Corps.

While you may not be on hand to witness this tradition, you can experience the grandeur of the 338-acre National Historic Landmark campus, known as "the Yard," when you visit Annapolis. You can gain entrance to the Academy by showing a photo ID at Gate One (pedestrian access).

You'll want to start your visit at the Armel-Leftwich Visitor Center, where you'll not only find an information center but also a gift shop and the Freedom 7 spacecraft. Before touring the Academy with a guide, be sure to view the free film *Fulfill Your Destiny*.

During your tour, you'll drop by Bancroft Hall, the largest dormitory in the United States, home to over 4,000 midshipmen. Plan your visit during the school year so you can see the brigade march to their midday meal during Noon Formation.

The U.S. Naval Academy Chapel houses the crypt and sarcophagus of Revolutionary War hero John Paul Jones who uttered the heroic words, "I have not yet begun to fight."

Before leaving campus, stroll through the Naval Academy Museum, reopened in September 2009 after an eighteen month renovation, where you'll find Academy memorabilia, exquisite model ships and several exhibits highlighting naval history. Also explore the Commodore Uriah P. Levy Center and Jewish Chapel which provides a fellowship hall and places of study and reflection for midshipmen of all faiths.

2010 Navy Football Schedule

09/04/10	vs. Maryland (Baltimore)
09/11/10	Georgia Southern
09/18/10	at Louisiana Tech
10/02/10	at Air Force
10/09/10	at Wake Forest
10/16/10	SMU
10/23/10	vs. Notre Dame (Meadowlands)
10/30/10	Duke (Homecoming)
11/06/10	at East Carolina
11/13/10	Central Michigan
11/20/10	at Houston
12/11/10	vs. Army (Philadelphia)

Navy Ticket Office

AM 2743

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raeann.cinquanto@medievaltimes.com

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GUIDED TOURS

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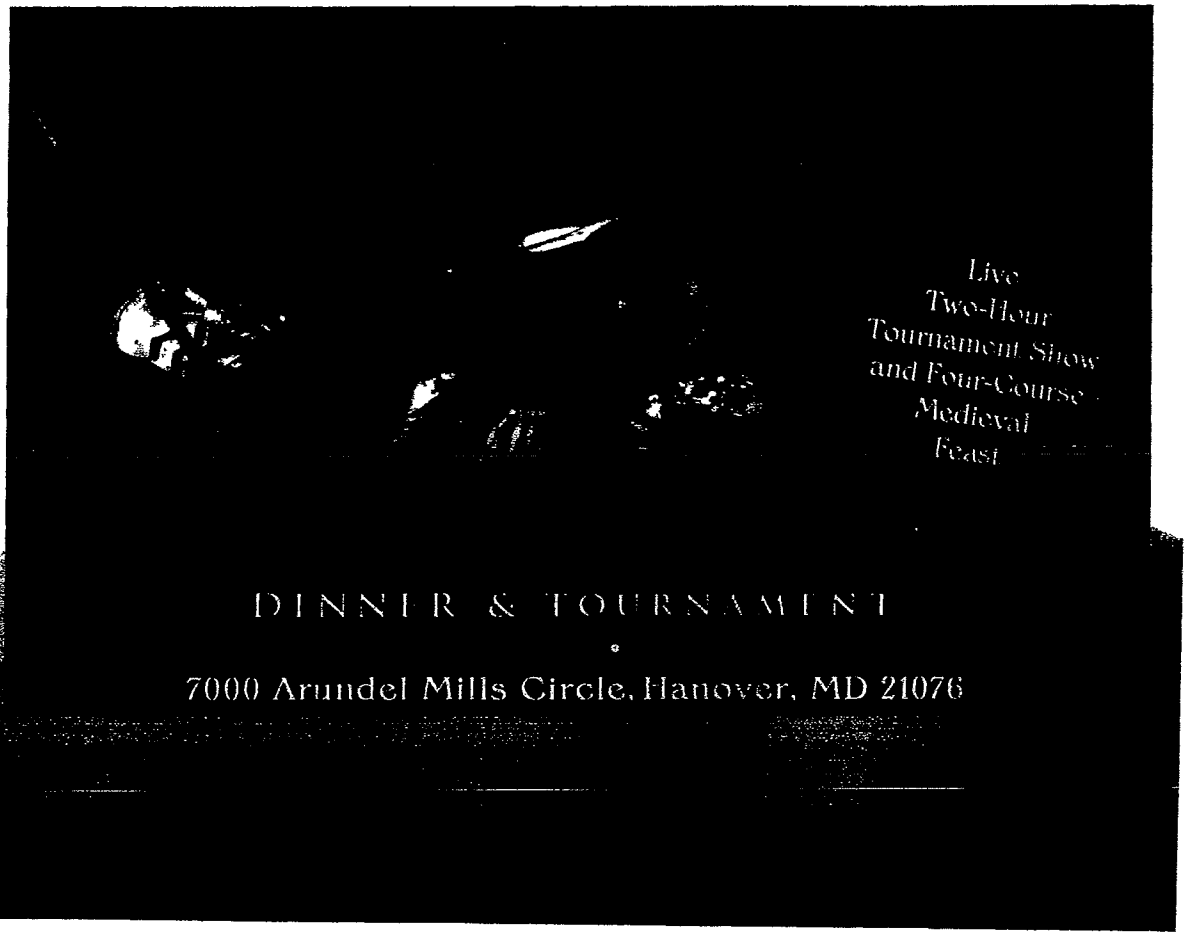

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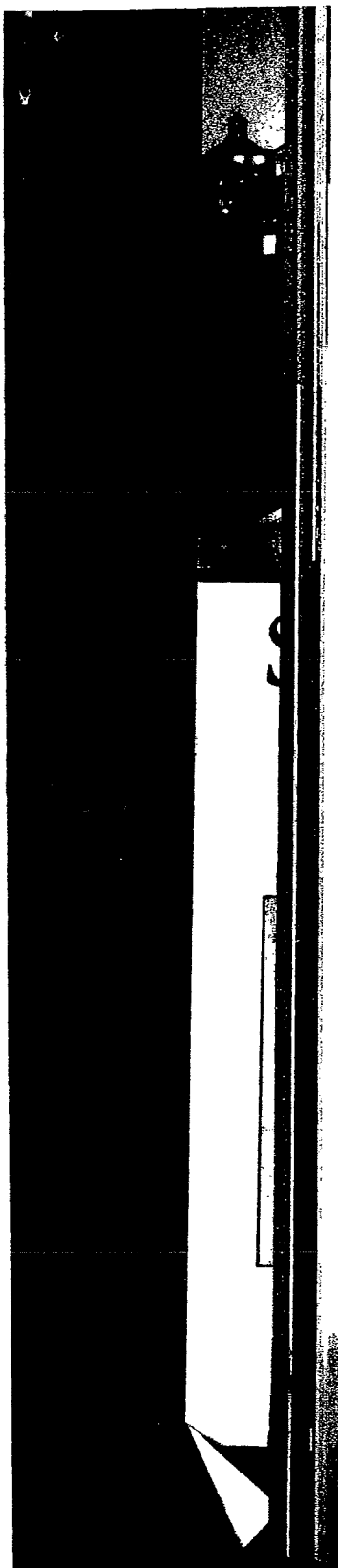

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susan@capitalcitycolonials.com

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This seasonal information center is open daily, 9 a 5 pm, from April 1 to early October. Stop by for t maps and general visitor information.

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www.visitannapolis.org

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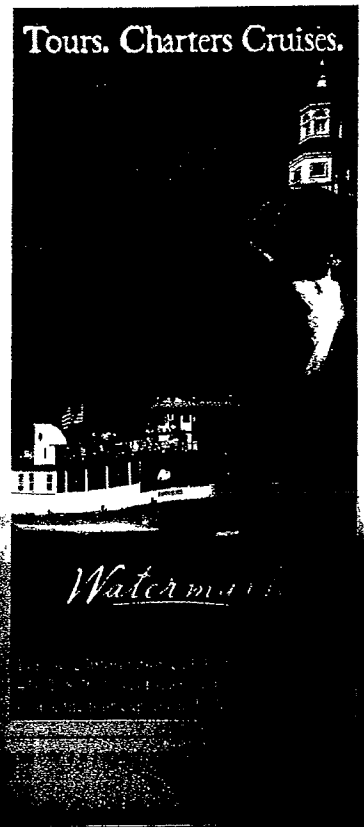
info@schoonerwoodwind.com



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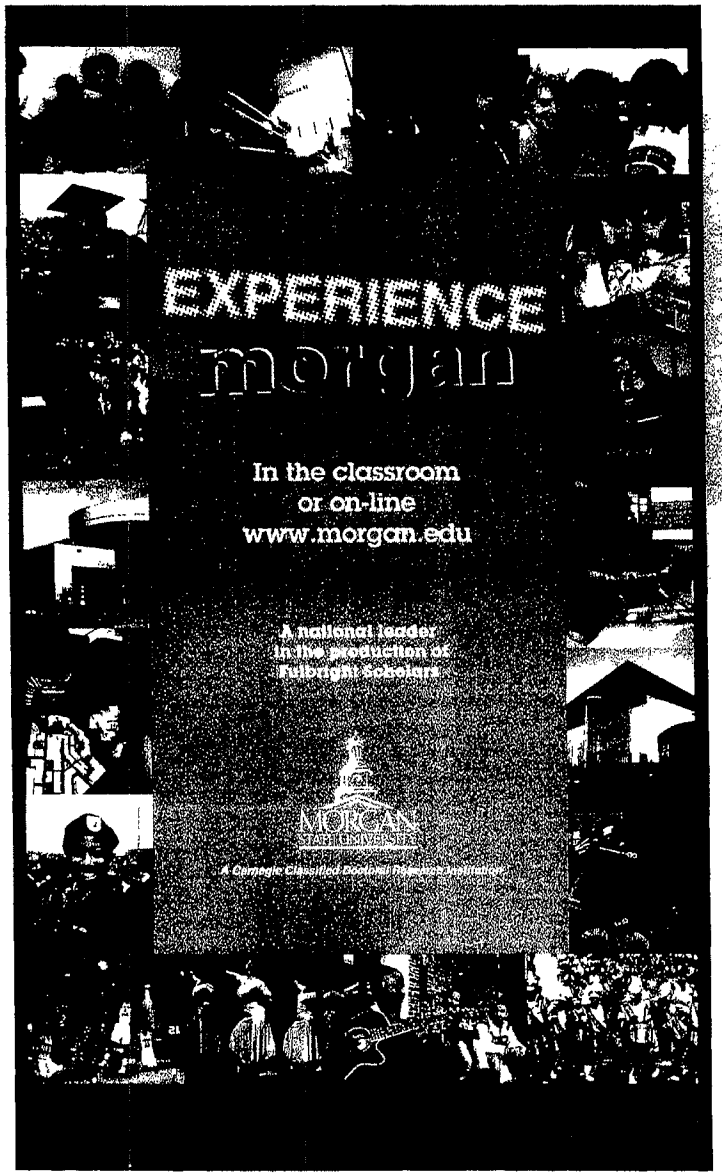
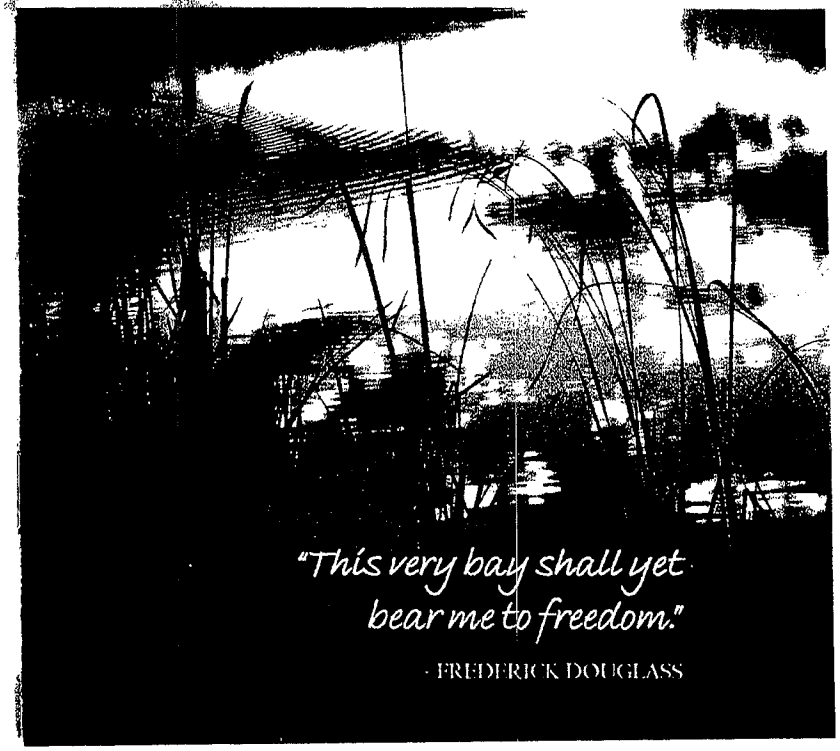


AFRICAN-AMERICAN *Heritage*

IN ANNAPOLIS & ANNE ARUNDEL COUNTY

– MARYLAND –

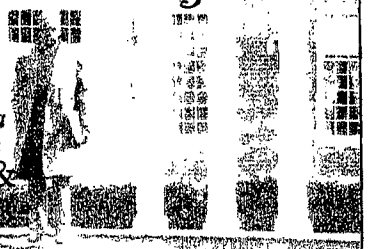


"This very bay shall yet bear me to freedom."

– FREDERICK DOUGLASS

Annapolis Tours® by Watermark

African-American Heritage Tours



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KEY TO AFRICAN-AMERICAN ATTRACTIONS

- Archaeology
- Boating
- Cemetery
- Church
- Driving Tour
- Food Services
- Historic Home
- Memorial/Plaques
- Museum
- On-Site Tour
- Park/Nature Trails
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"Twenty-five slaves on his farm... all lived in [illegible] the exception of several of the household help who ate and slept [illegible]"

—CAROLINE HAMMOND
fugitive slave, Anne Arundel County

Shaded portion of map represents **Four Rivers: The Heritage Area of Annapolis, London Town and South County.** Refer to FourRiversHeritage.org. For more general information on **Annapolis & Anne Arundel County**, plan to stop at the Visitors Center at 26 West St., Annapolis, Maryland, VisitAnnapolis.org, or call 410-280-0445.
Note: Some of these sites are not open to the general public. Please respect the privacy of private residents. Information on public access can be provided from those sites where a public number is listed. Please confirm times and locations via phone or website prior to visiting.

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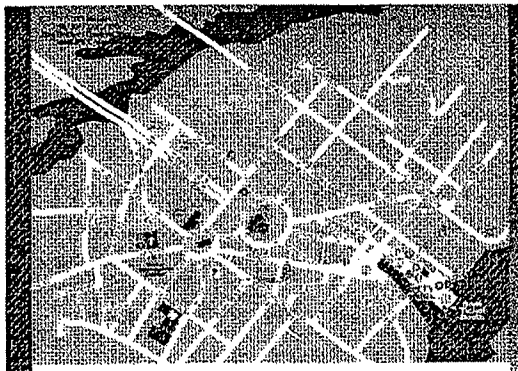

Directions to House 50: From Baltimore & Points North: Take Rt. 695S to Rt. 97S to Rt. 50E; From Points Northwest: Rt. 70E to Rt. 695S to Rt.97S to Rt. 50E; From Washington, D.C. and Points South: Rt. 495E/95N to Rt. 50E; from Points Southwest: Rt. 66E to Rt. 495S/95N to Rt. 50E.

Directions to City Dock From House 50: Take the Rowe Blvd. Exit (No.24) and bear right following the "Annapolis" sign. Stay on Rowe Blvd. through two lights and as it veers sharply to the right which will take you to a third light. At this light bear left onto Northwest Street which will take you to Church Circle. Follow Church Circle 1/4 around staying in one of the outer two lanes. Turn right onto Duke of Gloucester (one way) and move into left lane. Turn left onto Green Street. At end of Green St. turn right, following roundabout at bottom of Main St.; go 1/2 way around and get off leaving Market House to your left and the head of the canal to your right. Take the first right into City Dock parking lots.

Parking: Parking lots are indicated with "P" and garages with "G" on the map. Most lots have two hour maximum metered parking in effect from 10 am – 7:30 pm; all garages and Stadium offer all day parking. Free Shuttles from Navy-Marine Corps Memorial Stadium into City Dock are available Monday–Friday 6:30 am–8:00 pm and Saturday and Sunday 10:00 am–6:00 pm except major holidays and stadium events.

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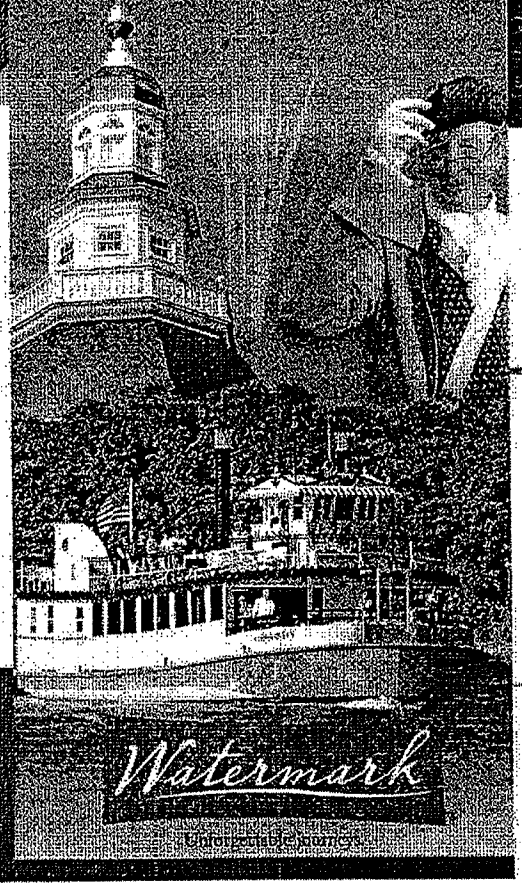
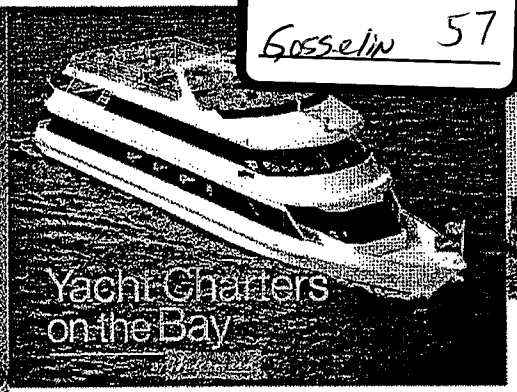
2011 ANNAPOLIS

Tours & Cruises



Watermark

Unforgettable journeys.



Yacht Charters on the Bay

Celebrate your next event with Watermark and create the ultimate Annapolis experience on the water, featuring a dynamic and beautiful setting with elegant service. Our full service event planners will help you create unforgettable memories, whether an intimate cruise for two or a festive event for 250. Yachts can depart from many ports, including Annapolis, Baltimore, and Maryland's Eastern Shore. Consider a Watermark charter for Corporate Outings, Team Building, Crab Feasts, Destination Charters, Holidays, Reunions.
Visit yachtcharters.watermark.com for more information.

"Everything was phenomenal...from the boat to the awesome sunset, amazing harvest moon...food was great, music was up... Captain was very kind to the patrons, clean and on time, friendly crew, a great time had by all." — Baltimore Ravens

Wedding on the Bay™ by Watermark

There is simply nothing that compares with a Watermark wedding. Large affair or intimate gathering, our experienced planners will help you fulfill your vision. We will make every detail of your special day a breeze, and your guests will be talking about it long afterwards.

For event and destination planning services, visit our web site at weddingsonthebay.com or call 410-268-7601 x100 to speak with an event planner.

Group Tours & Field Trips

Let us plan your Annapolis or Baltimore Itinerary. Day & Multi-Day packages available. Call today! 410-263-7601 x104. For school and youth groups visit destinationeducation.com. Tour Operators and Groups call for special pricing and visit annapolistours.com.

Any trip may be cancelled due to severe weather, mechanical breakdown or lack of participation.

Special Events

Blue Angels Demonstration Cruise**

MAY 24th Practice Day & MAY 25th Demonstration Day • 1:00 - 3:00 PM
Experience this exciting air show performed by elite Navy pilots over the Severn River. *$47.00/Adults, $30/Children 3-11, 2 & Under Free*

Rock n' River Cruises - Summer Concert Series

Visit www.harborqueen.com for upcoming dates and performers.
Step aboard Harbor Queen and cruise the Severn River as you listen to top artists. Full cash bar. Ticket price varies by performer.

Bay Lighthouses Cruise

JUNE 19, JULY 3, AUG. 7 & 21, SEPT. 4 & OCT. 22
11:15 AM - 2:15 PM
Cruise by Thomas Point, Sandy Point Shoal and Baltimore Harbor Lighthouses and under the twin spans of the Bay Bridges. Our costumed lighthouse keeper provides entertaining live narration. *$40/Adults, $20/Children 3-11, 2 & Under Free*

Independence Day Fireworks Cruise**

JULY 3 & 4 • 3 Hours • 7:30 - 10:30 PM
Enjoy the best seat in town for the spectacular Annapolis Harbor fireworks. Reservations required. DJ and snacks included.
JULY 3 DJ not included • $40/Adults, $20/Children 3-11, 2 & Under Free
JULY 4 • $45/Adults, $25/Children Under 12

Pirates, Rum & Reggae Cruise

OCT. 1 • 3 Hours • 8:00 - 11:00 PM
Listen to the smooth Caribbean music of Orlando Phillips while sipping a rum drink and enjoying the sights of the scenic Severn River. Cash Bar. Ticket price includes one free Rum Punch. *$40/Person*

Parade of Lights Dinner & Cruise**

DEC. 10 • 3 Hours • 5:00 - 8:00 pm
Enjoy a delicious three course meal at the Severn Inn followed by a cruise with front row seats for the Parade of Lights and a Champagne Toast.

Candlelight Stroll

DEC. 2, 3, 9, 16, 17 • 7:00 - 8:00 PM
Learn about the origin of holiday traditions. From the significance of evergreens, yule logs and Christmas trees to the story of Santa Claus, there is no better way to get into the holiday spirit than a glimpse into Christmas past. *$16/Adults, $10/Children 3-11, 2 & Under Free*

Annapolis Tours®

by Watermark

Are tour fees or carnival rides to scenic vistas, or lack of recreation, making trolley tours unappealing? Annie must find out! [illegible]

Four Centuries Walking Tour

Stroll through historic Annapolis, explore the interior of the Maryland State House and be inspired by the sights and sounds of the U.S. Naval Academy home to over 4,000 midshipmen. *$16/Adults; $10/Children 3-11*, 2 & Under Free • 2-1/4 hours • Photo ID required*

MAR. 26 – OCT. 30 Daily

JAN. 1 – MAR. 19 Saturdays
MAR. 26 – OCT. 2 Daily
OCT. 22 – DEC. 17 Saturdays

African American Heritage Tour

In Partnership with The Kunta Kinte – Alex Haley Foundation

Trace the rich and authentic journey of African Americans in Annapolis and explore their contributions both nationally and internationally. Key historical sites include the Kunta Kinte-Alex Haley Memorial and the Thurgood Marshall Memorial. *$16/Adults; $10/Children 3-11*, 2 & Under Free • 2 hours • Photo ID required*

FEB. 5, 12, 19, 26 JUNE 3 – SEPT. 3 • Saturdays

Haunted Ghost Tour

As the sun sets and darkness wraps the streets of historic and haunted Annapolis, a guide will share stories of drowned watermen, the poor souls hanged to make room in local jails, and other spirits that linger in the night. *90 minutes*

APR. 15 – AUG. 27 • Fridays & Saturdays
$16/Adults; $10/Children 3-11, 2 & Under Free

SPECIAL EVENT: SEPT. 2 – OCT. 29 Fridays & Saturdays and Oct. 30 & 31. Includes the interior of the William Paca House.
$20/Adults; $14/Children 3-11, 2 & Under Free

Civil War Tour

Some Annapolitans, like Alexander Randall, backed the northern cause, while others, like James Shaw Franklin, left to fight for the Confederacy—come learn about these and other historical figures on our Civil War Tour of Annapolis. *$16/Adults, $10/Children 3-11*, 2 & Under Free • 2 hours • Photo ID required*

APR. – NOV. • 2nd Saturday of each month

* Discount Child's coupons available on annapolistours.com

Cruises on the Bay®

by Watermark

All Annapolis Cruises Depart from City Dock. Beverage service and snacks available on all boats except Water Taxis. For additions & schedule changes call our information line, 410-268-7600, or visit our website calendar, www.watermarkjourney.com.

[illegible]

40-MINUTE NARRATED CRUISES

Annapolis Harbor + U.S. Naval Academy

Step aboard Harbor Queen for a narrated cruise of historic Annapolis Harbor and the banks of the U.S. Naval Academy. Enjoy getting on the water and catching a glimpse of the Bay Bridges. *$12.00/Adults, $5.00/Children 3-11, 2 & Under Free*

Reservations not necessary.

MAR. 26 – MAY 6
Weekdays 12:00 PM – 3:00 PM
Weekends & Holidays
11:00 AM – 6:00 PM

MAY 7 – SEPT. 5
Weekdays 11:00 AM – 4:00 PM
Weekends & Holidays
11:00 AM – 7:00 PM

SEPT. 6 – OCT. 2
Weekdays 12:00 PM – 4:00 PM
Weekends & Holidays
11:00 AM – 6:00 PM

OCT. 19 – NOV. 20
Visit cruisesontheBay.com or call 410.268.7600 for Fall schedule

Spa Creek Tour

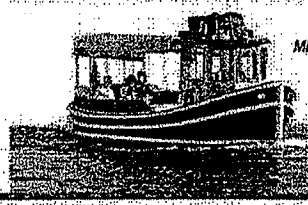
Cruise Annapolis Harbor, the headwaters of Spa Creek, the residential area of old Annapolis, and the banks of the U.S. Naval Academy. The cruise narration covers the area's history from the 17th century to the present. *$12.00/Adults, $5.00/Children 3-11, 2 & Under Free Reservations not necessary.*

APR. 16 – MAY 15
Weekdays 3:30 PM – 6:30 PM
Weekends & Holidays
1:30 PM – 6:30 PM

MAY 16 – SEPT. 5
Weekdays 3:30 PM – 8:30 PM
Weekends & Holidays
1:15 PM – 8:15 PM

SEPT. 6 – OCT. 2
Weekdays 3:30 PM – 6:30 PM
Weekends 1:15 PM – 7:15 PM

FOR FALL SCHEDULE
Visit cruisesontheBay.com or call 410.268.7600 for Fall schedule



Miss Anne

Ride the Water Taxi

VHF channel 68 / Phone: 410-263-0033

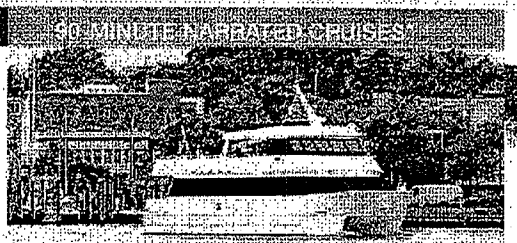
Spa Creek: Service throughout Annapolis Harbor (Spa Creek) operates continuously on demand. Contact taxi captain for pick-up. City Dock taxi stand is adjacent to Harbormaster's office in Ego Alley.

Back Creek: Departs City Dock for Back Creek on the hour as traffic demands. Departs Back Creek for City Dock approximately 20 past the hour, if called 15 minutes before the hour.

WATER TAXI SCHEDULE:
MID MAY TO LABOR DAY
Mon. – Thur. 9:30 AM – 11:00 PM
Fri. 9:30 AM – 1:00 AM
Sat. 9:00 AM – 1:00 AM
Sun. 9:00 AM – 11:00 PM

$2.00 – $6.00/person depending upon destination. Minimums apply to Back Creek and Upper Spa Creek. For April, early May, September & October hours, call taxi captain 410-263-0033.

90-MINUTE NARRATED CRUISES



Schedule subject to change. Please call 410.268.7600 for current information.

Scenic Severn River Cruise

A spectacular 6-mile cruise on the beautiful scenic Severn River and of historic Annapolis Harbor including the banks of the U.S. Naval Academy. *$20.00/Adults, $10.00/Children 3-11, 2 & Under Free Reservations not necessary.*

Departs at 12:30 PM
APR. 23 – JUNE 25 • Saturdays & Sundays & Holidays
JULY 1 – SEPT. 5 • Friday, Saturday, Sunday & Holidays
SEPT. 10 – OCT. 2 • Saturdays & Sundays

Chesapeake Bay Bridges Cruise

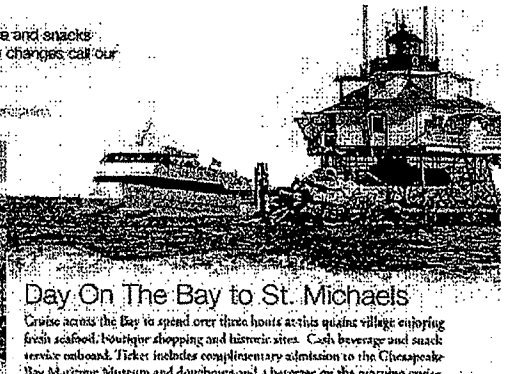
Cruise under the twin spans of the Bay Bridges, some of the longest over water structures in the world. *$20.00/Adults, $10.00/Children 3-11, 2 & Under Free Reservations not necessary.*

Departs at 2:30 PM
APR. 23 – JUNE 25 • Saturdays & Sundays & Holidays
JULY 1 – SEPT. 5 • Friday, Saturday, Sunday & Holidays
SEPT. 10 – OCT. 2 • Saturdays & Sundays

Thomas Point Lighthouse Cruise

The Thomas Point Light is the most recognized lighthouse in Maryland. View this National Historic Landmark as you cruise the Chesapeake Bay. *$20.00/Adults, $10.00/Children 3-11, 2 & Under Free Reservations not necessary.*

Departs at 4:30 PM
APR. 23 – JUNE 25 • Saturdays & Sundays & Holidays
JULY 1 – SEPT. 5 • Friday, Saturday, Sunday & Holidays
SEPT. 10 – OCT. 2 • Saturdays & Sundays



Day On The Bay to St. Michaels

Cruise across the Bay to spend over three hours at this quaint village enjoying fresh seafood, boutique shopping and historic sites. Cash beverage and snack service onboard. Ticket includes complimentary admission to the Chesapeake Bay Maritime Museum and doughnuts and a beverage on the morning cruise. **Reservations are recommended • Book tickets at dayonthebay.com**

Roundtrip 10:00 AM – 5:30 PM
MAY 14 – OCT. 1 • Saturdays • *$70/Adults, $30.00/Children Under 12*
JULY 18 & AUG. 15 Mondays • *$60/Adults, $30.00/Children Under 12*

Pirates of the Chesapeake

Begin your one-hour adventure with the commandeering of a Chesapeake Bay tour boat for a cruise along the Severn River. During this interactive cruise the audience becomes part of our pirate crew. *$16.00/Adult; $13.00/Children 3-11; 2 & Under Free • 1 hour*
Visit piratesoftbechesapeake.com for additional information and booking.

Departs at 10:45 AM
MAY 21 – SEPT. 5 • Saturdays, Sundays & Holidays

Baltimore Inner Harbor Cruise

Step aboard *Annapolitan II* for a 45-minute cruise introducing Baltimore and the renaissance of the Inner Harbor. See Federal Hill, the city skyline, Fells Point, the USS Constellation and catch a glimpse of Ft. McHenry. Join us today—welcome aboard! **$15/Adults; $8/Children 11 & Under • 45 minutes.**
Visit baltimoreharborcruises.com. *Reservations not necessary.*

Departs from the Domino Sugar Factory
APR. 23 – OCT. 23 Weekdays • 11:00 AM – 4:00 PM
Weekends & Holidays • 11:00 AM – 7:00 PM (Extended Fall)

THE WORKS CRUISE • JULY 4 • 12:00 PM – 12:30 PM
Join us for fun in the sun on the Inner Harbor fireworks.
$45/Adults; $25/Children 11 & Under.
— Inquire for additional cruises, other Dates & Times —

REG527

NT Name Tag, Inc.
175 West 2700 South #101 Salt Lake City UT 84115 • Phone 801-931-5000, 800-272-5729 • Fax 801-931-5100, 800-272-5730
Email: nametag@nametag.com

PROOF

PROOF DATE: 02/05/10

Surface Printed Vinyl Badge

3-29-11 EXHIBIT DSH
Gosselin 58

Product #: SPV330	Logo Imprint Color(S): PMS199
Quantity: 100	Customer: Watermark
Badge Size: 1.625x2.75	Customer #: 116148
Recessed Slot Size: None	Order #: 150106
Fastener: See list	CS Rep: Jackie
Background Color: White	Designer: BB

☐ Approved

☐ Please Make Revisions as noted above and re-send proof.

By_____ Date_____

Trade Secret/ Commercially Sensitive

REG462

Exhibit O

CONFIDENTIAL – PROVIDED UNDER SEAL

ORIGINAL

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

ALCATRAZ MEDIA, INC.,	*	Cancellation No.
	*	92050879
Petitioner,	*	
	*	Mark:
vs.	*	ANNAPOLIS TOURS
	*	
CHESAPEAKE MARINE TOURS, INC.,	*	Registration No.
D/B/A WATERMARK CRUISES,	*	3048114
	*	
Respondent.	*	
	*	

116 Defense Highway, Suite 300

Annapolis, Maryland

Tuesday, February 2, 2010

Deposition of:

DEBBIE GOSSELIN,

the Witness, called for examination by counsel for the Petitioner, pursuant to notice and agreement as to time and place, at the law offices of Hartman and Egeli, LLP, 116 Defense Highway, Suite 300, Annapolis, Maryland, before Dan Hawkins, a Notary Public, where were present on behalf of the respective parties:

APPEARANCES:

On Behalf of the Petitioner:

JONATHAN D. GOINS, ESQUIRE
Thorpe & Tyde, LLC
931 Monroe Drive, N.E.
Suite A-102-153
Atlanta, Georgia 30308
(404) 539-9101

On Behalf of the Respondent:

H. JAY SPIEGEL, ESQUIRE
P.O. Box 11
Mt. Vernon, Virginia 22121-0011
(703) 619-0110

I N D E X

WITNESS:	EXAMINATION BY:	PAGE:
Debbie Gosselin	Mr. Goins - Direct	3

P R O C E E D I N G S

(10:00 a.m.)

Whereupon,

DEBBIE GOSSELIN

was called as a witness and, after having been first duly sworn, testified as follows:

DIRECT EXAMINATION

BY MR. GOINS:

Q Hi. Can you please state your name for the record?

A Debbie Gosselin.

Q Ms. Gosselin, can you give us your current title?

A President.

Q Can you tell us what company you re the president of?

A Chesapeake Marine Tours, Incorporated.

Q And how long have you been president of Chesapeake Marine Tours, Incorporated?

A More than 10 years.

Q Okay. Was there a position for Chesapeake that you were in prior to being president?

A Yes.

Q And what position was that?

A I was a director. I was an officer. I

should say I was an officer.

Q Okay. And what were you an officer of?

A The corporation.

Q The corporation, okay. And what -- did it have an official title or name other than officer?

A I don t remember. It was probably treasurer, but honestly I don t remember at this point.

Q Okay, that s fine. How long have you been with Chesapeake Marine Tours?

A Since 1982.

Q 1982, okay. And is Chesapeake Marine Tours the only name of the company that you work for?

A That is the corporate name.

Q Okay.

A There are -- we have trade names.

Q Okay. Is one of the -- let me rephrase. Is Chesapeake Marine Tours doing business as another company?

A Yes.

Q And what company is that?

A Annapolis Tours.

Q Okay.

A And Watermark.

Q Okay. How long has Chesapeake been doing business as Watermark?

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A I m going to estimate. I think it s been since the year 2000 or 2001.
Q And is it Watermark or Watermark Cruises?
A We use Watermark. That is our mark, and Watermark is the mark, and then we use -- sometimes use Tours, sometimes use Cruises, sometimes use Charters, Unforgettable Journeys, but Watermark is the name.
Q Okay, great. And how long has Chesapeake Marine Tours been doing business as Annapolis?
A Annapolis Tours?
Q Annapolis Tours.
A Since we purchased that in November of 2004.
Q Okay, and I ll go into detail slightly more about the purchasing in just a second. But before I do that, I wanted to make sure we get a few preliminary matters out of the way. Have you had your deposition taken before?
A Yes.
Q Okay, so you re familiar with the process of what takes place?
A I know that I get asked questions that I need to answer truthfully.
Q Okay, great. And as far as questions go, I will do my best to try to complete my question first and then allow you to answer in a full capacity as, you

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know, with as much time as you need and vice versa. I ll also try to ascertain questions that -- and we ll both have to get in the habit of doing this, because we may end up doing this sometimes, where we try to say yes or no as opposed to nodding our heads or saying uh-huh. All right.
Do you understand why you re here today?
A Yes.
Q And why is that?
A My understanding is that I m here because our use of our mark is being challenged.
Q Okay, and do you know who the -- and when you say mark, can you be more specific?
A Annapolis Tours.
Q All right, and when you say our, can you be more specific?
A The corporation.
Q All right, Chesapeake Marine Tours. Would you prefer that we use Chesapeake or Watermark in the deposition today?
A Could use the term corporation.
Q The corporation, okay. All right, I ll use that.
MR. SPIEGEL: Mr. Goins, I wonder, can we talk about some of the things we spoke about before you

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went on the record to get the --
MR. GOINS: Yes.
MR. SPIEGEL: I don t want to interrupt your deposition but --
MR. GOINS: No, no, that s quite all right.
MR. SPIEGEL: -- would this be a good time for that?
MR. GOINS: It actually would, and that s exactly where I was going.
I would like to show you what I ve just marked as Deposition Exhibit 1 which is the Petitioner s Revised Notice of Rule 30(B)(6), Deposition of Respondent. And in this deposition notice, there are a list of topics which we d like to go over today and, first off, to get to Jay s point, I do want to acknowledge that because we have actually just received some documents within the last 24 hours that are -- that look to be responsive to advertising expenditures and sales regarding the mark Annapolis Tours, we are going to forego the advertising expenditures part of topic 12 which is listed on page 7, particularly the advertising expenditures portion. And then --
MR. SPIEGEL: Okay. By the way, these faxes, Mr. Goins, just came in. Our search is ongoing, and we

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discovered that there was a box we didn t know about, and we found -- these are some pages that you may want to use as exhibits or use as you choose. So I wonder if I could show --
MR. GOINS: Sure.
MR. SPIEGEL: -- Ms. Gosselin, since she hasn t seen them before. These are documents that are from the time period prior to Chesapeake s acquisition of the Annapolis Tours mark from Three Centuries Tours, and these are something we thought you d be interested in. We asked someone if they would find something like to fax them on. If you do want to use them during the deposition, that s fine.
I have another thing I want to mention. That is several of the documents that we ve produced, including some of the ones that we ve produced very recently, are marked with the confidential designation which is attorneys eyes only. And so insofar as you examine the witness concerning those documents, we re going to want to have those portions of the deposition maintained confidential, attorneys eyes only. So obviously it s your privilege what you want to ask, but insofar as that happens, I gather you ll agree to that.
MR. GOINS: I will without a doubt agree to that as --

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MR. SPIEGEL: Yeah.
MR. GOINS: -- both parties are stipulated to the governing board s standardized protective agreement.
MR. SPIEGEL: Exactly. Now the other thing that I want to mention before we go on is that we are continuing our search. We know that discovery closes on Friday, and we will certainly concede that this has been a difficult process obtaining documents, because the mark, at least our position is, was used on a common law basis prior to Chesapeake s acquisition, and so the predecessor in interest had no idea that there was any need to save anything to prove any use or to prove any date. And so it s been difficult to obtain whatever documentation we ve been able to obtain, and we re getting better and better at it, and we re hopeful that we will come up with some additional documentation between now and the close of discovery. We re working on that today in fact, and so anything that we find, as soon as we find it, we will forward it to you, and if you feel that there is any reason why you want to ask additional questions of this witness based upon anything that we produce after this deposition or even during, we re happy to cooperate with you, for example, to do a deposition by telephone

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or to have the witness respond to written questions or whatever you would feel would be most effective for you.
MR. GOINS: I don t have any problem with that. Obviously we ll have to look at what additional documents that they regard to the extent we have any questions and to the extent that they cover subject matter of topics that are in the deposition notice. We can certainly follow either in continuing the deposition over the phone or in correspondence with you.
MR. SPIEGEL: Right.
MR. GOINS: And the same goes for the advertising expenditures in topic no. 12 as well as the total volume of sales in the U.S. that were derived under the services under the Annapolis Tours mark with respect to topic no. 9.
MR. SPIEGEL: And those are some of the documents we recently produced that you notice from I think like --
MR. GOINS: Correct.
MR. SPIEGEL: -- 1997 or 2002, 2003, those type of years.
MR. GOINS: I did notice that there were some dates mentioned for those documents that I received

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less than 24 hours ago.
MR. SPIEGEL: Yes. Thanks to Federal Express and their Saturday delivery efficiency.
MR. GOINS: Exactly.
MR. SPIEGEL: That s all I have to say at this time.
MR. GOINS: Okay, perfect. Thank you. No, I do appreciate what you had to say.
With respect to objections, I assume that the deposition is covered under both the Federal Rules of Civil Procedure and, more particularly, the Trademark Rules of Practice, 37 C.F.R., Section 2.120, as well as the Trademark Trial and Appeal Board Manual of Procedure, TBMP, Chapter 408.
MR. SPIEGEL: That s correct.
MR. GOINS: Great. More likely than not, Jay may make an objection to a question throughout the deposition. Unless that objection is relating to privilege, you may continue to answer the question.
MR. SPIEGEL: Or form.
MR. GOINS: Or form, correct, you may continue to answer the question and -- well, form is something that can be discussed as well as other particular grounds of objections that can be discussed in more detail as far as the substance of it before the

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Board. But unless it s privileged or form -- form, I may or may not correct my question, or I may -- for example, if he says compound, I may ask you to go ahead and answer the question if you understand, and then I may correct myself thereafter.
MR. SPIEGEL: And what all that means is if he asks you a question that has three parts to it in which there are three separate answers, I might ask Mr. Goins to split that question up into its separate parts as individual questions, so there is no question what you re answering. In other words, there -- if he asks a compound question that has two or three different answers that are needed, we want to make sure we know which one you re answering, and so that s why I might make that objection, and then most likely he ll rephrase it to separate it up into its constituent parts, and then you ll answer each one individually.
MR. GOINS: That s correct.
BY MR. GOINS:
Q I d like to turn your attention to page 5 of the deposition notice which is marked as Exhibit 1.
A Page 5?
Q Correct.
MR. SPIEGEL: Page 5, yeah.
MR. GOINS: And I just want to confirm very

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briefly that the list of topics that you have either personal knowledge or some level of awareness regarding the subject matter of these topics. And I m not going to state each one in full. I m just going to try to paraphrase so that we can speed through this process. I just want to make sure that you re capable and fully aware of being able to discuss the subject matter of these topics.

MR. SPIEGEL: We can state for the record, to save you time --

MR. GOINS: Sure.

MR. SPIEGEL: -- that Ms. Gosselin is here to testify as to every topic that s in the list.

MR. GOINS: Great. Okay, say that one more time. I think I may have cut you off.

MR. SPIEGEL: That Ms. Gosselin is here to testify concerning every deposition topic that is set forth in the notice of deposition today.

MR. GOINS: Perfect.

WITNESS: This is the same notice that we received before, correct?

MR. SPIEGEL: Yes.

BY MR. GOINS:

Q Correct, it is. It s a copy of the same one you received before.

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So as President of Chesapeake Marine Tours or the corporation, can you tell me what your job responsibilities are?

A Well, I m the CEO, and we re a small company, so my responsibilities are just to make sure everything happens the way it s supposed to happen.

Q How many employees are a part of the corporation?

A It varies. Full time, somewhere between 14 and 17 or 18, full time, year-round, and then seasonal, because we are a seasonal business, it s roughly 150 seasonal employees now, now that we have Annapolis Tours as part of it, also.

Q And where are you physically located?

A Physically our offices are in -- they re all in the city of Annapolis, Maryland.

Q How many offices do you have in Annapolis?

A We have four, I guess you d say four different locations. Two are on the same property but just two different buildings on the same property.

Q All right. And can you --

A And then two --

Q Go ahead, I m sorry.

A That s okay.

Q No, please finish.

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A And then there are two other outlying offices.

Q And can you provide the addresses of those offices?

A Yes. Our sales office -- our sales and accounting office and our maintenance shop are both at Annapolis Landing Marina at 980 Awald Road and -- in Annapolis, Maryland. Our vessel operations office is at City Dock. It s actually a floating barge in a slip at the end of the dock. And then our Annapolis Tours office is at 92 Maryland Avenue. That s our guide operations office.

Q And where is the principal place of business of the corporation?

A It would be the sales and accounting office which is at 980 Awald. But we do not use that as a mailing address.

Q All right, and the mailing address is the P.O. Box 3350, Annapolis, Maryland 21403?

A Yes.

Q Okay.

A Mail doesn t get to us at any of the physical locations very well.

Q Okay. Does the corporation have any offices outside of Annapolis?

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A Not at this time, no.

Q Okay. Can you describe for me the type of business that the corporation does?

A The corporation as a whole, we provide guided tours, we provide public cruises, and we provide a number of different kinds of guide -- tour guide services and private events.

Q So you could likely categorize your services in three subparts, guided tours, public cruises, and private events?

A Yes.

Q With respect to the guided tours, how many guided tours do you think you offer a year, roughly?

A That s a good question.

Q Would it be less than 25?

A Oh, no. No, hundreds.

Q Hundreds, and where -- so hundreds of guided tours annually. So that s at least as early as how long since --

A I would say at least as early -- I don t want to provide facts. I am more familiar with the revenue so my -- anything that I said about the number of guided tours would be a guess related to revenue.

Q Sure.

A So I really -- hundreds. I d say

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consistently hundreds, but how many hundreds I really don t want to hazard a guess.
Q When did the corporation first begin offering guided tours?
A Our corporation?
Q Correct.
A Well --
Q Chesapeake Marine Tours.
A Chesapeake Marine Tours.
Q Doing business as Watermark Cruises.
A Right. We tried doing a few land tours of our own back in the 90s, but it was sort of an experiment in development, and then we really got into it obviously when we purchased Annapolis Tours.
Q When you say the 90s, are you referring to maybe the early 90s or the mid 90s or --
A I would say the early 90s.
Q Okay, and were you offering guided tours in the early 90s in Annapolis?
A We did them in conjunction with our boat. We had an environmental -- it was an environmental program is what it was that we offered, and it was part on the boat and part on land, and so it was right there. It had to be close to the boat.
Q Sure, and is that physically located in

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Annapolis?
A Um-hum.
Q Okay. Is it also in the area of Chesapeake Bay or the harbor? When you say the boat that was near, I would assume that s near some water?
A Yes, Back Creek specifically.
Q Back Creek, okay. Is Back Creek physically located in Annapolis?
A It is.
Q Okay, so it runs through Annapolis? Or how would you describe --
A There are a couple of different tributaries that are -- it s not the main harbor. It s --
Q Okay.
A I mean, I think the reason they call it Back Creek is because it s like back there. It s not in the harbor, but it is within the city limits of Annapolis.
Q Okay, great. Can you describe for me your typical customer?
A We have visitors, guests. We have -- is this for just the products under the mark Annapolis Tours?
Q The guided tours for the mark Annapolis Tours, correct.
A For the -- okay. Visitors, many different kinds of visitors from all over and teachers and

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educational administrators, because we do a number of student groups. I would say our customer is the teacher and school administrator.
Q If you had to break down a percentage of visitors as far as where they re coming from, what percentage would you attribute to those who are in Annapolis already?
A You mean who are residents of Annapolis?
Q Correct.
A Less than 5 percent.
Q So most people are coming to Annapolis from outside the city to take a tour, a guided tour, to use your words, of Annapolis?
A Yes.
Q And what type of guided tours in Annapolis does the corporation offer?
A We offer tours of historic Annapolis and the Naval Academy. That s the primary product. We also offer some other more specialized guided tours and what we call meet and greets where we will pick people up at the port or the airport and bring them into the area.
Q Are there any particular landmarks in Annapolis that you all offer guided tours for?
A The two that are most common are the State House and the Naval Academy.

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Q Okay. February 17, 2010, I d like to --
MR. SPIEGEL: Mr. Goins, I have asked them to make some copies of what I just showed you --
MR. GOINS: Okay, but --
MR. SPIEGEL: -- so in case you want to use those as exhibits. Thank you very much.
UNIDENTIFIED FEMALE: You re welcome.
MR. SPIEGEL: I just wanted to do that in case there was something you wanted to use so we have that.
MR. GOINS: Sure. No, that s fine. Thank you.
BY MR. GOINS:
Q So just to recap, the corporation offers guided tours, public cruises and private events?
A Um-hum.
Q With respect to the public cruises, can you describe where those public cruises are offered?
A Most of them -- the public cruises you said?
Q Correct.
A Most of them are operated from Annapolis City Dock. There are a few that are offered from other locations, and we do now have a boat in Baltimore in the summer.
Q And what about the private events?

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A Private events could be anywhere. Most of them are generated in Annapolis, but we can pick people up at their own dock if we -- as long as the dock is suitable. And we even do events that aren t boat-related sometimes.
Q What would you say is the primary motivation for customers who are purchasing your services for guided tours?
A Under the mark Annapolis Tours?
Q Correct.
A Learning. Entertainment and learning.
Q Entertainment and learning with regard to the city of Annapolis?
A History of Annapolis and its community and the area.
Q And what else besides the history or the -- I m sorry, go ahead.
A I m not sure what you re asking.
Q I m sorry. Repeat --
A I was going to ask I m not sure what you mean by what else.
Q You said that customers come to purchase your services for guided tours in Annapolis for the history and --
A I said for learning.

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Q For learning and for entertainment, for -- when you say history, learning and entertainment, can you explain what those three mean? Let me rephrase. When you say learning, what do you mean by learning?
A They learn information. They hear information that they didn t know before.
Q And information with regard to what exactly?
A Well, it could be with regard to history. It could be with regard to what they re seeing around them. It could be with regard to other special topics that they re interested in.
Q Are these all --
A Their costumes and --
Q Sure. And is this history, this entertainment all aspects relating to the city of Annapolis?
A And the surrounds.
Q Okay.
A I mean it s hard for me to say that it s all -- I mean they ask many, many different questions. But our primary focus is Annapolis as the capital of the area, you know, the -- so when you re talking about the region that Annapolis is the center of, we -- there are many topics that end up being part of the conversation. Does that make sense?

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Q I see. That makes perfect sense actually. Do you categorize your guided tours in Annapolis? And by categorize, I mean are there different types of guided tours?
A Yes.
Q Can you describe what those different types of guided tours are?
A Well, I ll start by saying that if people have a specific focus, we try to provide information, you know, for them. But our standard ones are the Annapolis and the Naval Academy and Ghosts of Annapolis, ghost tours. We re starting to develop one focused on the Civil War, and what else do we have? Candlelight Stroll, African-American which we do in conjunction with a local not-for-profit. Those are the main ones I can think of.
Q Any other type of guided tours in Annapolis that you all offer?
A Well, we do -- our guide services, we can provide people to be -- to participate at special events, at celebrations. So we ll read proclamations. You know, we participate at weddings and things like that.
Q Okay, great. I would like to show you what s been marked as Deposition Exhibit 2, because I m trying

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to make sure I get a further reference and understand how you re using --
MR. GOINS: We have --
MR. SPIEGEL: Okay, so we ll share. Okay, you didn t bring another copy?
MR. GOINS: And just as a housekeeping matter, I ve informed the court reporter to make sure that after he takes the deposition exhibits from today s deposition that you and I both will get copies of every single exhibit that she s shown.
MR. SPIEGEL: Okay.
MR. GOINS: In addition to the fact that anything we ve shown will also be produced as a part of our February 3rd supplementation to documents that are responsive to your second set of discovery requests.
MR. SPIEGEL: Okay. While we re doing a housekeeping matter, I want to ask the court reporter, are you hearing us okay?
COURT REPORTER: Oh, sure.
MR. SPIEGEL: Do you have any spellings like Awald? I m guessing you re wondering how that s spelled.
Is that A-w-a-l-d?
WITNESS: Um-hum.
MR. SPIEGEL: In terms of the street, I don t

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know if you knew that. Is there anything else you needed at this point? Do you know how to spell Debbie Gosselin?

COURT REPORTER: I saw it on the --

MR. SPIEGEL: So you ve got the correct spelling of that.

COURT REPORTER: Yeah.

MR. SPIEGEL: Okay, good. Thank you.

MR. GOINS: Very good. Thank you.

MR. SPIEGEL: Wow, Tiger Woods right on the front. What kind of tours are we talking about there?

MR. GOINS: That s what I m trying to ascertain.

MR. SPIEGEL: Exactly. That s not part of Annapolis Tours. That s the Tiger tours.

MR. GOINS: Right.

BY MR. GOINS:

Q Debbie, what I ve done is I ve made a printout from an Internet Website of certain dictionary references or resources, and what I d like to show you is the first page of that which is an Internet printout of Cambridge Dictionary Online in which they provide a definition for tour, and I d like to just read with you the very first one that is on the page. It says tour, a visit to a place or area, [especially] one during

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which you look around the place or area and learn about it. Would you say that that is a fair characterization of the type of services that you all offer under the Annapolis Tours mark? And if not, then please feel free to say so and --

A I -- well, it s a definition. I guess so.

Q Okay. Do you all offer walking tours?

A We do.

Q Do you offer sight-seeing tours?

A I don t know what the definition of that is, so --

Q Sure. Do customers come to you and want to sight-see Annapolis?

A I really don t know what the definition of sight-see is.

Q Okay, that s fine. Going down the page a little to the word tourist, a person who travels and visits places for pleasure and interest, is it fair to say that your customers, you know, purchase your services for traveling and visiting places in Annapolis for pleasure and interest?

A We don t use the term tourist. We use the term guest because they re coming for many reasons.

Q Okay. So do some of your guests --

A I guess there s a definition. I don t know.

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Q Sure. Do some of your guests come to purchase your services for leisure or --

A Certainly some of them do.

Q All right, and then the last definition on this page is tourism, the business of providing services such as transportation, places to stay or entertainment for tourists. And you ve indicated earlier that, you know, one of the reasons that people come to offer your services is for entertainment. Is that correct?

A That is a reason that they come.

Q Okay. Would it be fair to say that the corporation is in the business of providing tourism services?

A We say that we provide history, culture and fun.

Q Okay, and is the history, culture and fun in the context of tours in Annapolis?

A Yes.

Q Okay. I d like to turn your attention to the next page which is a definition of tour at Dictionary.com. And I just want to scroll down to tour definition no. 10. And it says to guide someone on a tour. Would it be fair to say that the corporation guides their customers on tours or that you provide

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guided tours?

A I am not sure what the connection is between the definition and your question. We do provide guided tours.

Q Okay, great. I d like to turn your attention to -- if you keep flipping over until you see the word Annapolis, what you re flipping now is just other definitions from other --

A Of a word.

Q Sure. Other definitions of tour.

A Of a word, yeah.

Q Correct. At the top it says, Annapolis, and this is from Webster s Online Dictionary, and in definition no. 1 of Annapolis it says "State capital of Maryland, site of the United States Naval Academy." Would you agree that your corporation offers tours in the state capital of Maryland?

A Yes.

Q And is one of those landmark sites the United States Naval Academy?

A Yes.

Q Can you turn to the next page, please? This is a definition of Annapolis from dictionary reference, Dictionary.com. And towards the top it says "Annapolis, a seaport in and the capital of Maryland,

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in the central part, on Chesapeake Bay." I m not from Maryland, so I d like for you to help me out here and tell me when they say seaport. Do you know what they mean by that?
A Seaport means a place that has been or is a port that s on the water.
Q Okay, and I believe you mentioned earlier that one of your offices is either on or near -- I guess it s near one of the seaports in Annapolis?
A Yes. That s our operations office.
Q Does that seaport or -- have a particular name?
A Annapolis Harbor.
Q Okay.
A I don t know if that s a real -- if that s any kind of defined term. That s what we call it, but I don t know if that s official.
Q Okay, that s fine. And then it goes on to say in the central part on Chesapeake Bay. Are you all providing guided tours under Annapolis mark near or around the Chesapeake Bay?
A Yes.
Q Are these what some people call sea tours or segue tours?
A No, we don t do segue tours.

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Q No, okay. Offering I guess guided tours, are they -- can you describe how you re offering the tour under Annapolis mark with respect to the Chesapeake Bay? Are they in boats? Are they in a cruise?
A No.
Q Okay, no for both?
A No.
Q Are they walking near Chesapeake Bay?
A Well, Chesapeake Bay, the tributaries that make up the Chesapeake Bay go throughout the state. As a matter of fact, the watershed goes up to New York.
Q Sure.
A So it s hard to not be in the area of the Chesapeake Bay if you re in the whole state of Maryland. I m not sure -- I don t understand the question.
Q I guess I m trying to ascertain whether or not your guided tours include sightseeing or visiting certain parts that are near the Chesapeake Bay?
A Yes.
Q Okay. And so is it a matter of you re walking to let s say the Naval Academy -- excuse me, the U.S. Naval Academy or they re walking to another historic part of the building, and to the left is the Chesapeake Bay, and you say see here is the Chesapeake

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Bay? I m just trying to understand -- make sure I understand the relationship there.
A It s unlikely that they would say here is the Chesapeake Bay. At some points they may be able to see part of the bay, but it is not usually the topic of conversation.
Q Okay. That answers my question.
MR. SPIEGEL: I m curious, Mr. Goins. Was this exhibit produced in your document production?
MR. GOINS: Not yet but it will be actually. This is --
MR. SPIEGEL: But it wasn t produced before this deposition then?
MR. GOINS: These particular printouts, not yet, no.
MR. SPIEGEL: I was just --
MR. GOINS: But we definitely plan to produce it as a part of discovery. They re certainly responsive to some of the interrogatory document requests, and you know, we ll ensure that you definitely have a copy now as well as a copy on February 3rd when our document production is due.
MR. SPIEGEL: Let me just ask one quick question. I don t want to interrupt your deposition.
MR. GOINS: No, sure, go ahead.

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MR. SPIEGEL: I apologize. When you use an exhibit that has been produced, will it be produced with the Bates numbers that were the basis for the production?
MR. GOINS: These in particular, given that we re --
MR. SPIEGEL: I understand these have not been produced yet.
MR. GOINS: Right.
MR. SPIEGEL: But I m saying that insofar as there are others that you may be asking in terms of exhibits that are documents that were already produced, will you -- will the exhibits for this deposition be with the Bates numbers that correspond to what was produced already?
MR. GOINS: I will make sure that let s say, for instance, this Exhibit No. 2, that this gets Bates numbered because I --
MR. SPIEGEL: No, I understand that this one has not been Bates numbered yet.
MR. GOINS: I m sorry. Sure.
MR. SPIEGEL: I m saying but ones that have already been produced, you ve given us 2,000 pages of documents.
MR. GOINS: Right. Correct.

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MR. SPIEGEL: And I presume that some of those documents are going to be among those that are being used as exhibits at this deposition --
MR. GOINS: Correct.
MR. SPIEGEL: -- and if they are, do those have the Bates numbers on them that correspond to what was produced?
MR. GOINS: Yes.
MR. SPIEGEL: Okay.
MR. GOINS: They do.
MR. SPIEGEL: That s what I wanted to do.
MR. GOINS: Sure. That s a great question. I apologize for taking so long to answer it.
MR. SPIEGEL: No, that s okay.
BY MR. GOINS:
Q I want to turn your attention to -- if you could turn the page, one, two, where it -- at the top where it says Wikipedia. Go back one. Go back one. Right there. This is an Internet printout of search results for Annapolis from Wikipedia, and I just wanted to make sure that I understood one of the things that s in this definition. Towards the end, it says, you know, Annapolis, Maryland, "Annapolis is the capital of the U.S. state of Maryland, as well as the county seat of Anne Arundel County." Is Anne Arundel County the --

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I guess the county that is surrounding the city of Annapolis?
A Correct.
Q Does the corporation offer a guided tour under the Annapolis mark outside of Annapolis or I guess surrounding Annapolis where I guess Anne Arundel -- in Anne Arundel County?
A We may from time to time in our tour leave the city boundary and come back again, but it is part of the Annapolis focus.
Q I see.
A We are not 100 percent restricted to the city boundaries, but we still focus on the Annapolis area.
Q So the --
A So the boundaries are small.
Q I see. So the majority of the tours are pretty much confined to the parameters of the city of Annapolis, although they may sparse out to the county of Anne Arundel from time to time?
A Anne Arundel, yes, and potentially, you know, other places too from time to time but --
Q All right, I d like to turn your attention to about three pages over. It s another Wikipedia definition. One more page, please. Thank you. It s another Wikipedia Internet printout of Annapolis, but

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this time it s Annapolis, Maryland, and it s providing contents of Annapolis including history, facilities and attractions and so forth. I just want to confirm earlier that you mentioned that Annapolis is -- or excuse me, the corporation is currently preparing for a guided tour about the Civil War?
A Um-hum, in the Annapolis as it relates to things that happened in the Annapolis area.
Q Okay, and then as far as facilities and attractions that are listed on the page, you mentioned earlier that Annapolis -- excuse me, that the corporation provides guided tours under the Annapolis Tours mark to the State House?
A Um-hum.
Q As well as -- I m sorry, can you --
A Yes.
Q Okay, thank you. As well as the United States Naval Academy?
A Yes.
Q Are there any particular theaters that are part of the guided tour?
A No.
Q All right. I believe you mentioned that there were some museums that -- or historical sites that might be a part of the guided tours. Is that

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correct?
A Can you say the question again?
Q Sure. I believe you mentioned earlier that there are some museums that are a part of the guided tours?
A The -- I guess you would call them museums. There are some historic homes that are considered museums that are included as part of the history.
Q Okay. Would one of those museums include the Banneker-Douglass Museum in Annapolis?
A Very rarely. Occasionally. We are going to actually end our American Heritage Tour at the Banneker-Douglass Museum this month at their request, but it won t be -- well, we re going to end there.
Q Sure. What about the Hammond-Harwood House?
A Yes.
Q Okay, and the Kunta Kinte-Alex Haley Memorial?
A Yes.
Q All three of these museums are, I take it, in the -- within the city of Annapolis?
A Would you characterize the memorial as a museum?
Q Oh, I m sorry. Let me rephrase. The Banneker-Douglass Museum, that is located in Annapolis?

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A Yes.
Q And the Hammond-Harwood House?
A Yes.
Q It s in Annapolis?
A Yes.
Q And the Kunta Kinte-Alex Haley Memorial?
A It s in Annapolis.
Q It s in Annapolis, okay.
A Kind of trip over it if you don t watch where you re going.
Q All right.
MR. SPIEGEL: What page are you on now --
WITNESS: It s in the middle of a sidewalk.
MR. SPIEGEL: -- Mr. Goins?
MR. GOINS: Sure, it s page 5 of 12, I m sorry.
MR. SPIEGEL: Okay, yeah, you re ahead of us.
MR. GOINS: I apologize.
MR. SPIEGEL: Okay.
BY MR. GOINS:
Q If you look at page 5 of 12, you ll see at the top it references the United States Naval Academy and then under the topic -- excuse me, under the categorical heading museums, historic sites and monuments, it s referencing to those three.

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A Yes.
Q Okay, great.
MR. SPIEGEL: Mr. Court Reporter, are you going to take these exhibits when we re done with those, and you re going to hang on to them?
COURT REPORTER: He asked me to so --
MR. SPIEGEL: Okay.
MR. GOINS: Yes, that way they all stay with him, and then you both will get copies.
MR. SPIEGEL: Okay, and Exhibit 1 is the notice?
MR. GOINS: Correct.
MR. SPIEGEL: Okay.
MR. GOINS: Yeah, Exhibit 1 is the notice.
MR. SPIEGEL: And Exhibit 2 is this compilation?
MR. GOINS: Correct.
MR. SPIEGEL: Okay.
BY MR. GOINS:
Q All right, so we ve covered deposition topics no. 1 regarding the type of business of Annapolis Tours or the corporation. Topic no. 13 relating to the customer base, we talked about where your customers come from and the visitors and what type of tours you all offer as well as the geographical channels, and

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we ve gone over some of the sites and places that your guided tours are offered in Annapolis.
With respect to topic no. 15 relating to market research, and I ll refer back to Deposition Exhibit No. 1.
A May I interrupt for a second?
Q Yes, you may.
A You just said that we covered geographical channels.
Q Yes.
A You re referring to the location of the actual product under the mark, not where our customers come from. Is that correct?
Q That would be correct. Where your customers come from would be a part of the topic no. 13, customer base.
A Okay.
Q Geographical channels would include where you re offering the tours.
A Okay. I just wanted to make sure I understood.
Q No, and actually -- and we can -- that s a great point, and I d like to make sure you have ample time to respond to that. So with respect to topic no. 14 relating to geographical channels for which your

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corporation is offering tours under the Annapolis Tours mark, how would you describe the geography?
A Of -- I m sorry. Of --
Q I m sorry.
A -- of our -- of where the people come from?
Q No, the geography of where you re offering the guided tours.
A Where we actually offer them, the Annapolis area.
Q Okay, and that would include some of the sites that were referenced in the dictionary definitions as well?
A Yes.
Q Okay. Was there any place or --
A The ones that we talked about that --
Q Correct.
A Yeah.
Q Are there any other particular historic sites or places or landmarks that we haven t talked about yet that are a part of the guided tours in Annapolis?
A Well, for the general one, you know, the standard one that we offer the public, St. John s College, the Paca House.
Q I m sorry, say it again.
A Paca House, P-a-c-a, and there are a number

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of other buildings that are -- that I couldn t tell you the names of that are part of the history of Annapolis and the area. Our guides receive 3 months of intensive training every year. They re extremely well versed on many different topics, and the topic that they talk about really depends upon where the guests interests takes them. So I hesitate to answer concretely, because we do try to customize and to provide services that our customers want.

Q You actually just took me to my next point about the topic no. 15 relating to marketing research. You said that -- just now that your guided tours are trained --

A Our guides, um-hum.

Q Could you elaborate on what they re trained on or about?

A They re trained about the history in Annapolis, Maryland history. They are trained on specifics of it could be anything from coins, medicine. They re trained in information important for guides who take people around such as, you know, traffic issues and service, customer service. Lots of different aspects of the area and what is taking place here, archaeology, lots of different things.

Q Are -- is the corporation compiling a list of

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documents for the guided tours to review as they prepare for --

A We generally provide speakers who are experts in their particular or very knowledgeable in their particular area, and they come in and talk. It s sort of like a college class.

Q How often are the trainings taking place?

A Well, they start in -- they also have certification at the Naval Academy which is required. They start in January and go through about middle of March, and we have roughly I d say 15 sessions all together each year, maybe 10, 10 to 15.

Q And when you say certification for the Naval Academy, you re referring to I guess the fact that the guided tours need to have a particular --

A For us to be able to take people into the academy grounds, you must be certified by the academy.

Q I see. Are there any other historic sites or landmarks within Annapolis where you have to have a particular certification?

A No.

Q You said that the corporation typically offers anywhere between I think 10 and 15 trainings. Is that done on an annual basis or --

A Yes.

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Q Okay, and are those the same type of trainings year after year?

A Some of it is similar, the basics, because we have new guides coming in every year, and they need to know the basics about Annapolis and Maryland history. But then we try to add -- sort of like you got Biology 101, but then you ve got lots of different things that are more in depth on a particular topic, and we ll change those around from year to year.

Q How are you deciding how to change the trainings?

A What s available, what we hear anecdotally from our customers they re interested in, what the guides want to learn more about, many different ways.

Q So some of it -- some of your trainings are customer driven?

A Certainly.

Q Other trainings are based on I guess particular popular landmarks or sites?

A It could be a combination of both.

Q Okay. Are there any type of tourism journals or periodicals or publications that the corporation is reviewing in preparing these trainings?

A I m not aware of any tourism journals. I don t know what that is.

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Q Sure. Are the speakers that are coming in to provide some of the trainings, you said that they re experts. Are they -- can you describe what they re experts in?

A Well, for example, we have one gentleman who is a historian and used to work for the Archives of Maryland, and every year he comes in and gives a basic talk on the history of Maryland. So that s an example. And we ve had authors come in and talk about works that they ve recently published, and then we have a retired physician who has done his own research on colonial medicine or medicine going back to colonial period, and he provides a lecture. We have a couple of guides who have very good knowledge of Annapolis specifically, and they come in and give a lecture. So we ve had Chris Haley come in and talk about his father Alex Haley and the genetic work that they have done. So it just really varies. It s really interesting.

Q It sounds very interesting actually. I d like to show you what I ve marked as Deposition Exhibit 3 relating to your verification to the Respondent s responses to Petitioner s first set of interrogatories.

A The DVD --

Q Does that verification page look familiar to

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you?
A Yes.
Q Is that your signature at the bottom?
A It is.
Q And I guess in preparation of either this deposition or -- strike that. Let me rephrase. Did you have a full and fair opportunity to review the corporation s responses to Petitioner s first set of interrogatories?
A I read them.
Q Great. I d like to direct your attention to page 6, and in response to interrogatory no. 1 relating to the selection and adoption of the Annapolis Tours mark, there is a statement here that says "Registrant s mark was first used by Paula Fishback of Three Centuries Corporation." Is that a correct statement?
A Yes.
Q And who is Paula Fishback?
A She is -- was the shareholder and president of Three Centuries Corporation. She started the company in 1975 and sold the assets of the corporation to me in 2004.
Q How long have you known Ms. Fishback?
A I ve known her for over 20 years.
Q Who approached -- well, strike that. I ll

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get to that in a second. Three Centuries Corporation, can you tell me where that corporation is headquartered?
A It doesn t exist any longer.
Q Okay. Is -- was the corporation in its entirety acquired by your corporation?
A The assets were acquired.
Q The assets?
A Yes.
Q Okay, and those assets would include the Annapolis Tours mark?
A Yes.
Q What other assets were acquired?
A Some costumes, office supplies, Goodwill customer list.
Q And what was the interest in acquiring -- excuse me, let me rephrase. What was Chesapeake Marine Tours , otherwise known as Watermark Cruises interest, main interest in acquiring Three Centuries Corporation?
A To acquire a business to help us be more profitable.
Q Profitable with respect to guided tours?
A It was an expansion of our business.
Q Would that expansion include guided tours?
A Yes.

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Q Is Three Centuries Corporation known or were they known by another corporate name?
A They were known by a trade name.
Q And what was that trade name?
A Annapolis Tours.
Q Were they also known as Three Centuries Tours of Annapolis?
A They -- I think they had used that, yes. I believe so. I don t have a document in front of me to show me that but --
Q Okay. I will show you a few documents referring to that in just a second. I d like to go to the next sentence where it says she, Paula Fishback of Three Centuries Corporation, selected the mark for reasons including that its commencement with the letter A located the business near the beginning of the alphabet and was aligned with their products. Do you understand what that sentence means?
A I think so.
Q Can you describe for me what that means?
A Annapolis Tours, the mark Annapolis Tours begins with the letter A, so if you see it in a list, it tends to be at the top, and the mark Annapolis Tours is aligned with the products that were sold.
Q Okay. Would reasons for including adoption

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of the mark also include the fact that you re offering guided tours in Annapolis?
A I don t understand the question.
Q The statement says she --
A I don t understand the distinction.
Q Sure. The statement says "She selected the mark for reasons including that its commencement with the letter A located the business near the beginning of the alphabet," and then it says "and was aligned with their products." By aligned with their products, is she referring to guided -- conducting of guided tours in Annapolis?
A I don t know.
Q Do you know whether it s inclusive of what the registration of Annapolis Tours covers which is conducting guided tours --
A I don t know what she was thinking at the time is what I mean.
Q Okay.
A I mean the company does do guided tours, but I don t know if that was one of the -- if that was a specific -- I just don t know.
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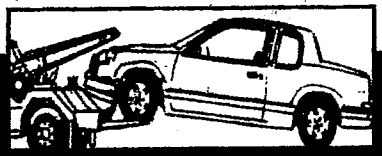
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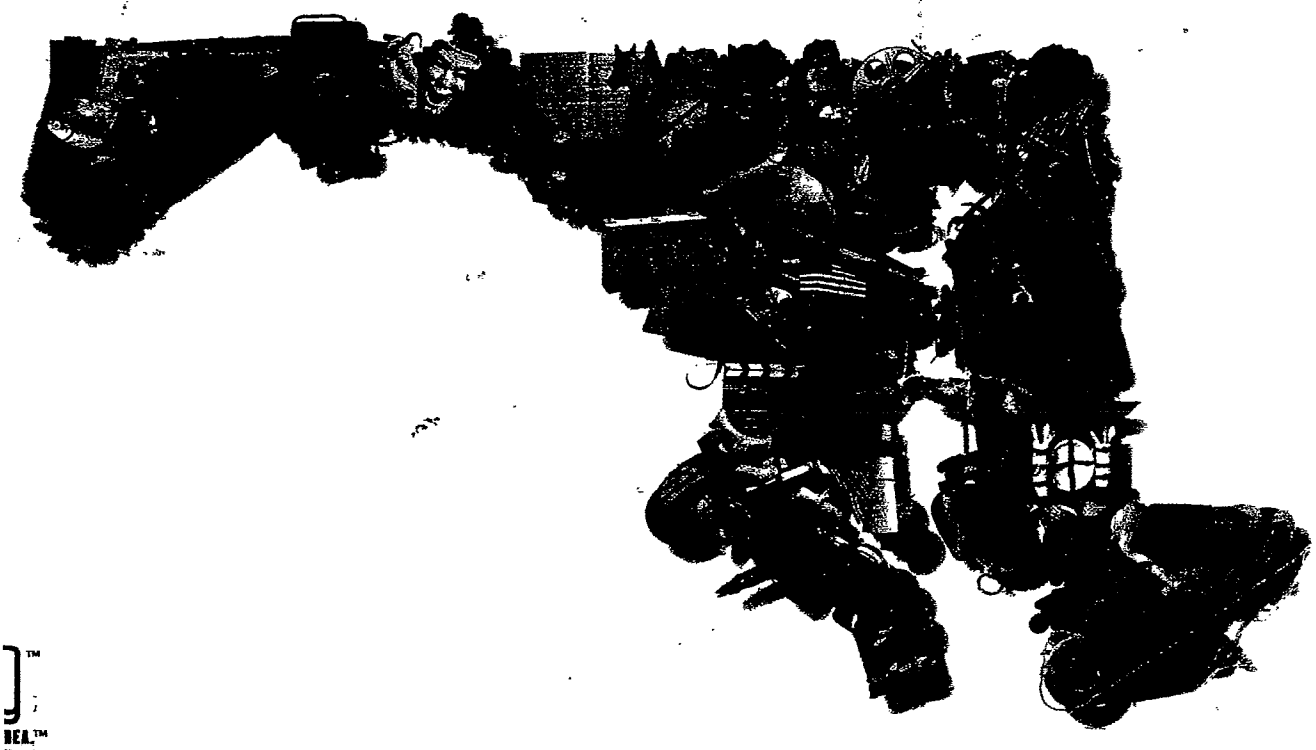

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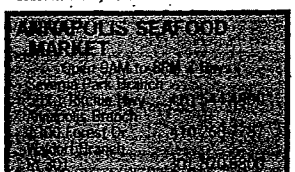

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Church 27 Murray Av
Annapolis --------------- 410 263-7857
napolis Sewer Service 365 Md Rt 3 N
Millersville --------------- 410 647-5229
napolis Shirt Co 159 Main St
AnnapolisTN Baltimore Area Tel --410 974-9600
napolis Signs & Graphics Inc
1 Gibralter St Annapolis ------ 410 263-5513
INAPOLIS SIGNWORKS
00-A Commerce Rd
Annapolis --------- **410 266-9779**
napolis Snoring Association
003 Medical Pkwy Annapolis --- 410 224-3500
napolis Snoring Clinic 600 Ridgely Av
Annapolis --------------- 410 573-9191
napolis Spa Works Llc 145 Lake Dr
Annapolis --------------- 410 280-9894

Annapolis Specialty Houses Inc—
155 Duke Of Gloucester
Annapolis --------------- 410 267-6448
Shady Side
-- Washington Area Tel No--301 261-5388
Annapolis Specialty Houses Inc--
Shady Side --------------- 410 263-4773
Annapolis Star Refreshments
1318 Mayo Rd Edgewater ------ 410 798-5528
Annapolis Storage Co 1990 Moreland Pkwy
Annapolis --------------- 410 263-9000
Annapolis Storybook Children
Arnold --------------- 410 974-1751
Annapolis Striders Inc 1622 Eton Way
Crofton MD --------------- 410 721-3197
Annapolis Styling Group
918 Chesapeake Ave Annapolis -- 410 268-1666
Annapolis Styling Group
918 Chesapeake Av Annapolis --- 410 268-1666
Annapolis Summer Garden Theater
Compromise & Main Sts
Annapolis --------------- 410 268-0809
Annapolis Swim Club
Pasadena --------------- 410 360-6805
Annapolis Symphony Orchestra—
Admin 801 Chase St Annapolis -- 410 269-1132
Ticket Office 801 Chase St
Annapolis --------------- 410 263-0907
Annapolis Tailoring Shop
37 Old Solomons Island Rd
Annapolis --------------- 410 266-7207
Annapolis Terrace Motel 101 Ferguson Rd
Annapolis --------------- 410 757-3030
Annapolis Therapy Annapolis - 410 703-8523
Annapolis Times The 2513 N Charles St
Baltimore -- Annapolis Tel No--410 636-1815
ANNAPOLIS TIRE & AUTO CENTER GOODYEAR
1210 Forest Dr
Annapolis --------- **410 263-2317**
Annapolis Tire & Auto Center
Goodyear 1210 Forest Dr
Annapolis --------------- 410 263-9546
Annapolis Transmissions Inc
1981 Moreland Pkwy Annapolis -- 301 858-5075
Annapolis Transmissions Inc
1981 Moreland Pkwy Annapolis -- 410 295-9095
Annapolis Transnet Travel Services
1011 Bay Ridge Av Annapolis MD - 410 263-7711
Annapolis Trash Disposal
Annapolis --------------- 410 224-2066
Annapolis Treasure Co 161 Main St
Annapolis --------------- 410 263-7074
Annapolis TV Service 2129 Forest Dr
Annapolis --------------- 410 266-6555
Annapolis Uniform
45 Old Solomons Island Rd
Annapolis --------------- 410 266-6518
Annapolis United Rentals & Sales
10 Gibralter Av Annapolis
----- Baltimore Area Tel No--410 269-6053
Annapolis United Rentals & Sales
1919 Lincoln Dr Annapolis MD
---- Washington Area Tel No--301 261-2545
Annapolis Upholstering Company
1311 West St Annapolis ------- 410 280-6169
Annapolis Used Cars Inc
313 Buschs Frontage Rd
Annapolis --------------- 410 757-4400
Annapolis Vacuum & Sewing Machine
Repairs 715 Miller Rd
Annapolis --------------- 410 267-8225
Annapolis Veterinary Homeopathy
85 W Central Av Edgewater ---- 410 956-2932
Annapolis Video Productions Inc
Annapolis --------------- 410 544-6969
Annapolis Vision Center 130 Holiday Ct
Annapolis --------------- 410 266-0099
Annapolis Vision Center 130 Holiday Ct
Annapolis
---- Washington Area Tel No--301 261-8338
Annapolis Volvo-Subaru
333 Buschs Frontage Rd
Annapolis --------------- 301 858-7766
Annapolis Volvo-Subaru
333 Buschs Frontage Rd
Annapolis --------------- 410 349-8800
Annapolis Volvo-Subaru
333 Buschs Frontage Rd
Annapolis --------------- 410 974-4800
Annapolis Walk 104 Brightwater Dr
Annapolis
--- Washington Metro Tel No--301 261-1822
Annapolis Walk HOA 628 Annapolis Walk Dr
Annapolis --------------- 410 990-1150
Annapolis Whalertowne 319-C Sixth St
Annapolis --------------- 410 267-9731
Annapolis Window & Door Repair
Edgewater --------------- 410 956-2162
Annapolis Wine & Spirits 1307 Forest Dr
Annapolis --------------- 410 263-7117
Annapolis Yacht Accessories
222 Severn Av Annapolis MD --- 410 267-9686

ANNAPOLIS YACHT BASIN COMPANY 2 Compromise St
Annapolis --------- **410 263-3544**
----- Baltimore Area Tel No--410 269-5996
Annapolis Yacht Brokers
Annapolis --------------- 410 757-7602
Annapolis Yacht Charters
7074 Bembe Beach Rd Annapolis - 410 267-5976
Annapolis Yacht Club ofc 2 Compromise St
Annapolis --------------- 410 263-9279
Annapolis Yacht Club ofc
Ft of Duke of Gloucester St Annapolis
---- Washington Area Tel No--301 858-6424
Annapolis Yacht Company 6 Dock St
Annapolis --------------- 410 268-7171
Annapolis Yacht Company 6 Dock St
Annapolis --------------- 410 268-7171
Annapolis Yacht Management
941 Bay Ridge Rd Annapolis ---- 410 263-8848
Annapolis Yacht Sales 7416 Edgewood Rd
Annapolis --------------- 410 267-8181
Annapolis Yellow Cab—
Annapolis --------------- 410 268-2626
--------------- 410 268-1212
Annapolis Yoga Annapolis ---- 410 268-3838
Annapolis Youth LaCrosse Association
235 Nottingham Annapolis ----- 410 849-2000
Annapolis Youth Services Bureau
92 W Washington St Annapolis -- 410 269-8060
Annapolis Zelko's Glass
1981 Moreland Pkwy Annapolis -- 410 263-4545
Annapolis Zelko's Security Systems
Annapolis --------------- 410 263-4457
Annapolitan Assisted Living
84 N Old Mill Bottom Rd
Annapolis --------------- 410 349-3080
Annapolitan Club The ofc 81 Franklin St
Annapolis --------------- 410 267-8917
Annapolitan The 84 Old Mill Bottom Rd
Annapolis --------------- 410 757-7000
Annapolitan The 84 Old Mill Bottom Rd
Annapolis --------------- 410 757-7000
Annaptown Import Service 621 Mayo Rd
Edgewater --------------- 410 956-0849
Anne Arudnel Oncology Center
2001 Medical Pkwy Annapolis --- 410 224-5800
Anne Arundel Accounting & Taxes Inc
401 Grist Mill Crsg Severna Park - 410 987-8605
Anne Arundel Alarmers Assn
115 Glenmnt Av ------------ 410 766-4221
Anne Arundel Aluminum
& Construcion Co
621 Timothy Dr ------------ 410 859-0780
Anne Arundel Arborscape Tree
Experts Inc Pasadena ------ 410 544-1004
Anne Arundel Auto Recycling
6604 Fort Smallwood Rd
Baltimore --------------- 410 789-3030
Anne Arundel Bar Association
--------------- 410 280-6950
Anne Arundel Builders Inc
Annapolis --------------- 410 841-6908
Anne Arundel Child Care Resource
& Referral 80 West St
Annapolis --------------- 410 269-4465
Anne Arundel Co Dept Of Social
Services Westgate Bldg ---- 301 261-1756
Anne Arundel Co Youth Football
Association 114 Pinecrest Dr
Annapolis --------------- 410 263-6898
Anne Arundel Commercial
& Industrial Association
Annapolis --------------- 410 268-0120
Anne Arundel Community College—
Administrative Offices—
Fort Meade Ctr ----------- 410 672-3554
Fort Meade-Extension Services
--------------- 410 672-2117
Anne Arundel Community College
www.aacc.cc.md.usa
101 College Pkwy Arnold ------ 410 647-7100
Anne Arundel Conflict Resolution
Center 2666 Riva Rd Annapolis - 410 266-9033
ANNE ARUNDEL COUNTY —See
BLUE PAGES
Anne Arundel County-Andover
Equestrian Center
433 Andover Rd ------------ 410 222-6242
Anne Arundel County Association For
Retarded Citizens
49 Old Solomons Island Rd
----- Baltimore Area Tel No--410 269-1883
Anne Arundel County Association Of
Realtors 555 Benfield Rd
Severna Park ------------ 410 544-4554
Anne Arundel County Board Of
Education 2644 Riva Rd
Annapolis --------------- 410 867-0854
Anne Arundel County CASA 94 Franklin St
Annapolis --------------- 410 267-7877
Anne Arundel County Chapter Of The
Autism Society Of America
--------------- 410 923-8800

Anne Arundel County Domestic
Violence Coordinating Council
7500 Ritchie Hwy Glen Burnie --- 410 590-2225
Anne Arundel County EOC
1014 President St Eastport ----- 410 626-1131
Anne Arundel County Fair
Crownsville --------------- 410 923-3400
Anne Arundel County Family Child
Care Association
Arnold MD --------------- 410 384-1684
Anne Arundel County Farmers Co-Op
Assn La 155 8 th Av N
Glen Burnie --------------- 410 766-8400
Anne Arundel County Firefighters
7477 Baltimore Annapolis Blvd
Glen Burnie --------------- 410 590-2970
Anne Arundel County Historical
Society Severna Park ------- 410 544-3370
Anne Arundel County Historical
Society Benson-Hammond Hse -410 768-9518
Anne Arundel County Historical
Society 7 S Crain Hwy
Glen Burnie --------------- 410 760-9679
ANNE ARUNDEL COUNTY LAWYER REFERRAL SERVICE
Annapolis --------- **410 280-6961**
Anne Arundel County Library
5 Harry S Truman Pkwy ------- 410 266-5756
Anne Arundel County Literacy Council
7310 Ritchie Hwy Glen Burnie --- 410 553-0809
ANNE ARUNDEL COUNTY MEDICAL SOCIETY
714 Baltimore Annapolis Blvd
Severna Park -------- **410 544-0312**
Anne Arundel County Office
Annapolis --------------- 301 970-8250
Anne Arundel County Police Dept
Sergeants Association --- 410 987-2080
Anne Arundel County School Bus
Drivers Training Center
800 Stevenson Rd Severn ------ 410 969-5849
Anne Arundel County Schools-
Logistics Modem 9034 Fort Smallwood Rd
Pasadena --------------- 410 439-2118
ANNE ARUNDEL COUNTY SEPTIC TANK CLEANERS
8795 Veterans Hwy
Millersville -------- **410 544-1786**
Anne Arundel County Servpro
Gambrills --------------- 410 647-8181
Anne Arundel County Sun The—
8028 Ritchie Hwy Pasadena
Classified Advertising -------- 410 539-7700
Anne Arundel County Visitation
Center 101 N Crain Hwy
Glen Burnie --------------- 410 863-7370
Anne Arundel County Volunteer
Recruitment-Fire Dept 205 Rt 3 N
Millersville --------------- 410 923-5646
Anne Arundel Crisis Response System
7493 Baltimore Annapolis Blvd
Glen Burnie --------------- 410 768-1440
Anne Arundel Cty Assoc of Rltrs Inc
555 Benfield Rd Severna Pk MD -- 301 261-2850
Anne Arundel Dental Laboratory
7573 Ritchie Hwy Glen Burnie --- 410 761-9852
Anne Arundel Dept Of Schools
Facilities Pasadena -------- 410 647-9020
Anne Arundel Dermatology Pa
600 Ridgely Av Annapolis ------ 410 224-7795
Anne Arundel Dermatology PA
101 Ridgley Av Annapolis ------ 410 263-5439
8028 Ritchie Hwy Pasadena ---- 410 766-0111
Anne Arundel Diagnostics Inc—
Central Scheduling—
Toll Free-Dial "1" & Then ----- 888 909-9729
Annapolis—
600 Ridgely Av ----------- 410 224-2644
--Washington Area Tel No--301 970-8019
--- Baltimore Area Tel No--410 841-5624
Medical Park—
2003 Medical Pkwy -------- 443 481-5875
2002 Medical Pkwy -------- 443 481-5330
Breast Center ----------- 443 481-5301
Bowie-Crofton—
4175 N Hanson Ct Bowie ----- 410 741-0503
--Washington Area Tel No--301 464-0798
--Washington Area Tel No--301 809-6116
Kent Island—
2108 Red Apple Plz Chester --- 410 643-7936
Anne Arundel Diagnostics Inc
2114 Generals Hwy ---------- 410 571-0107
Anne Arundel Digestive Disease
Center 8028 Ritchie Hwy
Pasadena --------------- 410 766-1012
Anne Arundel Direct Markting
Services LLC 4326 Mountain Rd
Pasadena --------------- 410 360-7066
Anne Arundel Ear Nose & Throat
600 Ridgely Av Annapolis MD --- 410 573-9191
Anne Arundel Economic Development
Corp 2660 Riva Rd --------- 410 222-7410

Anne Arundel Emergency Dental
Service 7573 Ritchie Hwy
Glen Burnie --------------- 410 761-2494
ANNE ARUNDEL EYE ASSOCIATES 2448 Holly Av
Annapolis --------- **410 573-9055**
Anne Arundel Financial Planning
7310 Ritchie Hwy Glen Burnie --- 410 766-0900
ANNE ARUNDEL FIRE PROTECTION INC
15855 Commerce Ct
Upper Marlboro ----- **301 249-8840**
Anne Arundel Fish & Gamestate
Conservation Assoc
1730 Saint Margarets Rd
Annapolis --------------- 410 757-6800
Anne Arundel Food Bank
1400 Generals Hwy Crownsville -- 410 923-4255
Anne Arundel Free School 1298 Lavall Dr
Gambrills --------------- 410 721-4449
Anne Arundel Gastroen terology
Associates 3060 Mitchelville Rd
Bowie --------------- 301 855-5212
Anne Arundel Gastroenterology
171 Defense Hwy Annapolis ---- 410 841-2624
Anne Arundel Gastroenterology
474 Ritchie Hwy Severna Park --- 410 647-5980

ANNE ARUNDEL GASTROEN-TEROLOGY ASSOCIATES—
171 Defense Hwy
Annapolis ... 410 224-2116
650 Ritchie Hwy Severna Park -- 410 224-2116
3060 Mitchelville Rd Bowie ... 301 855-5212

Anne Arundel Gridiron
1015 Wellham Av ----------- 410 761-4715
Anne Arundel Health Care Service Inc
51 Franklin St Annapolis ------- 410 216-6686
Anne Arundel Health System—
Ask-A-Nurse Advantage ------- 410 573-5498
Anne Arundel Home Health 25 Shaw St
Annapolis MD ------------- 410 216-6420
Anne Arundel Home Health & Hospice
Service --------------- 410 216-6420
Anne Arundel Home Health & Hospice
Service 25 Shaw St Annapolis - 410 216-6400
Anne Arundel Home Improvements
1271 Pine Hill Dr Annapolis ----- 410 757-8043
Anne Arundel Insurance Agency
7002 Aviation Blvd Glen Burnie -- 410 787-1927
Anne Arundel Insurance Agency
7002 Aviation Rd ------------ 410 969-6000
Anne Arundel Insurance Agency Inc
7002 Aviation Blvd Glen Burnie -- 410 787-1927
Anne Arundel Insurance Agency Inc
7002 Aviation Rd ------------ 410 969-6000
Anne Arundel Locksmiths Inc
Pasadena --------------- 410 360-9778
Anne Arundel Locksmiths Inc
Pasadena --------------- 410 544-0444
Anne Arundel Magnetic Resonance
Imaging 235 Jennifer Rd
Annapolis --------------- 410 266-3328
Anne Arundel Medical Center—
2001 Medical Pkwy Annapolis --- 443 481-1000
Departments May Be Reached Direct By Dialing
The Listed Numbers
For information not listed below call
AskAAMC --------------- 443 481-4000
Auxiliary Volunteer Services ---- 443 481-5050
Blood Bank Donor Center ------ 443 481-4215
Breast Center ------------- 443 481-5300
Clatanoff Pavilion ----------- 443 481-6700
Clothes Box -------------- 443 481-5070
Emergency Department ------- 443 481-1200
Foundation --------------- 443 481-4747
Health Education Classes ------ 443 481-5360
Health Information ---------- 443 481-4110
Human Resources ----------- 443 481-1950
Laboratory-Pathology --------- 443 481-4200
Lifeline ----------------- 443 481-1460
Medical Records ------------ 443 481-4110
Oncology Center ------------ 443 481-5800
Outpatient Intravenous Therapy Center
--------------- 443 481-5740
Outpatient Surgery Center ----- 443 481-5700
Pathways-Alcohol & Drug Treatment Program
Patient Financial Services ------ 443 280-6500
Patient Information ---------- 443 481-4800
Patient Registration ---------- 443 481-1232
Physical Therapy ------------ 443 481-4080
Public Relations ------------ 443 481-4700
Radiology --------------- 443 481-4900
Social Work -------------- 443 481-4180
Speech and Language Services -- 443 481-4084
Your Scan --------------- 443 481-3200

est Hl 1419 Forest Dr
--------------410 280-2564
urlow Jr Md --- 410 626-7212
le P Jr 7 Willow St
--------------410 266-5866
le P Jr atty 7 Willow St
--------------410 841-5210
lop Kim & Lewis PA
r Glen Burnie ---- 410 590-4433
lop Kim & Lewis PA
hwy Glen Burnie --- 410 766-1444
on Sanitarium For
f Baltimore City
--------------410 360-9510
luminum Contracting Inc
--------------410 437-7207
Associates Inc
t Rd Deale ------ 410 867-9121
ruce C Rev 38 Cedar Rd
-------------- 410 647-3255
avid R lwyr
gton St Easton
nore Area Tel No--410 269-5587
James Jr atty 523 Benfield Rd
-------------- 410 518-6675
rl Rev 3914 15 th St
ach -----------410 286-3293
ome Improvements
Shady Side ------410 867-7762
restigative Agency
Hwy Millersville -- 410 987-8181
ren McCorkle Pastor
Av Baltimore ---- 410 789-2110
anagement Associates
Annapolis ------410 263-1014
ho atty 1983 West St Annapolis
ore Area Tel No--410 841-6863
ck Communications
Way
(------------ 410 535-3686
bert William atty—
Annapolis ------ 410 841-5060
(------------ 410 535-9055
------------- 410 643-3727
a ----------- 301 261-8540
n C Dr & Linda
Maryland Blvd
------------- 410 741-1741
arm Market
Creek Rd
-------------410 867-0171

ON'S
URE CITY
psonsfu
.com
------ 301 373-2151

tegrated Solutions
Rd Shady Side --410 867-2900
t Dr 12783 Mill Creek Dr
------------ 410 326-2205
OMATED SYSTEMS
rnational
ional Rentals
r Baltimore ---- 410 636-5600
lotte
Island Rd
------------ 410 535-2700
At Annapolis
ve Av Annapolis -410 626-1071
J 2341 Forest Dr
------------410 571-9500
actic Clinic
ry Severna Park -410 544-1957
OS Annapolis -- 410 266-7424
Yacht Sales yacht brokers
napolis ------410 267-9419
e Co 99 N Langley Rd
----------- 410 760-2801
ruction
: Rd
----------- 410 437-9960
: 3629 5 th St
-----------410 257-7078
n Sisters
: Rd Annapolis - 410 757-6362
ry Out
---------- 410 636-6391
mbing 580 Broadneck Rd
-----------410 757-1922
Of Glen Burnie
Glen Burnie --- 410 863-1919
Pizza 2341 Forest Dr
-----------410 573-0807
Pizza Of Odenton
Odenton MD - 410 674-0160
r & Lunch
od Rd
-----------410 437-0494
Tours Of Annapolis—
napolis ----- 410 263-5357
---------- 410 263-5357

THREE CENTURIES TOURS OF ANNAPOLIS 48 Maryland Av
Annapolis --------- **410 263-5401**
3-D Construction Lusby ----- 410 535-5834
Three Kings Detailing Service
550 N Crain Hwy Glen Burnie --- 410 553-0340
Three Notch Veterinary Hospital
Airport View Dr Hollywood ----- 301 373-8633
Three Rivers Sportsman Club Sudley Rd
Owensville ---------------- 410 867-1400
3 R's Tutoring Center 930 Juliet Ln
Arnold ------------------410 647-3535
Three Zero One Burnside Club Inc
301 Burnside St Annapolis ----- 410 280-1543

3M PRODUCT INFORMATION
1-800-3M Helps
Toll Free-Dial "1" & Then
------------ **800 364-3577**

Threesome Auto Center Rt 450
Crofton ---------------- 410 721-9868
Rt 450 Crofton ------------ 410 721-1888
Threesome Auto Center Rt 450
Crofton -- Washington Tel No--301 261-6886
Threesome Auto Sales Rt 450 Crofton
----Washington Area Tel No--301 858-1080
Threesome Auto Sales Rt 450
CroftonTn Severna Pk Tel No --- 410 793-0118
Thrifty Car Rental Central Reservation
Linthicum Heights -----------410 859-4900
Thrifty Car Rental Central Reservations 761 Elkridge Landing Rd
Linthicum Heights -----------410 859-4900
THRIFTY MUFFLER & BRAKE CENTER 1948-R West St
Annapolis ---------- **410 266-8811**
Thrifty Muffler Center 1948-R West St
Annapolis
----Washington Area Tel No--301 261-8831
THRIFTY RENT-A-CAR —See Thrifty Car Rental
Thrivent Financial for Lutherans
622 Wayward Dr Annapolis -----410 266-6297
Throop Ellen W atty 5 Riggs Av
Severna Park ------------- 410 544-6644
Thunder Hill Graphics ----- 410 956-2426
Thursday's Bar & Grill 9200 Bay Av
North Beach --------------410 286-8695
Thusius Roger L 811 Ritchie Hwy
Severna Park ------------- 410 544-4899
Thusius Roger L 811 Ritchie Hwy
Severna Park ------------- 410 544-5682
ThyssenKrupp Elevator—
Sales & Service—
601 Nursery Rd
Linthicum Heights ------- 410 636-3280
Regional Offices—
601 Nursery Rd Linthicum ----410 789-0200
Tianne Wheat 12873 Marine Dr
Lusby ------------------ 410 394-0780
Tibbetts David atty 209 Edge Creek Ln
Odenton MD --------------410 519-7000
Tibbetts David Atty
Annapolis MD -------------410 573-5223
Tibbs Krystal 2225 E Defense Hwy
Crofton ----------------- 410 721-2273
TIBOLD K MICHELLE MD—
11355 Pembrooke Sq
Waldorf --------- **301 843-7711**
11355 Pembrooke Sq
Waldorf ---------- **301 932-8853**
40845 Merchants Ln LeonardtownMD
-------------- **301 997-1820**
TicketMaster —
All Ticket and Information Calls—
Washington Area Tel No ----- 202 432-7328
Executive Office-No Ticket Sales Or Info
------------------- 301 808-4300
TicketMaster PhoneCharge—
All Ticket and Information Calls—
Washington Area Tel No ----- 202 432-7328
All Ticket and Information Calls
----Baltimore Area Tel No--410 481-7328
Executive Office-No Ticket Sales Or Info
------------------- 301 808-4300
Ticknor Wm H C Rev
5757 Solomons Island Rd
Lothian ----------------- 410 867-4768
TIDAL KITCHEN & BATH DESIGN CENTER
www.tidalkitchen.com
910 Bestgate Rd
Annapolis -------- **410 224-4720**
Tidal Technologies 9 N Crain Hwy
Glen Burnie -------------- 410 863-8850
Tidal Technologies Corp
2035 Poplar Ridge Rd Pasadena - 410 360-4928
Tidewater Agency Inc The
Annapolis ----------------410 571-6632

Tidewater Annapolis 7310 Edgewood Rd
Annapolis ----------------410 263-4059
Tidewater Annapolis 7310 Edgewood Rd
Annapolis ----------------410 269-1343
Tidewater Building & Suppy Inc
Glen Burnie -------------- 410 553-9861
Tidewater Companies 2976 Penwick Ln
Dunkirk ---------------- 301 812-1400
Tidewater Computer Solutions
Shady Side ---------------410 867-7000
Tidewater Countertop Co Inc
2141 Priest Bridge Dr Crofton --- 410 451-2790
Tidewater Electrical Company Inc
Odenton --------------- 410 672-1391
Tidewater Electrical Company Inc
123 Ferguson Rd Annapolis -----410 757-2300
Tidewater Elevator Co Inc 3266 Rolling Rd
Edgewater -------------- 410 956-0885
Tidewater Elevator Co Inc 3266 Rolling Rd
Edgewater -------------- 410 956-0885
Tidewater Family Dental Caring
Hammonds Lane Medical Ctr ----410 789-6400
Tidewater Glazing ---------410 760-9998
Tidewater Hardwood Lumber Co
Harmans --------------- 410 766-3990
Tidewater Hardwood Lumber Co
7519 Railroad Av Harmans ----- 410 766-3990
Tidewater Homes Inc 2319 Mt Harmony Rd
Owings
----Washington Area Tel No--301 855-6666
Tidewater Homes Inc 9482 Sea Breeze Ct
North Beach -------------301 855-3857
Tidewater Insurance Associates Inc
Elkridge Landing Rd
Linthicum Heights -----------410 859-8600
Tidewater Productions
470 N Solomons Island Rd
Prince Frederick ----------- 410 535-6381
Tidewater Rental & Sales 166 Penrod Ct
Glen Burnie -------------- 410 760-3322

TIDEWATER SCHOOL
120 Cox Rd
Huntingtown ------ **410 257-0533**

Tidewater Technologies
146 Log Canoe Cir Stevensville -- 410 987-0161
Tidewater Title Services LLC 1641 N Rt 3
Crofton ---------------- 301 261-3466
Tidewater Treasures 7315 Bayside Rd
Chesapeake Beach -----------410 257-0785
TIDEWATER VETERINARY HOSPITAL
Charlotte Hall ------ **301 884-3231**
Tienda Los Horizontes 2122 Forest Dr
Annapolis ----------------410 897-1020
Tienda Rosita 32 E Ordnance Rd
Glen Burnie -------------- 410 553-6188
Tietge Theodore A Rev & Nancy
303 Farragut Rd Annapolis ----- 410 263-6982
Tiffany Builders Inc 1830 Cedar Rd
Pasadena ----------------410 439-5939
Tiffany Kennels 9267 Ft Smallwood Rd
Pasadena ----------------410 255-7926
Tif's Foreign Car Care 11 Gibralter St
Annapolis ----------------410 268-8288
Tiger's Eye 105 Annapolis St
Annapolis ----------------410 268-5900
Tiki Bar Inc 1 Main St
Solomons Island ------------410 326-4075
Tilden Lawn Nursery 1008 W Central Av
Davidsonville ------------- 410 798-4720
Tile-Rite 964 Spa Rd Annapolis --410 268-2443

TILGHMAN COMPANY
jewelers 44 State Cir
Annapolis ------- **410 268-78**

Tilghmans Landing Home Owners Assoc 1202 Tilghmans Landing Way
Annapolis ----------------410 280-39
Tilley 87 Prince George St
Annapolis ----------------410 280-3452
Tilley Douglas LCSW-C 1 Annapolis St
Annapolis ----------------410 268-4072
Tilley Lawrence MD 23000 Moakley St
Leonardtown ------------ 301 475-8599
Tilt 213 1061 Annapolis Mall
Annapolis ----------------410 266-6395
Tim Modlin Landscaping
4006 Chesapeake Av
Chesapeake Beach -----------301 855-7125
Timberline Tree Service Inc
Annapolis ----------------301 261-8661
Timberline Tree Service Inc
2026 Gov Thomas Bladen Way
Annapolis ----------------410 849-3100
Timberneck Nursery Inc—
Briscoes Turn Rd Owings ------ 410 257-2928
---------------------- 301 855-5642
Timberwood Inc Severna Park - 410 544-2275
Timbuktu Carryout
1726 Dorsey Rd ----------- 410 768-4331

Time & Convenience
Davidsonville ------------- 410 798-6200
Time Critical Freight Inc
1353 Charwood Rd Hanover ---- 410 850-0657
Time Critical Freight Inc
1353 Charwood Rd Hanover ---- 410 865-7513
Time & Parking Controls
Glen Burnie MD ------------410 761-1500
Time Piece Jewelers Inc
3275 Solomons Island Rd
Edgewater --------------- 410 956-1370
Time Setters Glen Burnie ----- 410 768-1437
Timity Roland J Dr 1904 Sheffield Ct
Severn -----------------410 551-1334
Timity Roland J R Rev 612 2 nd St
Annapolis ----------------410 268-5798
Timmerman Kathleen ------410 421-5728
Timothy A Staudinger 1930 Lincoln Dr
Annapolis MD -------------410 263-4540
Timothy House-Timothy Gardens
29 W Washington St Annapolis
----- Baltimore Area Tel No--410 269-5931
Timothy K Adams Edgewater --410 798-7565
TIM'S MOBILE WASH
Mechanicsville ------ **301 609-3200**
Tim's Mobile Wash 396 University Dr
Waldorf ----------------- 301 885-0685
Tin Can Allee 914 Bay Ridge Rd
Annapolis ----------------410 626-1250
Tina Delauter 521 Belmawr Pl
Millersville --------------- 410 987-7000
Tine John N ofc 2510 Riva Rd
Annapolis ----------------410 224-9262
Tinker Machining Co Inc
Elkridge Landing Rd ----------410 859-8390
Tint Works Plus 155 Central Square Dr
Prince Frederick ----------- 410 257-4366
Tiny Bubbles Laundry 7800 Parke West Dr
Severn -----------------410 969-2310
Tippett & Sons Electric Inc 8430 Stock Dr
Lusby ------------------ 410 586-9500
Tippette & Sons Electrical Services Inc Lusby --------------- 410 586-9500
Tips Technology 2139 Espey Ct
Crofton MD -------------- 410 451-2363
Tipton Airport Authority
81 General Aviation Dr Odenton - 410 674-9324
Tiralla Joseph R MD—
Calvert Medical Office Building
110 Hospital Rd Prince Frederick - 410 535-6586
--- Washington Area Tel No--301 855-1012
TIRES PLUS TOTAL CAR CARE—
Maryland Locations—
Annapolis—
40 Hudson St -----------301 970-2111
1047 State Route 3 N Gambrills --301 858-1515
40 Hudson St Annapolis ------- 410 266-6066
Tisinger Stephen Rev 511 Norton Ln
Arnold ------------------410 974-0895
Titan Mortgage Group 2710 Mountain Rd
Pasadena ----------------410 255-6900
Titan Publishing Corporation
821 W Benfield Rd
Severna Park MD -----------410 729-2470
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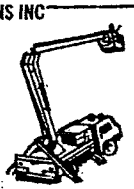

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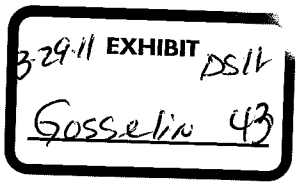

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The Capital (Annapolis, MD)

January 9, 2006 Monday

SECTION: BUSINESS; Pg. 2

LENGTH: 666 words

HEADLINE: After the merger, the hard part begins

BYLINE: DONNA L. COLE; For The Capital

BODY:

George Shenk is no stranger to mergers and acquisitions. His company, Whitmore Print & Imaging, has gobbled up four other companies, two in the last year alone.

But just because corporate marriages helped make the Annapolis company one of the fastest growing printing firms in the mid-Atlantic, Mr. Shenk knows he has plenty to learn from his new employees.

"It's not Whitmore does it the right way," said Mr. Shenk. "You've got to keep an entirely open mind as to what everyone can bring to the table."

The benefit to combining a small business with another is the immediate opportunity to grow sales from the addition of the other business. The increased profitability should comes as a direct result of both sales increases and operational efficiencies.

But the task can be, well, not so easy. When you consider what name to use, relocation of one business or both, marketing of one company that previously operated as two, a surplus or even a deficiency in staff, the difficult task of running a business is made even harder.

"I refer to it as a process, not an event," said Mr. Shenk. "It's a series of long steps that makes a merger successful, not one event like the signing of papers."

Mr. Shenk was a regional manager for the Mead Packaging Corp. when he purchased Whitmore in 1970. By 1996, he took a firm step toward rising above some of the turbulence in the Maryland print industry by acquiring Hahn Graphics, a 15-year-old Hunt Valley pre-press operation.

The combination proved difficult, with many of the Hahn employees, including former owner Helene Hahn, eventually leaving.

But the company moved on. By last October, Whitmore completed its fourth merger, buying the assets Schneidereith & Sons, a 156-year-old printer based in Baltimore. The acquisition pushed company assets to $16.5 million.

"From our perspective, keeping things pretty much the same, then working incrementally together to see what's the best outcome," Mr. Shenk said. "In other words, to allow them to be part of the process to determine what steps need to be taken."

Having been through a number of mergers himself, Bob Burdon, president and CEO of the Annapolis and Anne Arundel County Chamber of Commerce, said mergers go beyond physical assets and financial statements.

"What you're doing besides merging two business entities, you're merging two cultures," said Mr. Burdon. "Businesses are made up of people and people that work at a business identify with that business."

Annapolis-based Watermark found itself in just this situation last year. Watermark Cruises owner Debbie Gosselin merged her firm with **Three Centuries** Tours. Last fall, the combined company was renamed Watermark. The Fiddler Group in **Annapolis** assisted Watermark with creating its new identity.

"The most important question to them (Watermark) is what we call ourselves - what are we now, what are our values and what are the things we do best," said Bob Fiddler, president of The Fiddler Group.

According to Wendy Thomas, director of marketing for Watermark, finding the answer required a long process of self examination.

"It took upwards of four months," said Ms. Thomas. "During that time you go through a process of looking inward to gain clarity and understanding of what it is you have to offer to your customer base."

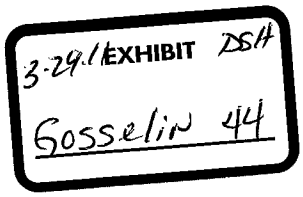
Watermark's promotional literature states the company "immerses people in the history, culture and fun of the Annapolis area more completely than any tour or charter company" and it "originated the idea of giving our guests a truly authentic Annapolis experience over 30 years ago."

Other aspects of the merger were never an issue, according to Ms. Thomas, who said original staff from both companies remained.

"Fortunately both companies had worked together for a number of years, so they weren't foreign to one another," explained Ms. Thomas. "There was already a good understanding of each others' business before the merger."

"Going through this brand exercise is an investment in our company - a worthwhile investment."

LOAD-DATE: January 10, 2006



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The Capital (Annapolis, MD)

April 8, 2007 Sunday

SECTION: BUSINESS; Pg. B1

LENGTH: 860 words

HEADLINE: After 35 years, Watermark is on CRUISE CONTROL as leader in city's charter industry

BYLINE: KATIE ARCIERI; Staff Writer

BODY:

In the early 1970s, a ship known as the Annapolitan carried loads of tourists from City Dock to St. Michaels on the Eastern Shore.

The "Day on the Bay" cruise was the only one offered by Chesapeake Marine Tours at the time.

Today, the company is known as Watermark, a multi-faceted business that offers charters, water taxis, walking tours, candlelight strolls, wedding receptions on the Chesapeake Bay and, of course, the narrated cruises aboard the Harbor Queen, an icon of City Dock.

Founded by Annapolis lawyer Ed Hartman in 1972, Watermark celebrates its 35th anniversary this year.

Well-known to competitors and tourists young and old, the business has evolved with the city, once considered a sleepy southern town and now a mini-metropolis.

It has weathered recessions, geopolitical events and the attacks of Sept. 11, 2001.

Despite the challenges, Watermark has always sailed through the storms.

For example, before Tropical Storm Isabel ripped through in 2003, Watermark took its big boats up the river, and hauled smaller ones out of the water. The weekend after the storm, Watermark was back in operation, despite no customers.

"We had no damage," said Debbie Gosselin, Mr. Hartman's daughter and owner of Watermark.

But the well-known business wouldn't be what it is today if it weren't for some key decisions.

Mr. Hartman, who invested in small maritime businesses including the Annapolis Boat Shows, bought the Harbor Queen from its original owner, Paul Closs, in 1973.

Several other ships followed, including Miss Anne and Miss Anne II that provide tours along Spa Creek, along with the Annapolitan II in 1977.

In the late 1980s, Mr. Hartman moved the business to Annapolis Landing Marina, a facility he built on Back Creek. He also added a water taxi service.

The Cabaret I was purchased in late 1989, only to be sold in 1995 to prepare for the Cabaret II's delivery in 1996. The company's flagship vessel, Catherine Marie, was added in 1999.

Then in 2004, Watermark acquired **Three Centuries** Tours, a tour-guide business co-founded by Paula Fishback in 1975.

"Previously, if you wanted a walking tour and a boat ride, what many people did was call each company," Ms. Gosselin said. Today, "it's just all handled together. It's very seamless."

New challenges

Although passengers regularly board its 11 vessels, exchange vows on private charters, and stroll the city streets with guides who bring history alive in their 18th century costumes, Watermark is set to take on many new challenges this year.

Unlike its first years of business, when the local charter business was still in its infancy, the company now is surrounded by competitors. Ms. Gosselin said the company's reliance on weather and economy makes the charter industry a lot like farming.

She recalled one Labor Day weekend back in 1999 when the remnants of a hurricane swept through and the company was closed for business all three days.

"I never feel that we can rely on anything," she said.

And a new regulatory action designed to secure the nation's ports also has become an obstacle.

Because Watermark is the only Annapolis charter business with boats that can carry 150 passengers, it is the only one impacted by the Transportation Worker Identification Credential program, designed in response to the Dubai port controversy.

Ms. Gosselin said her captains will have to receive federal background checks because of the regulation. She has not received a straight answer on whether her "deck hands," mostly high school and college students, will have to get the checks.

"It's a huge bureaucratic regulatory burden for very little if any security enhancement," she said.

Higher fuel prices add to the unpredictably of running the business. Schools, Ms. Gosselin said, are cutting back on field trips because of the cost to transport students on buses. But despite strained budgets, Watermark still finds time to give back to the community.

Jeff Holland, director of the Annapolis Maritime Museum, said his organization teamed with Watermark to provide throngs of local middle and elementary school students with the opportunity to tour the museum, then take a boat ride free of charge.

"I think that really shows their dedication to the community and to creating that experience, that connection with the Chesapeake Bay," he said.

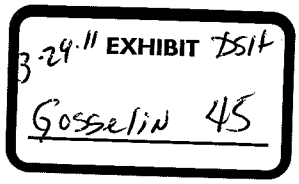
Changing hands

A major turning point for the company was Mr. Hartman's decision to sell the company in 1999 to Ms. Gosselin, who was already immersed in the business, handling the books and later serving as marina manager.

"I wanted to slow down. The tour boat business was quite intense," Mr. Hartman said. "I just told her I wanted to sell it. She said she wanted to buy it. I couldn't think of a better person to have it." Like her father, Ms. Gosselin has an astute business mind. She decided to reposition the company, changing its name to Watermark Cruises in 2000, and later dropping the word 'cruises' after purchasing the tour business. She also worked to solidify the company's branding statement: Watermark "immerses people in the history, culture and fun of the Annapolis area more completely than any tour or charter company."

"We have fun and we sell fun," she said.

LOAD-DATE: April 9, 2007



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The Capital (Annapolis, MD)

December 21, 2008 Sunday

SECTION: BUSINESS; Pg. B2

LENGTH: 359 words

HEADLINE: BUSINESS NOTES

BODY:

Watermark, an **Annapolis tour,** charter and cruise company, announced last week that it is adding a special walking tour to introduce the area to the visitors expected to be in town overnight and for day trips leading up to the presidential inauguration in January.

Guests will be invited to stroll through historic Annapolis accompanied by a Colonial-attired guide who will highlight the city's African-American heritage through a tour that was developed in partnership with The Kunta Kinte-Alex Haley Foundation.

The Inaugural Celebration Tour of Historic Annapolis will be offered at 10 a.m. Jan. 18 and 19, departing from the Visitors Center at 26 West St. Cost is $16 for adults, $4 for children ages 3 to 11 and free for children 2 and under.

* * *

Annapolis-based Homes for America, a nonprofit development organization, recently was honored by the state Department of Housing and Community Development as having the best special needs housing project in the state for the year, according to a release.

The project, Serenity Place, is a 19-unit apartment building in Baltimore that serves low-income women with physical and mental disabilities and other special needs, while reuniting them with their families. The community was earlier selected as the best affordable housing project in the nation by the National Affordable Housing Coalition. Homes for America has worked on 60 properties in 14 years.

* * *

The Chesapeake Regional Tech Council is accepting nominations for its fourth annual TechAwards 09, which recognize "outstanding achievements in the areas of innovation, strategic growth, customer service and stewardship," according to a release.

The awards are open to companies operating in the Annapolis/Washington/Baltimore region. Nominations will be accepted through Feb. 1, and interested parties can review criteria and submit nominations at www.chesapeaketech.org/techawards09.

Winners will be announced at the event's celebration from 6 to 9 p.m. March 26 at the Westin Annapolis Hotel in Annapolis. The categories, according to a release, are: The Innovator Award, Tech Company of the Year Award, Tech Services Award, and the Good Chip Award.

LOAD-DATE: December 22, 2008

"It's quite an array of people," she said. "There is a lot to it, representing different units of the war, different artillery units and even Washington's body guards."

Prior to the crossing, the troops will march in formation with Washington inspecting the men and delivering a speech. The whole process takes about two hours, Mr. Smith said.

It didn't cost Mr. Smith anything to be a part of this year's crossing and he was able to use a uniform he had made for him a couple years ago for his staff officer uniform, he said.

About 10,000 people come out to view the reenactment every year, Ms. April said. Participants learn about the event mostly through word-of-mouth.

"It's become a tradition for a number of people," she said. "They bring their children and it becomes very generational - a lot of people have been doing this for decades."

Mr. Smith, who also participates in the annual surrender at Yorktown re-enactment said he'd also like to continue participating in the annual crossing event and hopes that one day Annapolis can get a reenactment of its own, preferably an annual reenactment of Washington's resignation as commander-in-chief of the Continental Army following the American Revolution.

"I can see it now," he said. "Someone 6'3", elegant and gallant as George Washington."

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HIGHLIGHT:

It feels a world away, yet the water and all of the city's attractions are less than an hour's drive from DC

BODY:

Annapolis Favorites: Hidden Gems

Six locals talk about the places that make their hometown special

By Sophie Gilbert

Gary Jobson*is editor-at-large of Sailing World and Cruising World magazines. In 1977 he won the America's Cup with Ted Turner, and in 2003 he was inducted into the America's Cup Hall of Fame.*

The place I go to sit is up on the hill by the **Maryland State House**(100 State Cir.). It's a very soothing spot. Of course, there's no substitute for being out on a boat. There's a great sense of freedom I feel anytime I'm out on the Chesapeake Bay.

McGarvey's (8 Market Space; 410-263-5700) is one of my favorite places to have a beer. It's always welcoming, and you're more than likely to bump into some sailing type.

When I want to have breakfast and pretend I'm still in college, I go to **49 West** (49 West St.; 410-626-9796). They make great waffles.

Four or five times a year, we'll go to the **Rams Head Tavern** (33 West St.; 410-268-4545) to catch a live music act.

Joe Gross*was a sportswriter and editor at the Annapolis Capital for 35 years. He's working on a book about William McCool, pilot of the doomed Columbia space shuttle.*

There are a couple of restaurants in Annapolis that only locals go to. **Chris' Charcoal Pit** (1946 West St.; 410-266-5200) is one of the most popular. It's mostly Greek, some Italian. Their gyros are the best-my wife's favorite is the Athenian chicken.

Another place that's sort of a secret is **Las Delicias** (626-G Admiral Dr.; 410-573-0500). You don't go for the atmosphere; you go for the food. It's a combination of French and Salvadoran cuisine.

There's a bookstore called the **Hard Bean Coffee & BookSellers** (36 Market Space; 410-263-8770). It's one of the few small bookstores left. They have wireless Internet and great coffee.

Navy football games are great to watch. I also love watching the**Navy women's soccer team.** The coach is a former member of the United States national team.

Judy Jordan*is an artist whose work, mostly figurative textiles and fabrics, has been shown in Washington and New York.*

There's a little place I love called **Echoes & Accents**(224 Chinquapin Round Rd.; 410-280-8800). They have new and gently used furniture, china, and home decor. It's a fun place.

One of my favorite stores is **Art Things**(2 Annapolis St.; 410-268-3520). It sells all kinds of art materials. Right next door is a place called **Cottonseed Glory**(4 Annapolis St.; 410-263-3897), which has every imaginable fabric for quilting.

The best park is **Quiet Waters Park** (600 Quiet Waters Park Rd.; 410-222-1777). It has trails for biking and walking, small-boat rentals, two dog parks, and an ice rink in the winter. The visitors' center puts on art shows.

Dick Franyo*was an investment banker for 30 years before opening Boatyard Bar & Grill, named one of the top 12 bars in the world by Sail magazine.*

The **Maritime Museum** (723 Second St.; 410-295-0104) has some neat things, and they do great trips in the summer out to Thomas Point Shoal Lighthouse-that's the old lighthouse that you see in all the pictures. The **Chesapeake Bay Foundation** (6 Herndon Ave.; 410-268-8816) is also a great trip. You can tour the building (call ahead for times), which is one of the greenest buildings in the country.

A great store is **Tastings Gourmet Market** (1410 Forest Dr., Suite 2; 410-263-1324). The woman who runs it is a *fromagère,*and she's probably the area's foremost expert on cheese.

If you want to learn to sail, **J World**(213 Eastern Ave.; 800-966-2038) and **Annapolis Sailing School** (7001 Bembe Beach Rd.; 410-267-7205) have courses during the week and on weekends.

Katie Moose*is an author of regional cookbooks and guidebooks covering Annapolis and the Chesapeake area.*

My favorite place in Annapolis is probably the **Hammond-Harwood House**(19 Maryland Ave.; 410-263-4683). It's historic and has a wonderful garden and one of the most beautiful doorways in America.

I also love the **USNaval Academy Museum**(118 Maryland Ave.; 410-293-2108). Every time we have guests, I make sure they visit. It has wonderful ship models and uniforms.

Another very special place is **Caroline's Cakes**(1580 Whitehall Rd.; 888-801-2253). Caroline started baking more than 25 years ago for friends, but now she ships her cakes all over the country.

Jason Stearns*is an opera singer who has performed with the National Symphony Orchestra and the Metropolitan Opera.*

A cheap way to see Annapolis is to go down to the city dock and take a ride on the **water taxi**(visit watermarkcruises.com for schedules and locations). It takes you all around the creeks and rivers of Annapolis.

If you want more of a sailing experience, the **Woodwind** and the **Woodwind II** (docked at the Annapolis Marriott Waterfront, 80 Compromise St.; 410-263-7837) are 74-foot schooners that take people out on the Chesapeake Bay.

You also have to go to **Storm Bros.** (130 Dock St.; 410-263-3376), a little ice-cream place. They have about 50 selections, and they pile it on pretty good. The butter pecan is my favorite.

My wife and I love the **Middleton Tavern** (2 Market Space; 410-263-3323). I took her there on a trip for our anniversary in 1983, and she said, "Do you think we could live here?" That was how we ended up in Annapolis. In the wintertime, there are nice fires going. It's a wonderful place to spend an afternoon, and George Washington ate there, which you can't say about many places.

Annapolis Dining: Real Good Eats

Where to go for fresh crabs, perfect potatoes, creamy gelato, and more

by Todd Kliman

Aromi d'Italia

The pastry case at this small local Italian bakery is appealing, but it's the gelato, with its liqueur-like intensity and lush texture, that makes this a good stop. I skip dessert at most Annapolis restaurants to indulge here in a cup of the *stracciatella,* a tangy, creamy chocolate chip, and stroll the boardwalk along the harbor looking at the boats.

8 Dock St.; 410-263-1300; aromiditaliacafe.com.

Bagels and . . .

Other places might make a good sandwich. Or offer a more extensive selection of cream cheeses, spreads, and meats. Or conjure a more authentic deli atmosphere. But no one in the Washington area bakes a better bagel. These are light and never underbaked or doughy. I like the bialys even more, though they sell out quickly. Order them lightly toasted with a smear of cream cheese and a few slices of the lustrous belly or nova lox or with a portion of the excellent whitefish.

2019 West St.; 410-224-8686.

Cantler's Riverside Inn

This is the granddaddy of the area's crab houses-and not just because of the idyllic setting. Show up for an early weeknight dinner and you have a good chance of getting a table on the patio outside, with its view of Mill Creek and all of the boaters who drop anchor and walk up to dinner. But the big draw is the crabs, which the kitchen knows not to oversteam (you hardly have to work to extract meat) and which arrive perfectly seasoned. Don't ignore the soft-shells, which typically are dredged locally; the kitchen dusts them with flour and gives them a quick pan fry. At two for $24.99, with fries and coleslaw, they're a delicious bargain.

458 Forest Beach Rd.; 410-757-1311; cantlers.com.

Hell Point Seafood

Bob Kinkead's new venture, which opened this summer in the old Phillips Seafood space, is being dubbed "Kinkead Lite"-a catchy moniker for a streamlined version of Kinkead's, his longstanding seafood emporium in DC's Foggy Bottom. Service can be comically inept (on one visit, I waited ten minutes to be greeted; on another, a bread basket arrived after I'd ordered dessert), and a number of dishes lack the precision or oomph of the classic Kinkead's preparations. Hell Point is a work in progress, and I expect more fine tuning from the veteran chef, a stickler for detail. Nevertheless, it ranks as one of the better Annapolis restaurants, if only because its highs are higher than most. The lobster roll is nearly as good as the version at Kinkead's flagship, the soft-shells are light and delicate, and the peach *tarte Tatin* summons a Paris bistro.

12 Dock St.; 410-990-9888.

Joss

It would be hard to find a sushi bar with more personality than this one, a cramped and clamorous space where the chefs shout a welcome of *"Irasshai!"* when you walk in. Joss has more going for it than personality, starting with consistently fresh fish, which is fashioned into a staggering array of rolls, salads, and entrées. The better offerings are often the simplest, such as a dish of scallops, sliced thin, spritzed with lemon, and festooned with seaweed.

195 Main St.; 410-263-4688.

Les Folies Brasserie

Can you find better French food in the area? Yes. But you don't come to this French brasserie-tucked away on Riva Road just off Route 50-for gastronomic revelation. You come for the rococo charm and the ice-topped, seaweed-strewn seafood towers-including raw clams, langoustines, and periwinkles-which recall the extravaganzas at legendary La Coupole in Paris. Traditionalists will be heartened by the presence on the menu of coq au vin

and bouillabaisse, two labor-intensive dishes that have fallen out of favor with younger chefs who have turned away from the classics. They're not definitive preparations, but they, too, have their charms.

2552 Riva Rd.; 410-573-0970; lesfoliesbrasserie.com.

Lewnes' Steakhouse

Many steakhouses are corporate affairs-big spaces without quirks or personal touches. Then there's this scruffy, low-key neighborhood restaurant across the bridge in Annapolis's Eastport neighborhood. Lewnes' amounts to a trip back in time, from the black-and-white photos that adorn the walls and the salty characters who populate the downstairs bar to the family-room-style space upstairs and the homey, gracious service. When the kitchen is on, the wet-aged steaks-thrust under a broiler at 1,800 degrees until they form a crust, then dolloped with a finishing touch of butter-are every bit as good as those found at more celebrated meat palaces.

401 Fourth St.; 410-263-1617; lewnessteakhouse.com.

O'Learys Seafood Restaurant

Fine dining in a lot of waterfront towns too often amounts to mediocre but expensive seafood dinners at going-through-the-motions restaurants that trade on their location. O'Learys avoids that trap. Yes, the food approaches overrichness at times (butter and cream sometimes fight to upstage the stars), and the high tabs may leave you wondering why you didn't eat at one of the area's more celebrated restaurants. But you're not going to find a more charming, more conscientious fine-dining spot in Annapolis. The kitchen shops well for its fish and seafood, and the preparations are generally smart and not too cluttered.

310 Third St.; 410-263-0884; olearysseafood.com.

Potato Valley Cafe

Whenever I recommend this tiny, daytime-only cafe to people, they invariably ask: "All they serve is potatoes?" And then: "Come on, how good can the potatoes be?" How good? I would drive out of my way for one of these perfectly roasted Idaho spuds. The crispy skin peels away from the insides, which are soft, buttery, and mineraly-the potatoes of your dreams. Some of the dozens of topping combinations are more creative than others, but a simple potato topped with sour cream and sprinkled with chives is bliss.

47 State Cir.; 410-267-0902; potatovalley.net.

Punk's Backyard Grill

There's a scene in *The World According to Garp* when Robin Williams, watching a small plane crash into a house he's considering buying, turns to the real-estate agent and says: "We'll take the house-it's been pre-disastered." The outdoor-themed Punk's, located outside Annapolis Mall, has been pre-chained. Everything about the place, from the umbrella-topped plastic tables to the fast-casual menu, seems to have been contrived for quick, mass replication. But that's not to say Punk's isn't worth it. The burgers are made with Vande Rose Farms beef and come on a fresh brioche bun, the ice cream is from Gifford's, and the Tempranillo-based sangría is made fresh daily. Organic and local seldom come cheaper.

2188 Annapolis Mall; 410-571-7744; punksbackyardgrill.com.

The Rockfish

This newfangled fishhouse gets a lot of things right, beginning with its space, a cool room full of clean lines. The best dishes on the menu hew to the same less-is-more aesthetic, such as the Thai-style wings, a platter of oysters with mignonette, and the simply grilled fish of the day with lemon and herbs. The more ingredient-intensive plates are iffier. They also tend to be main courses. Solution: Build a meal around appetizers and spring for a well-priced bottle of wine from a surprisingly good, if small, list that includes a snappy Pinot Gris from Oregon's Adelsheim Vineyard.

400 Sixth St.; 410-267-1800; rockfishmd.com.

Squisito

At the height of the afternoon lunch rush, you can smell the garlic from outside-for some, an inducement even stronger than the bargain prices. This is a simple Italian diner, the kind that dots the landscape in Philly and New York City but that you seldom find in Washington, where the best Italian restaurants are elegant affairs. The pizza makes no big claims for itself, but it's more rewarding and consistent than many places that trumpet their sourcing. It's particularly good by the slice, when it's put back into the oven until the crust becomes nice and crispy. Subs and calzones are good, too.

1007-A Bay Ridge Ave., 410-990-9800; 2625 Riva Rd., 410-266-1474; squisitopizzaandpasta.com.

Annapolis Shopping: Capital Style

Fun fashions, handmade pottery, memorable gifts, and lots more

By Katie Knorovsky

Dressing Up

Bailey's Maryland Avenue

Owner Pamela Watson stocks all the essentials for the *Town and Country* set-Calypso, Elizabeth McKay, J. McLaughlin, and a healthy stash of pearls-but you can update the look with chevron-knit scarves or elephant-stamped bangles. Wear an old outfit to the shop's Little Old Dress Party, held the last Thursday of the month. Watson and her team will determine whether your ensemble is destined for revival-with, say, a fresh brooch-or the donation pile.

62 Maryland Ave.; 410-280-8845; shopbaileys.com.

Brown Eyed Girl

In the basement of a gingerbread-style house built in 1708, this laid-back shop breathes West Coast attitude into midshipmen territory, selling surfer-chic clothes for guys and gals by Rip Curl, Billabong, Hurley, Element, and a house line. Beachy home accents and jewelry make fun gifts-such as flip-flop coasters that scream "destination wedding."

10 Francis St.; 410-990-4475; browneyedgirlannapolis.com.

Diva Boutique

Owner Michele Deckman attracts a loyal following with fashion shows, personalized attention, and her well-edited selection of flowy cocktail dresses, girly going-out wear, lingerie, and oversize totes. Coveted Hello Skinny jeans and emerging designers Abi Ferrin and Bryan Bradley share space with Alice & Olivia and Black Halo.

30 Market Space; 410-280-9195; modadiva.com.

Helly Hansen

Outdoor enthusiasts swear by this Mid-Atlantic outpost of the environmentally minded brand-launched by a Norwegian sea captain in 1877-for stylish but sturdy sailing fleeces, ski jackets, and down parkas. Clothes range from lifestyle to pro-sports-level quality.

132 Main St.; 410-990-4359; hellyhansen.com.

Horse

Clotheshorses saddle up to this cheery shop for cool denim, special-occasion dresses, and everyday frocks by 7 for All Mankind, Citizens of Humanity, Ella Moss, Karta, and Tibi. The store draws contemporary-minded shoppers ages 25 to 65.

175 West St.; 410-626-9726; horse-boutique.com.

Laurance Clothing

For 40 years, this upscale men's store has reflected, as its slogan puts it, "the Annapolis way of life," outfitting gentlemen with an East Coast mix of office-ready conservative classics and resort wear for the links or sailboat. You'll find a sea of khakis, handcrafted needlepoint belts, bow ties, and collared shirts organized by classic brands such as Vineyard Vines, Polo, Tommy Bahama, Southern Tide, and Cutter & Buck.

232 Main St.; 410-263-1175; lauranceclothing.com.

Lilac Bijoux

Owners Fern Elliott and Beth Ingham sell clutches and nature-inspired jewelry by designers near and far, from Baltimore-based Lotus to Betty Carré and MGold from Elliott's native Brazil. You can belly up to the Jewelry Bar for a custom stone or freshwater-pearl creation, handcrafted by Elliott's mom, designer Leda Reis.

145 Main St.; 410-263-3309; lilacbijoux.com.

Madison Boutique

Fun-loving fashionistas head to this den full of trendy clothes by Free People, BB Dakota, Gypsy, Glam, and Collective Concepts. Longtime Hollywood set costumer Catharine Incaprera also offers funky Rocket Dog shoes, Designal handbags, and makeup by Sugar.

181 Main St.; 410-295-7878; shopmadisonboutique.com.

Paradigm

Fashionistas flock to Jessica Jordan Paret's airy boutique for denim (J Brand, Kensie Denim, Level 99) and flirty dresses (Max & Cleo, BB Dakota, BCBG Max Azria) plus several house labels. The inventory is plentiful, and most items ring up under $100. Weary shopping companions can loaf in the Man Lounge, complete with leather sofas.

179 Main St.; 410-626 6030; www.shopparadigm.com.

The Pink Crab

"Pink" is the operative word, the shop's common denominator for a colorful array of upscale halter dresses, flowery skirts, and shrunken polos with pre-popped collars. Prepsters-and their tween counterparts-get their fix of resort and yacht wear from Lilly Pulitzer, Vineyard Vines, Kate Spade, and Jack Rogers. There's also a swim collection, from teeny bikinis to cute one-pieces.

16 Market Space; 410-216-9994; thepinkcrab.com.

Urban Chic

Denim devotees, take note: This new offshoot of the Georgetown shop builds on owners Chris and Lindsay Buscher's tradition of fashionably girly tops and dresses, but it also has been designated Urban Chic's denim headquarters, which translates to a super-sized stock of designer jeans.

1915 Towne Centre Blvd.; 410-571-2777; urbanchiconline.com.

Cute for Kids

Baby Madison

Sensory overload is likely in this hot-pink, orange, and yellow boutique for wee rockers, from infants to seven-year-olds. Hipster parents can dress their cool kids in sundresses and vintage rock T-shirts, from the Ramones to Led Zeppelin. Most clothes are made with organic and recycled materials.

158 Main St.; 410-263-7878; shopmadisonboutique.com.

Arts, Gifts, and More

Annapolis Pottery

Since 1969, this pottery studio has welcomed onlookers to watch its artisans in action while asking questions and perusing shelves lined with a multihued mix of fine pottery made both in-store and by artists nationwide. Motifs range from Maryland crabs and cutesy sayings to ombre fades and contemporary splashes of color.

40 State Cir.; 410-268-6153; annapolispottery.com.

Candles Off Main

For top-shelf candles and niche perfumes you probably won't find at a department store, follow locals to this elegant boutique, which just moved into twice-as-big digs in a new space near the Annapolis Mall.

2017 Renard Ct.; 410-990-0664; candlesoffmain.com.

Chesapeake Trading Company

Like a bookstore on steroids, this Main Street shop stocks an eclectic inventory of page turners as well as a sizeable selection of jazz CDs, apparel by North Face and women's apparel by Horny Toad, and hand-carved waterfowl by New Jersey artist Lance Lichtensteiger. One whole wall is devoted to Vera Bradley bags.

149 Main St.; 410-216-9797.

Easy Street Gallery

This family-owned gallery representing 275 artists-from shop patriarch Terry Moore's stained glass to popular Canadian artist Sid Dickens's decorative tiles-displays a rotating collection of rainbow-colored eye candy (kaleidoscopes, vases, arty window dressings). "We're definitely form over function," says co-owner Megan Cureton. "You're not going to see wooden bowls."

8 Francis St.; 410-263-5556; easystreetgallery.com.

Re-Sails of Annapolis

The economy may have dashed your yacht dreams, but you can still own a small piece of a sailboat in the form of a sturdy duffle bag stitched from recycled sails. This offshoot of the Sail Loft in Newport, Rhode Island, also sells jackets, vests, totes, and messenger bags-all waterproof and UV-protected. The shop gladly accepts donations of old sails.

42 Randall St.; 410-263-4982; resails.net.

Smyth Jewelers

Owned by the third generation of Smyths, this Maryland jeweler opened a spacious shop last fall at the new Annapolis Towne Centre at Parole. The jewelry is top-notch, perfect for shoppers looking to pop the question or surprise a loved one just because. There's a nice selection of gift items such as crystal bowls and engravable pewter picture frames.

1910 Towne Centre Blvd.; 443-321-0300; smythjewelers.com.

Vie Necessary Luxuries

In-the-know hostesses head to this tiny boutique for luxe home accents that often double as conversation starters: napkin rings crafted from South American fish gills, crab-embroidered hand towels, oyster-shell candles, Murano-glass pens, artisanal Italian pewter, cashmere throws, and plush throw pillows. "For the most part, once an item is gone it's not reordered," says owner and interior designer Alex Clymer. "We want objects bought from us to be limited and exclusive."

86 Maryland Ave.; 410-269-6100.

Vivo!

It's easy to go green at this one-year-old miniature department store that promotes a green-gone-fab life-style-with not a whiff of patchouli in the air. You can peruse limited-edition clothing designs by local artists, organic lollipops, jewelry crafted from recycled soda cans, handbags made from old billboards and inner tubes, handmade Company C rugs, and toddler clothes cobbled together from designer scraps.

6 Fleet St.; 410-268-2258; vivoannapolis.com.

Just for Pets

Paws Pet Boutique

A magnet for furry shoppers and their owners, this shop stocks a full wall of novelty collars and leashes, from nautical and canine themes to argyle and gingham. The ten-year-old shop raises funds for local charities and strikes a balance between whimsy and necessity, from hand-painted water bowls to organic catnip, gourmet "ice cream," and life jackets. Don't miss the Bichon "Fries" dog treats.

64 State Cir.; 410-263-8683; pawspetboutique.com.

Special Treats

Capital Teas

Follow the trail of tea sophisticates to this tucked-away emporium with teapots and 100 types of loose-leaf teas. Owners Manelle and Peter Martino draw inspiration from five generations in the tea industry-tracing back to Manelle's great-great-grandfather, an 1880s Dutch tea-estate manager in Sri Lanka. Look for their signature blends, from the Sailor's Delight to the Barack Obama, a blend of high-end Kenyan teas, Hawaiian mango and papaya, and blue cornflower petals. Brides can order custom blends.

6 Cornhill St.; 410-263-8327; capitalteas.com.

Pennsylvania Dutch Farmer's Market

Save gas money and be immersed in Pennsylvania Dutch country in the Annapolis Harbour Center, about a ten-minute drive from downtown. Amish merchants from Lancaster, Pennsylvania, set up shop Thursday through Saturday with handmade furniture and foodstuffs fresh off the buggy as well as popular grab-and-go snacks such as piping-hot soft pretzels and shoofly pie.

2472 Solomons Island Rd.; 410-573-0770; padutchfarmmarket.com.

Day Trips

Sightsee in Style

Well-heeled visitors can spend the morning browsing interesting shops on Maryland Avenue, such as **Vie Necessary Luxuries** (86 Maryland Ave.; 410-269-6100) and **Bailey's Maryland Avenue** (62 Maryland Ave.; 410-280-8845; shopbbaileys.com). Then loosen your belt with a cut of prime beef at **Lewnes' Steakhouse** (401 Fourth St.; 410-263-1617; lewnessteakhouse.com) before catching the sunset on the **Schooner Woodwind** (80 Compromise St.; 410-263-7837; schoonerwoodwind.com) as it sails the Chesapeake.

Past Meets Present

Let the Colonial-dressed guides at **Watermark Tours** (410-268-7601; watermarkcruises.com) lead you through historic **Annapolis**, around the US Naval Academy, and into the Maryland State House. Switch from cobblestones to contemporary cuisine with dinner at **Hell Point Seafood**(12 Dock St.; 410-990-9888) before catching a live music act at **Rams Head Tavern** (33 West St.; 410-268-4545; ramsheadtavern.com).

A Day on the Water

Learn the sailing ropes in a weekend course at **J World Annapolis**(213 Eastern Ave.; 410-280-2040; jworldannapolis.com) or reel in the big one at **Megabite Charters** (410-721-3386; fishannapolis.com), 30 minutes away in Edgewater. For dinner, head to **Cantler's Riverside Inn** (458 Forest Beach Rd.; 410-757-1311; cantlers.com) for the capital's best blue crabs.

Bring the Kids

Arrgh! Step aboard the *Sea Gypsy* with **Pirate Adventures on the Chesapeake** (311 Third St.; 410-263-0002; chesapeakepirates.com), where children don eye patches and hunt for hidden treasure on the weekends. Then grab a bite at the casual, kid-friendly **Boatyard Bar & Grill** (400 Fourth St.; 410-216-6206; boatyardbarandgrill.com). Finally, head to **Storm Bros. Ice Cream Factory**(130 Dock St.; 410-263-3376; stormbros.com) for a cone, sundae, or float.

-Eliot Stein

On the Web

Visit washingtonian.com/neighborhoods for guides to Bethesda, Arlington, Georgetown, and other neighborhoods.

See the Boats

In 1970, Annapolis hosted a boat show that was unconventional for two reasons: It was held in the fall, and it was outside-in fact, it was on the water.

Forty years later, the United States Sailboat and Powerboat Shows are major events for sailors and boaters from around the world. The sailing show is the world's largest, hosting more than 250 boats and thousands of brokers, enthusiasts, and onlookers.

To avoid the worst traffic, consider paying more to attend the sailboat show's VIP Day on October 8 or the powerboat show's on October 16. Although the cost is double ($35 for adults; regular admission is $17), crowds are more manageable. Or come early on Columbus Day, October 12, when the sailboat show ends and the powerboats arrive. At exactly 5 pm, exhibitors execute "change-up," a waterborne ballet that in 45 minutes replaces sailboats with powerboats in the temporary moorings.

The sailboat show runs October 8 through 12; the powerboat show is October 15 through 18. Call 410-268-8828 or visit usboat.com for more information.

-Molly Lehman

Annapolis Real Estate: On the Market

Historic homes, waterfront properties, and new condos

By Sophie Gilbert

Annapolis has always been a popular place to live, offering waterfront properties and historic homes within decent driving distance of both Washington and Baltimore.

But it hasn't been immune to price drops. "The downturn nationally has been so bad that even here the market has softened," says Bob McWilliams, a real-estate agent with Long & Foster.

Average home prices in Annapolis are down by 6 percent from their peak in 2007, McWilliams says. The average sale price for a home in Annapolis in 2009 so far is around $470,000.

While waterfront and historic homes remain sought after, they've also seen some of the biggest price reductions because of overinflation during the boom.

"I'd say waterfront homes have been hit the hardest," says Karlton Morris of Champion Realty. "Something that was $2 million might be $1.5 million now." Still, Morris says, houses are selling: "To get a decent water-

front home, you're looking at between $1 million and $2 million, but you'll get a lot more for your money these days."

Houses are also selling relatively quickly in the historic district, says Annapolis agent Mike Hamby. "We currently have 46 properties available between $425,000 and $5.3 million," says Hamby. Houses there typically start around $600,000.

Several luxury condo developments have opened in Annapolis. The largest is **Park Place** (5 Park Pl.; 866-413-0840; parkplace-annapolis.com), which has 208 units, about 50 of them still available. Located in the heart of the city, it has an outdoor pool with a sun deck and heated spa, a gym, and a dog park. One-bedroom units start at $335,000; prices go up to around $1.3 million for a three-bedroom split-level penthouse. Most condos come with two parking spaces.

GrandView (1915 Towne Centre Blvd.; 410-268-1798; sturbridgehomes.com), located farther out in Annapolis Towne Centre at Parole, was completed in May and has 150 units, about half still available. The complex is next to the shops and restaurants of Towne Centre, including the nation's second-largest Whole Foods. There's also a fitness center and a rooftop pool with views of the Chesapeake Bay Bridge. Prices range from $389,000 for a one-bedroom condo to $2 million for a penthouse. Allotted parking spaces correspond with the number of bedrooms.

Across the creek in Eastport, the first phase of converted condos is complete at **North Green** (302 Hilltop La.; 410-216-9661; northgreencondos.com). The complex will include a pool with a new clubhouse. Several marinas are in the area, and downtown Annapolis is a five-minute drive or water-taxi ride. In addition to the completed units, condos are preselling for an estimated move-in date of April 2010: One-bedrooms start at $200,000 and two-bedrooms go up to $280,000.

Four Seasons at Saint Margarets (1516 Enyart Way; 410-349-1760; khov.com), five miles from downtown Annapolis, is a community of 15 condo buildings for residents over age 55. About 15 units are currently available. Two-bedroom, two-bath units start at $250,000 and go up to $400,000.

Monticello (2103 George Boiardi La.; 410-224-4440; khov.com), about three miles from historic Annapolis, has 75 planned home sites, about 20 of which are still available. Single-family homes with four bedrooms and 2½ baths come in five designs and are priced between $485,000 and $555,000.

GRAPHIC: Photograph by Chris Leaman
"There's a great sense of freedom I feel anytime I'm out on the Chesapeake Bay," says longtime sailor Gary Jobson.
Photograph of Gary Jobson by Chris Leaman
Steaks at Lewnes' are every bit as good as those at celebrated DC places.
Photograph of Lewnes' by Stacy Zarin-Goldberg
Joss is a lively sushi bar with consistently fresh fish.
Photograph of Joss by Chris Leaman
It's worth skipping dessert at another restaurant to make a stop for gelato at Aromi d'Italia.
Photograph of Aromi d'Italia by Chris Leaman
Paradigm is a good source for designer denim and other fashion-forward pieces.
Photograph of Paradigm by Amy Franz
Annapolis Pottery sells pieces made in the shop-visitors can watch while browsing-and by artists around the country.
Photograph of Annapolis Pottery by Chris Leaman
Lilac Bijoux sells distinctive jewelry, including custom stone and freshwater-pearl creations.
Photograph of Lilac Bijoux by David Hicks
Historic homes and waterfront properties are always in demand, but they cost less than they did a few years ago.
Photograph by Amy Franz

LOAD-DATE: September 27, 2009

3-29-11 EXHIBIT DSH
Gosselin 47

Water Taxi

VHF channel 68;
Phone: 410-263-0033
Service throughout Annapolis Harbor (Spa Creek) operates continuously on demand. Contact taxi captain for pick-up. City Dock taxi stand is adjacent to the Habormaster's office in Ego Alley. **Back Creek:** Departs City Dock for Back Creek on the hour as traffic demands. Departs Back Creek for City Dock approximately 20 past the hour, **if called 15 minutes before the hour.** $2.00 to $4.50 per person, depending upon destination. Minimums apply in Back Creek and in Upper Spa Creek.
Schedule: Mid May to Labor Day
Mon.-Thur. 9:30 AM - 11 PM; Friday 9:30 AM-1 AM; Sat. 9 AM-1AM; Sun. 9 AM-11PM
For April, early May, Sept., & Oct. hours, call taxi captain **410-263-0033**

Group Tours & School Field Trips

Groups are our specialty

Let us plan your Annapolis itinerary.

For pricing, packages and reservations for **groups of 30 or more,** visit www.watermarktours.com/group. **For school and youth groups of 20 or more,** visit www.annapolisfieldtrips.com/teachers. Or call 410-268-7601 x 104.

Bay Lighthouse Cruises
Pirate Cruises
U.S. Naval Academy
Historic Walking Tours

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- **Family Reunions • Churches**
- **Camps • Corporations**

Day & Multi-day packages available.

40-Minute Annapolis Harbor Cruise (Grades 1-12)
School Group Rate: 3.50/ages 2-11; $4.25/ages 12-15; $5.25/ages 16-18; $5.75/chaperone

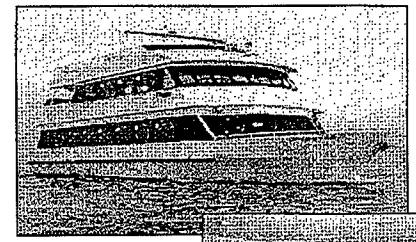
Ask us about packages that include the 40-minute tour and walking tours of historic Annapolis and/or USNA.

Private Charter

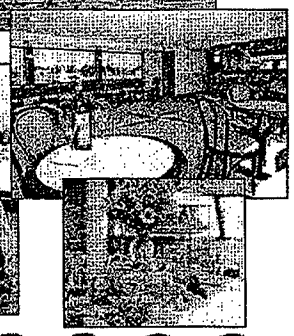
- Romantic Weddings & Receptions
- Stylish Rehearsal Dinners
- Impressive Corporate Entertaining
- Casual Company Outings
- Festive Anniversary & Birthday Celebrations
- Exhilarating Team Building
- Distinctive Fundraisers
- Magical Prom or Graduation Parties
- Memorable Family Reunions
- Stimulating Retreats
- Sophisticated Cocktail Parties

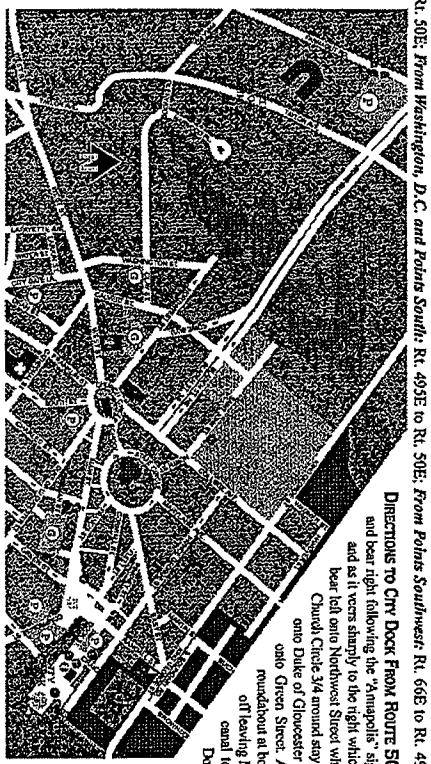
Watermark Cruises is Maryland's largest and most diverse company-owned fleet of tour boats and luxury yachts accommodating 2 to 250 guests. The luxury yacht or tour boats featured in the brochure are a sampling of vessels available for private charter. All Watermark events are custom planned and totally private.

For event and destination planning services, visit our web site at www.charterannapolis.com or call 410-268-7601 to speak with a charter consultant/event planner.



Catherine Marie





Directions to Route 50: *From Baltimore & Points North:* Rt. 695S to Rt. 97S to Rt. 50E; *From Points Northwest:* Rt. 70E to Rt. 695S to Rt.97S to Rt. 50E; *From Washington, D.C. and Points South:* Rt. 495E to Rt. 50E; *From Points Southwest:* Rt. 66E to Rt. 495S to Rt. 50E.

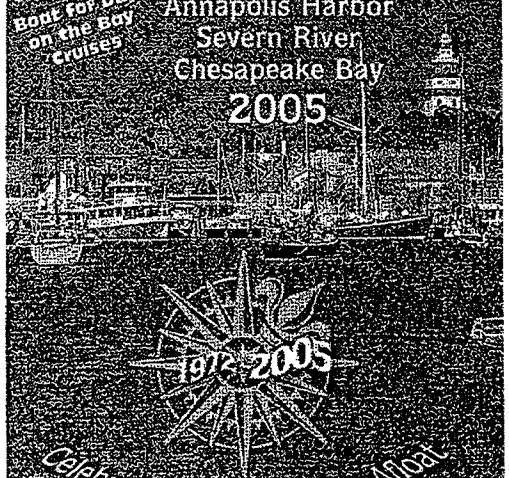
Directions to City Dock From Route 50 East: Take the Rowe Blvd. Exit (No.24) and bear right following the "Annapolis" sign. Stay on Rowe Blvd. through two lights and as it veers sharply to the right which will take you to a third light. At this light bear left onto Northwest Street which will take you to Church Circle. Follow Church Circle 3/4 around staying in one of the outer two lanes. Turn right onto Duke of Gloucester (one way) & move into left lane. Turn left onto Green Street. At end of Green St. turn right, following roundabout at bottom of Main St.; go 1/2 way around & get off leaving Market House to your left & the head of the canal to your right. Take the first right into City Dock parking lots. The dock runs along the right side of lot and the tour boat ticket podium is at the very end of the dock.

Parking: Parking lots are indicated with "P" & garages with "G" on the map. Most lots have two hour maximum, metered parking in effect from 10 AM-7:30 PM; the lots on Compromise St., all garages, & Stadium offer all day parking. Shuttles into City Dock are available 7 days a week May-mid October 6:30 AM-8:00 PM.

BOAT TOURS & PRIVATE CHARTERS

Boat for Day on the Bay Cruises

Annapolis Harbor
Severn River
Chesapeake Bay
2005



1972-2005

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A Division of Chesapeake Marine Tours

Annapolis City Dock

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Group Sales & Reservations: (410) 268-7601 x 104
Private Charter: (410) 268-7601 x 100
www.watermarkcruises.com
e-mail: sales@watermarkcruises.com
P.O. Box 1250, Annapolis, MD 21403

REG514

WATERMARK™ CRUISES

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Let Watermark Cruises provide you with a perspective of Annapolis you will never see from land.

All tours board and return to the City Dock, located in the heart of historic downtown Annapolis.

2005 Annual Special Events

For the **Blue Angels** and **Fireworks Cruises**, our boats anchor in Annapolis Harbor for prime viewing. Both performances are subject to weather conditions, and, if cancelled, you will cruise on the Severn River instead. Tickets are non-refundable. Reservations required.

Blue Angels Demonstration Cruise — **May 25, 1-3 PM**
An exciting air show performed by elite Navy pilots over the Severn River $35/adult; $25/child 0-11

Independence Day Fireworks Cruise — **July 4, 3 Hours**
Enjoy the best seat in town for the spectacular Annapolis Harbor fireworks. DJ and snacks. Cash Bar $45/adult: $25/child 0-11

Watermark Wedding Showcase — **Sunday, April 17, 1-3 PM**
See how your wedding will look onboard a luxury yacht, Catherine Marie or Cabaret II, and meet the area's finest wedding service and product providers. Annapolis City Dock $8 advanced reservation, $10 at door.

Music & Special Event Cruises

See our website or call our information line for specific themes, performers and admission prices. Tickets are non-refundable. Reservations recommended.

WRNR Radio Music Cruises: Up and coming national bands perform onboard Harbor Queen for these 3-hour evening cruises on the Severn River. Be among the first to hear in person tomorrow's rock stars, today. Visit our online calendar www.watermarkcruises.com or call our automated information line, 410-268-7600 for dates, times and performers. Check frequently as artists are often added on short notice, and listen to 103.1 FM WRNR for the latest schedule updates.

Pirates, Rum & Reggae Cruise Saturday October 1, 8-11PM
Cruise with the notorious pirate Capt. Billy Baye. Caribbean music. Tickets $35 and include one rum drink. Bring your friends for a great party onboard Harbor Queen.

Day on the Bay Cruises to Rock Hall: Friday July 15 and Friday August 12, 10am-5:00PM. Cruise across the Chesapeake Bay for three hours on your own for lunch, shopping and sightseeing in this quaint Eastern Shore fishing village. $50/adult; $25 child 0-11. Includes Rock Hall Trolley fare.

Bookmark this: www.watermarkcruises.com and check frequently for calendar updates. While on our site, be sure to join our email list.

REG515

Daily Tours

Beverage services and snacks available on all boats except Water Taxis.

Any trip may be cancelled because of severe weather, mechanical breakdown or lack of participation.

40-Minute Narrated Tours

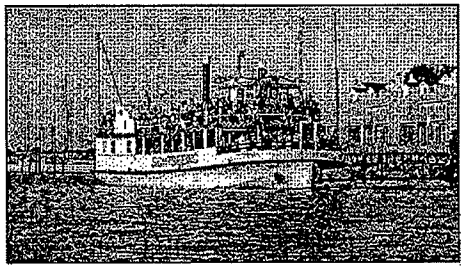
ADULTS $8, CHILDREN 3-11 $4, 2 & UNDER FREE

Annapolis Harbor & Naval Academy

View historic Annapolis Harbor, the banks of the U.S. Naval Academy, the scenic Severn River, and catch a glimpse of the Bay Bridges. A favorite with 4th grade teachers, this tour is educational and fun for all ages.

March 26-May 13
Weekdays 12 PM-5 PM
Weekends 11 AM-6 PM
May 14-September 5
Weekdays 11 AM-4 PM
Weekends & Holidays
11 AM-7 PM
September 6-October 2
Weekdays 12 PM-4 PM
Weekends 11 AM-6 PM
October 20-November 27
As weather permits

Harbor Queen

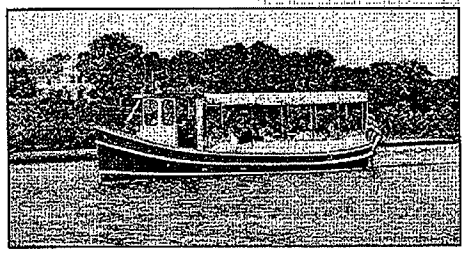


Spa Creek Tour

Cruise Annapolis Harbor, the headwaters of Spa Creek, the residential area of old Annapolis, and the banks of the U.S. Naval Academy. The narration covers the area's history from the 17th century to the present.

April 23-May 13
Weekdays 5:30 PM-6:30 PM
Weekends 1:30 PM-6:30 PM
May 14-September 5
Weekdays 5:30 PM-8:30 PM
Weekends & Holidays
1:15 PM-8:15 PM
September 6-October 2
Weekdays 5:30 PM-6:30 PM
Weekends 1:15 PM-7:15 PM

Miss Anne



Capt. Billy Baye's Pirates of the Chesapeake

ADULTS $13, CHILDREN 3-11 $8, 2 & UNDER FREE

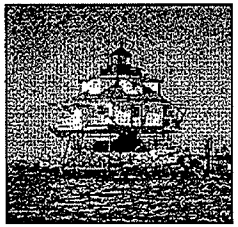
Enjoy a romping good time with Capt. Billy Baye as he and his sidekick, Grumpy Stumpy the Pirate Crab entertain audiences of all ages with games, music and imaginative tales of piracy.

1-Hour Cruise departs at 10:45 AM
May 28 - June 19
Weekends & Holidays
June 24 - Sept 5
Fri. thru Sun. & Holidays

90-Minute Narrated Tours

ADULTS $16, CHILDREN 3-11 $8, UNDER 2 FREE

April 23-May 15
Weekends
May 20-September 5
Friday through Monday
September 10-October 2
Weekends



Scenic Severn River Cruise - 12:30 PM:

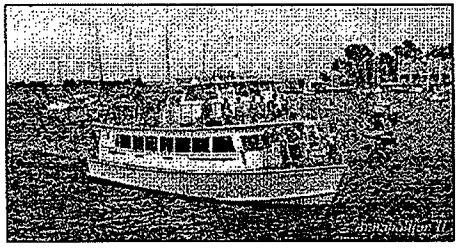
A spectacular 6-mile cruise on the beautiful Severn River and of historic Annapolis Harbor including the banks of the Naval Academy.

Chesapeake Bay Bridges Cruise - 2:30 PM:

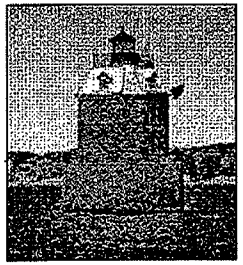
Marvel at the engineering feat as you cruise under the twin spans of the Bay Bridges that connect the eastern and western shores of Maryland.

Thomas Point Lighthouse Cruise - 4:30 PM:

Cruise in the Chesapeake Bay to view this National Historic Landmark.

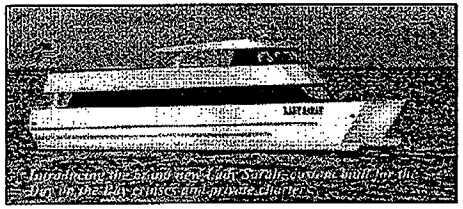


2 1/2 Hour Three Lighthouses Cruise



On this narrated tour you will cruise by Thomas Point and Sandy Shoal Lighthouses and either Baltimore Harbor or Bloody Point Lighthouses. Also cruise under the twin spans of the Bay Bridges.

2 1/2 Hour Cruise departs at 12:15 PM & 3:15 PM
Sundays May 29 - Sept 4
AND
Monday May 30, July 4 and Sept 5



7 1/2 Hour Day-on-the-Bay to St. Michaels

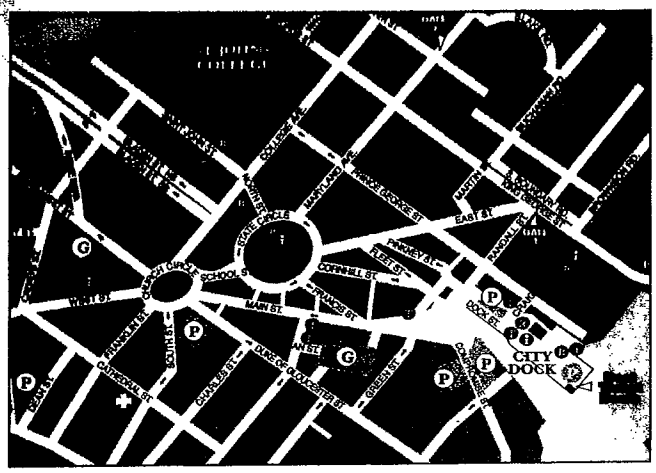
ROUNDTRIP 10:00 A.M. – 5:30 P.M.

Cruise across the Bay to this quaint, historic village on Maryland's Eastern Shore. You will have about three hours at port on your own to enjoy fresh seafood, boutique shopping and historic sights all within walking distance. Cash beverage and snack service onboard. Ticket includes complimentary admission to the Chesapeake Bay Maritime Museum and coffee and doughnuts on the morning cruise. Reservations are recommended.

Saturdays May 21 - Sept 24 $55/adults, $27.50/child 0-11
Mondays July 11 - Aug 29 $50/adults, $25/child 0-11

For additions & schedule changes call our information line, 410-268-7600 or visit our website calendar, www.watermarkcruises.com

Any trip may be cancelled because of severe weather, mechanical breakdown or lack of participation.



DIRECTIONS TO ROUTE 50: From Baltimore & Points North: Take Rt. 695S to Rt. 97S to Rt. 50E; **From Points Northwest:** Rt. 70E to Rt. 695S to Rt.97S to Rt. 50E; **From Washington, D.C. and Points South:** Rt. 495E to Rt. 50E; **From Points Southwest:** Rt. 66E to Rt. 495S to Rt. 50E.

DIRECTIONS TO CITY DOCK FROM ROUTE 50: Take the **Rowe Blvd. Exit (No.24)** and bear right following the "Annapolis" sign. Stay on Rowe Blvd. through two lights and as it veers sharply to the right which will take you to a third light. At this light bear left onto **Northwest Street** which will take you to **Church Circle.** Follow Church Circle 3/4 around staying in one of the outer two lanes. Turn right onto **Duke of Gloucester** (one way) and move into left lane. Turn left onto **Green Street.** At end of Green St. turn right, following **roundabout at bottom of Main St.;** go 1/2 way around and get off leaving Market House to your left and the head of the canal to your right. Take the first right into **City Dock parking lots.**

PARKING: Parking lots are indicated with "P" and garages with "G" on the map. Most lots have two hour maximum, metered parking in effect from 10 am–7:30 pm; all garages and Stadium offer all day parking. Shuttles into City Dock are available 7 days a week May-mid October 6:30 am-8:00 pm.

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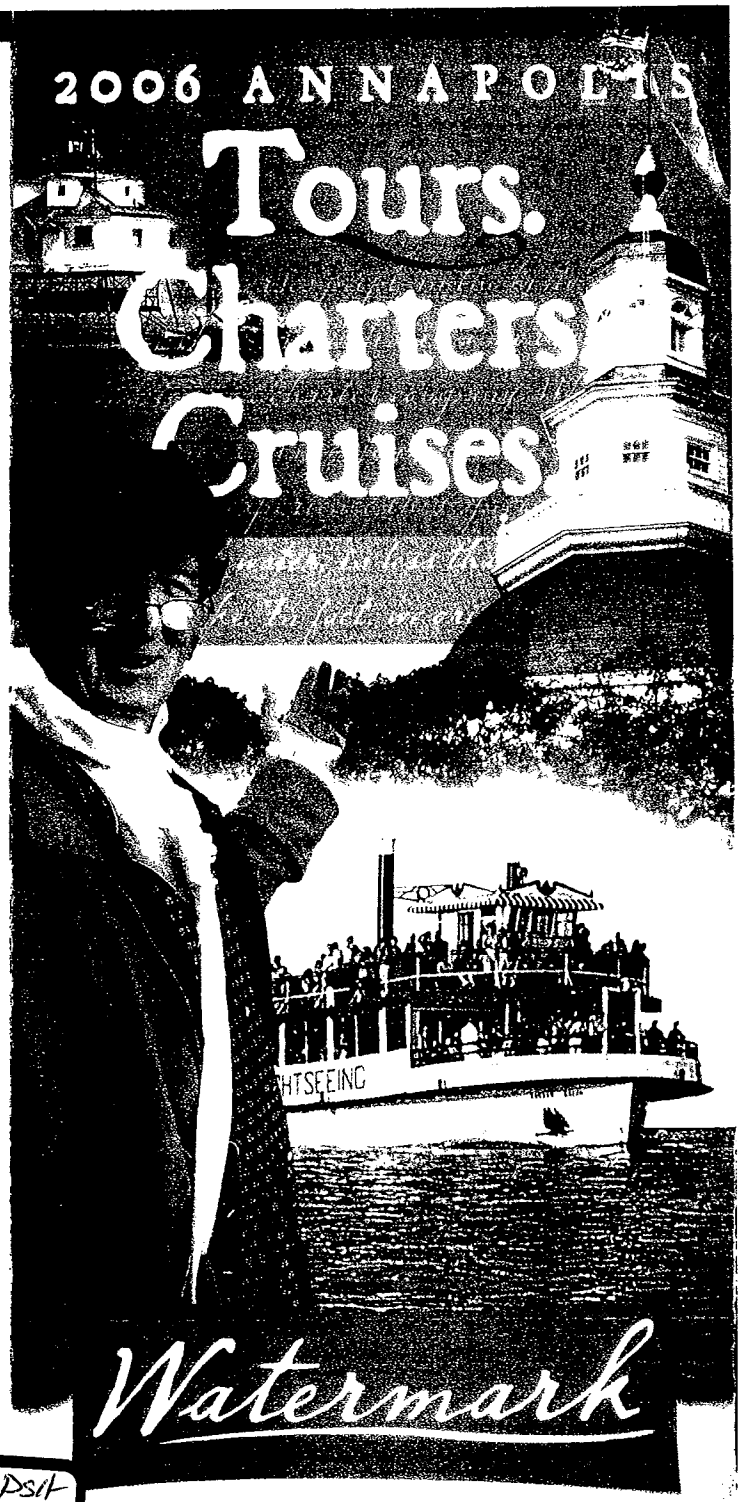
P.O. Box 3350, Annapolis, MD 2140

3-29-11 EXHIBIT PSH
Gosselin 48

2006 ANNAPOLIS

Tours. Charters Cruises



Watermark

Unforgettable journeys.

AM 2735

Journey with Annapolis' most experienced experts into the history, culture and fun of one of America's most eventful destinations. Travel by land or by water. In less than an hour or as long as you like.

Special Events

Any trip may be cancelled because of severe weather, mechanical breakdown or lack of participation. Reservations required.

African-American Heritage Tour

In Partnership with The Kunta Kinte--Alex Haley Foundation

Explore the African-American history and culture of Annapolis as you visit key historical sites including the Thurgood Marshall Memorial, Kunta Kinte Memorial, and the Matthew Henson Memorial plaque inside the Maryland State House. Building interiors when available.

$14/Adults, $7/Children 3-11, 2 & Under Free • Photo ID Required

DEPARTS AT 10:30 AM

FEBRUARY 4, 11, 18, 25 Reservations required for February dates only

APRIL 1 - MAY 27 Saturdays

Haunted Ghost Tour

OCTOBER 20, 21, 27, 28, 29 and 31 • 7:00 PM

As the sun sets on the horizon and darkness begins, our colonial guides will lead you by candlelight through this historic and haunted town. Come hear stories of old and see if you can catch a glimpse of the spirits who still linger in the mist. Reservations required.

$14/Adults, $7/Children 3-11, 2 & Under Free

Candlelight Stroll

DECEMBER 8, 15, 16, and 17

Welcome the holidays with an evening stroll through historic Annapolis. Glowing lanterns light your way as you stroll around Maryland's historic state capital. Our guides in colonial attire will help you bring the joys of the holidays to life. Reservations required.

$14/Adults, $7/Children 3-11, 2 & Under Free

Watermark Wedding Showcase

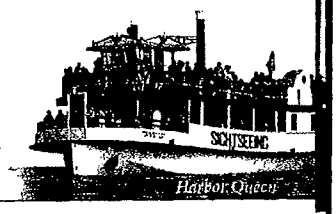
APRIL 9 • 1:00 - 3:00 PM

A Watermark yacht is the perfect location for your special day. Join us aboard *Catherine Marie* and meet the area's premiere wedding service and product providers.

$10 advanced purchase, $15 at the door

Special Events 2006 continued...

Blue Angels Demonstration Cruise*



MAY 24 • 1:00 - 3:00 PM

Experience this exciting air show performed by elite Navy pilots over the Severn River.

$38/Adults, $28/Children Under 12

Rock N' River Cruises - Summer Concert Series

Join WRNR 103.1 FM and Watermark for the 2006 Summer Concert Series. Step aboard *Harbor Queen* and cruise for 3 hours as you listen to top artists and enjoy the sights of the Severn River. **Listen to WRNR or visit www.harborqueen.com for upcoming dates and performers.**

Ticket price varies by performer

Independence Day Fireworks Cruises*

JULY 3 and JULY 4 • 3 HOURS

Enjoy the best seat in town for the spectacular Annapolis Harbor fireworks. DJ and snacks included. You can even celebrate the holiday a day early!

JULY 3: DJ not included • $40/Adults, $20/Children Under 12;
JULY 4: $45/Adults, $25/Children Under 12

Pirates, Rum & Reggae Cruise

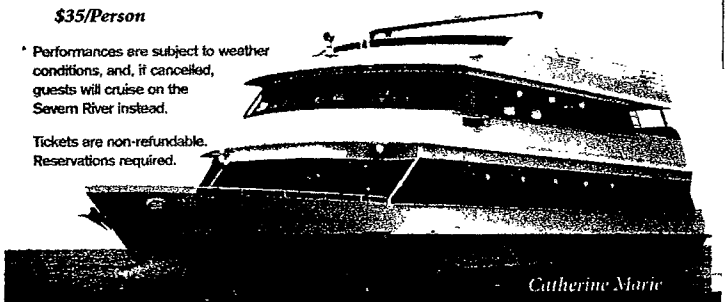
SEPTEMBER 30 • 8:00 - 11:00 PM

Listen to smooth Caribbean music while sipping a rum drink and enjoying the sights of the scenic Severn River aboard *Harbor Queen*.

$35/Person

* Performances are subject to weather conditions, and, if cancelled, guests will cruise on the Severn River instead.

Tickets are non-refundable. Reservations required.



Catherine Marie

Private Charters

Watermark is Maryland's largest and most diverse company-owned fleet of tour boats and luxury yachts accommodating 2 to 250 guests, and all available for private charter. All Watermark events are custom planned and private.

For event and destination planning services, visit our web site at or call to speak with an event planner.

Group Tours & Field Trips

CALL TODAY! 410-268-7601 x.104.

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on all boats except Water Taxis.
ur information line, 410-268-7600,
markjourney.com.
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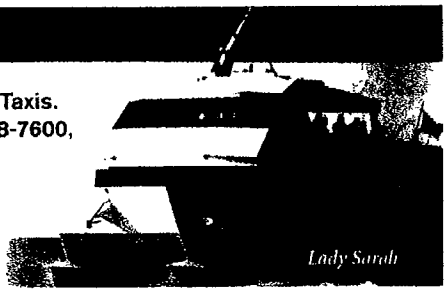


Lady Sarah

Bay Lighthouses Cruise

2005 Heritage Award Winner

Step aboard and cruise by Thomas Point, Sandy Point Shoal and Baltimore Harbor Lighthouses. Enjoy the view as you cruise under the twin spans of the Bay Bridges. Our turn of the century lighthouse keeper will provide an entertaining and informative live narration. Reservations are recommended.

$35/Adults, $17/Children Under 12 • 2 1/2 hours

DEPARTS AT 12:15 PM & 3:15 PM

MAY 28 - SEPT. 3 Sundays	**MAY 29, JULY 3 AND SEPT. 4** Mondays	**JULY 4** Tuesday

Day On The Bay to St. Michaels

Cruise across the Bay to spend over three hours at this quaint, historic village, enjoying fresh seafood, boutique shopping and historic sites, all within walking distance. Cash beverage and snack service onboard. Ticket includes complimentary admission to the Chesapeake Bay Maritime Museum and coffee and doughnuts on the morning cruise. Reservations are recommended.

Saturdays: $60/Adults, $30/Children Under 12
Mondays: $55/Adults, $27.50/Children Under 12

ROUNDTRIP 10:00 AM - 5:30 PM

MAY 20 – SEPT. 30 Saturdays	**JULY 3 – AUG. 28** Mondays

Wal

Any trip may be cancelled due to severe weather or lack of participation. Building interiors when available.

Colonial Stroll

[illegible]

DEPARTS AT 10:30 AM from VISITOR CENTER – 26 WEST ST.

APRIL 1 - OCT. 31 Daily

Three Centuries Walking Tour

[illegible]

DEPARTS AT 1:30 PM from INFORMATION BOOTH AT CITY DOCK

APRIL 1 - OCT. 4 Daily	**OCT. 21 - MARCH 31** Saturdays

Ride the Water Taxi

VHF channel 68 / Phone: 410-263-0033

SPA CREEK: Service throughout Annapolis Harbor (Spa Creek) operates continuously on demand. Contact taxi captain for pick-up. City Dock taxi stand is adjacent to Harbormaster's office in Ego Alley.

BACK CREEK: Departs City Dock for Back Creek on the hour as traffic demands. Departs Back Creek for City Dock approximately 20 past the hour if called 15 minutes before the hour.

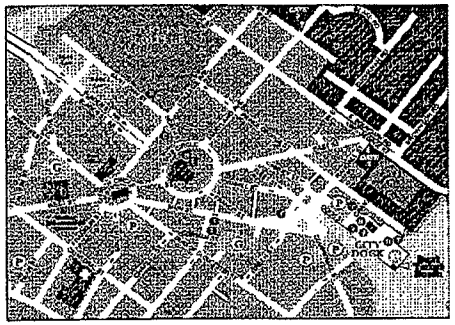
MID MAY TO LABOR DAY: MON - FRI [illegible]
[illegible] SAT 9:00 AM [illegible]

$2.00 - $4.50/person depending upon destination. Minimum [illegible] Back Creek and Upper Spa Creek. For April, early May [illegible] October hours, call taxi captain 410-263-0033

AM 2737

3-29-11 EXHIBIT DSH

Gosselin 49



DIRECTIONS TO ROUTE 50: From Baltimore & Points North: Take Rt. 695S to Rt. 97S to Rt. 50E; From Points Northwest: Rt. 70E to Rt. 695S to Rt.97S to Rt. 50E; From Washington, D.C. and Points South: Rt. 495E to Rt. 50E; From Points Southwest: Rt. 66E to Rt. 495S to Rt. 50E.

DIRECTIONS TO CITY DOCK FROM ROUTE 50: Take the Rowe Blvd. Exit (No.24) and bear right following the "Annapolis" sign. Stay on Rowe Blvd. through two lights and as it veers sharply to the right which will take you to a third light. At this light bear left onto Northwest Street which will take you to Church Circle. Follow Church Circle 3/4 around staying in one of the outer two lanes. Turn right onto Duke of Gloucester (one way) and move into left lane. Turn left onto Green Street. At end of Green St. turn right, following roundabout at bottom of Main St.; go 1/2 way around and get off leaving Market House to your left and the head of the canal to your right. Take the first right into City Dock parking lots.

PARKING: Parking lots are indicated with "P" and garages with "G" on the map. Most lots have two hour maximum, metered parking in effect from 10 am–7:30 pm; all garages and Stadium offer all day parking. Shuttles into City Dock are available 7 days a week May–mid October 6:30 am–8:00 pm.

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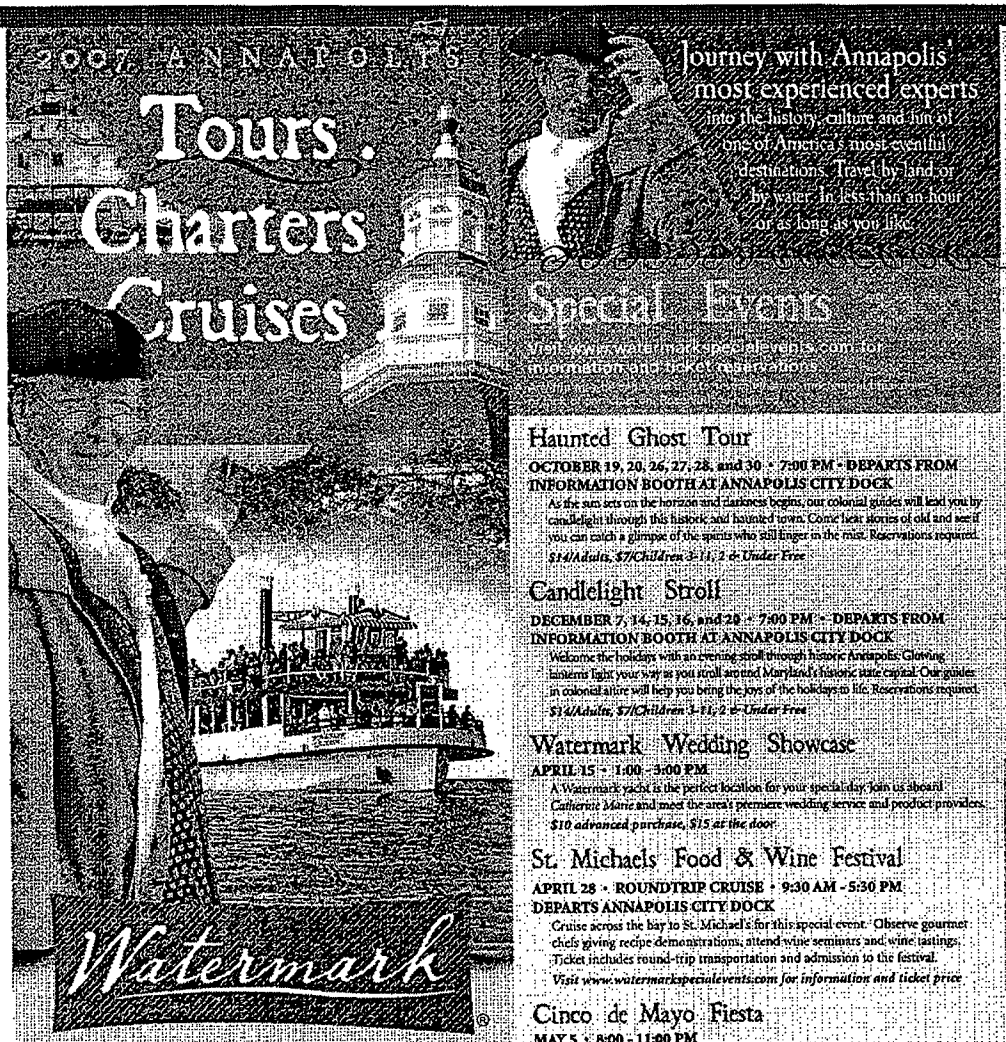
P.O. Box 3350, Annapolis, MD 21403

2007 ANNAPOLIS

Tours · Charters Cruises



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Special Events

Visit www.watermarkspecialevents.com for information and ticket prices.

Haunted Ghost Tour

OCTOBER 19, 20, 26, 27, 28, and 30 • 7:00 PM • DEPARTS FROM INFORMATION BOOTH AT ANNAPOLIS CITY DOCK

As the sun sets on the horizon and darkness begins, our colonial guides will lead you by candlelight through this historic and haunted town. Come hear stories of old and see if you can catch a glimpse of the spirits who still linger in the mist. Reservations required.

$14/Adults, $7/Children 3-11, 2 & Under Free

Candlelight Stroll

DECEMBER 7, 14, 15, 16, and 28 • 7:00 PM • DEPARTS FROM INFORMATION BOOTH AT ANNAPOLIS CITY DOCK

Welcome the holidays with an evening stroll through historic Annapolis. Glowing lanterns light your way as you stroll around Maryland's historic state capital. Our guides in colonial attire will help you bring the joys of the holidays to life. Reservations required.

$14/Adults, $7/Children 3-11, 2 & Under Free

Watermark Wedding Showcase

APRIL 15 • 1:00 - 3:00 PM

A Watermark yacht is the perfect location for your special day. Join us aboard *Catherine Marie* and meet the area's premiere wedding service and product providers.

$10 advanced purchase, $15 at the door

St. Michaels Food & Wine Festival

APRIL 28 • ROUNDTRIP CRUISE • 9:30 AM - 5:30 PM
DEPARTS ANNAPOLIS CITY DOCK

Cruise across the bay to St. Michael's for this special event. Observe gourmet chefs giving recipe demonstrations, attend wine seminars and wine tastings. Ticket includes round-trip transportation and admission to the festival.

Visit www.watermarkspecialevents.com for information and ticket price

Cinco de Mayo Fiesta

MAY 5 • 8:00 - 11:00 PM

Step aboard *Lady Sarah* for a festive evening of Latin music, food and cruising the scenic Severn River.

$35/Person

Blue Angels Demonstration Cruise *

MAY 23 • 1:00 - 3:00 PM

Experience this exciting air show performed by elite Navy pilots over the Severn River.

$38/Adults, $28/Children 3-11, 2 & Under Free

Rock N' River Cruises - Summer Concert Series

Join WRNR 103.1 FM and Watermark for the 2007 Summer Concert Series. Step aboard *Harbor Queen* and cruise for 3 hours as you listen to top artists and enjoy the sights of the Severn River. **Listen to WRNR or visit www.harborqueen.com for upcoming dates and performers.**

Ticket price varies by performer

Independence Day Fireworks Cruises *

JULY 3 and JULY 4 • 3 HOURS

Enjoy the best seat in town for the spectacular Annapolis Harbor fireworks. DJ and snacks included. You can even celebrate the holiday a day early!

*JULY 3: DJ not included * $40/Adults, $20/Children 3-11, 2 & Under Free*
JULY 4: $45/Adults, $25/Children 3-11, 2 & Under Free

Moonlight Madness Cruise

JULY 27 • 8:00 - 11:00 PM

Come celebrate under the full moon with music, food and cruising the Severn River aboard *Harbor Queen*. Any excuse to have a party! Pajamas welcome.

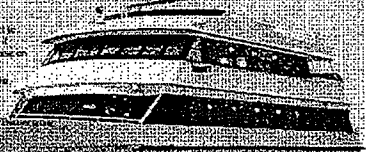
$35/Person

Pirates, Rum & Reggae Cruise

SEPTEMBER 29 • 8:00 - 11:00 PM

Listen to smooth Caribbean music while sipping a rum drink and enjoying the sights of the scenic Severn River aboard *Harbor Queen*.

$35/Person



Private Charters

Let us plan your Annapolis itinerary. Our knowledgeable staff can create a custom package to suit your needs.

For school and youth groups, call us about our special rates.

Tour Operators and Groups call for booking pricing.

REG518

2007 TOUR SCHEDULE

Walk with the Colonials

Colonial Stroll

DEPARTS AT 10:30 AM from 44 CALVERT ST.

APRIL 1 - NOV. 4 Daily

Three Centuries Walking Tour

DEPARTS AT 1:30 PM from INFORMATION BOOTH AT CITY DOCK

APRIL 1 - OCT. 3	OCT. 20 - MARCH 31
Daily	Saturdays

African-American Heritage Tour

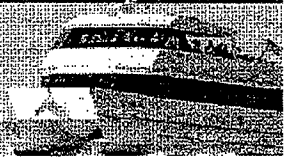
DEPARTS AT 10:30 AM from HISTORYQUEST - 99 MAIN ST.

FEBRUARY 3, 10, 17, 24	MAY 5 - SEPT. 29
Reservations required for February dates only.	Saturdays

Daily Cruises

All Cruises Depart from Annapolis City Dock. Beverage service and snacks available on all boats except Water Taxis. For auditions & schedule changes call our information line, 410-268-7600, or visit our website calendar, www.watermarkjourney.com.

Any trip may be cancelled due to severe weather, mechanical breakdown or lack of participation.



40-MINUTE NARRATED CRUISES

Annapolis Harbor & U.S. Naval Academy

Step aboard *Harbor Queen* for a narrated cruise of historic Annapolis Harbor and the banks of the U.S. Naval Academy. Enjoy getting on the water and catching a glimpse of the Bay Bridges.

$10.00/Adults, $4.00/ Children 3-11, 2& Under Free

MARCH 24 - MAY 11	SEPT. 4 - SEPT. 30
Weekdays 12:00 PM - 5:00 PM Weekends 11:00 AM - 6:00 PM	Weekdays 12:00 PM - 4:00 PM Weekends 11:00 AM - 5:00 PM
MAY 12 - SEPT. 3	**FOR FALL SCHEDULE**
Weekdays 11:00 AM - 4:00 PM Weekends & Holidays 11:00 AM - 7:00 PM	Visit www.watermarkjourney.com or call 410.268.7600

Spa Creek Cruise

Cruise Annapolis Harbor, the headwaters of Spa Creek, the residential area of old Annapolis, and the banks of the U.S. Naval Academy. The cruise narration covers the area's history from the 17th century to the present.

$10.00/Adults, $4.00/ Children 3-11, 2& Under Free

APRIL 21 - MAY 28	SEPT. 4 - SEPT. 30
Weekdays 3:30 PM - 6:30 PM Weekends 1:30 PM - 6:30 PM	Weekdays 3:30 PM - 6:30 PM Weekends 1:15 PM - 7:15 PM
MAY 29 - SEPT. 3	**FOR FALL SCHEDULE**
Weekdays 3:30 PM - 8:30 PM Weekends & Holidays 1:15 PM - 8:15 PM	Visit www.watermarkjourney.com or call 410.268.7600

Captain Billy Baye's Pirates of the Chesapeake

Enjoy a romping good time with Captain Billy Baye as he and his sidekick, Grumpy Stumpy the Pirate Cat, entertain audiences of all ages with games, music and imaginative tales of piracy.

$15/Adults $10/Children 3-11, 2 & Under Free - 1 hour

DEPARTS AT 10:45 AM

MAY 26 - JUNE 17	JUNE 22 - SEPT. 3
Weekends & Holidays	Friday thru Sunday & Holidays

2000 Best of Annapolis Award for Water Taxi Service

90-MINUTE NARRATED CRUISES

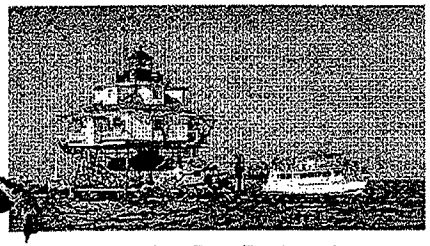
Scenic Severn River Cruise

A spectacular 6-mile cruise on the beautiful scenic Severn River and of historic Annapolis Harbor including the banks of the U.S. Naval Academy.

$18/Adults, $10/Children 3-11, 2 & Under Free

DEPARTS AT 12:30 PM

APRIL 21 - MAY 13 Weekends	MAY 18 - SEPT. 3 Friday thru Monday & Holidays	SEPT. 6 - SEPT. 30 Weekends



Chesapeake Bay Bridges Cruise

Marvel at the engineering feat as you cruise under the twin spans of the Bay Bridges that connect the eastern and western shores of Maryland.

$18/Adults, $10/Children 3-11, 2 & Under Free

DEPARTS AT 2:30 PM

APRIL 21 - MAY 13 Weekends	SEPT. 6 - SEPT. 30 Weekends
MAY 18 - SEPT. 3 Friday thru Monday & Holidays	

Thomas Point Lighthouse Cruise

The Thomas Point Light is the most recognized lighthouse in Maryland. View this National Historic Landmark as you cruise the Chesapeake Bay.

$18/Adults, $10/Children 3-11, 2 & Under Free

DEPARTS AT 4:30 PM

APRIL 21 - MAY 13 Weekends	SEPT. 6 - SEPT. 30 Weekends
MAY 18 - SEPT. 3 Friday thru Monday & Holidays	

Bay Lighthouses Cruise

2005 Heritage Award Winner

Step aboard and cruise by Thomas Point, Sandy Point Shoal and Baltimore Harbor Lighthouses. Enjoy the view as you cruise under the twin spans of the Bay Bridges. Our turn of the century lighthouse keeper will provide an entertaining and informative live narration. Reservations are recommended.

$35/Adults, $17/Children 3-11, 2 & Under Free

DEPARTS AT 12:15 PM & 3:15 PM

MAY 27 - SEPT. 2 Sunday	MAY 28 and SEPT. 3 Monday	JULY 4 Wednesday

Day On The Bay to St. Michaels

Cruise across the Bay to spend over three hours at this quaint, historic village, enjoying fresh seafood, boutique shopping and historic sites, all within walking distance. Cash beverage and snack service onboard. Ticket includes complimentary admission to the Chesapeake Bay Maritime Museum and coffee and doughnuts on the morning cruise. Reservations are recommended.

Saturdays: $60/Adults, $30/Children 3-11, 2 & Under Free

Mondays: $55/Adults, $27.50/Children 3-11, 2 & Under Free

ROUND TRIP TO ST. MICHAELS - 9 HOURS

MAY 19 - SEPT. 29 Saturdays	JULY 2 - AUG. 27 Mondays

Ride the Water Taxi

VHF channel 68 / Phone: 410-263-0033

SPA CREEK: Serving the shops and restaurants of historic Spa Creek, approximately on demand. Contact the Captain via pick-up City Dock and state your destination. Hail must be within Two Miles.

BACK CREEK: Serving City Dock to Back Creek on the hour, eight thousand to Horn's Back Creek for One Way transportation. Pick-up must be called 15 minutes before the hour.

MID MAY TO LABOR DAY: MON. - THUR. 9:30 AM - 11:00 PM; FRI. 9:30 AM - 1:00 AM; SAT. 9:00 AM - 1:00 AM; SUN. 9:30 AM - 11 PM

Schedules subject to change depending upon destination. Arrangements may be made to Back Creek and Upper Spa Creek. For April and May/ September & October hours, call the captain at 410-263-0033.

REG519

REQUEST NO. 75:

Admit that Discover Annapolis Tours is a competitor.

RESPONSE TO REQUEST NO. 75:

Admit that both Registrant and Discover Annapolis Tours offer tour guiding services.

REQUEST NO. 76:

Admit that Discover Annapolis Tours uses the wording Annapolis Tours in advertising tours in or about Annapolis.

RESPONSE TO REQUEST NO. 76:

Registrant can neither admit nor deny this request. Registrant is unaware that Discover Annapolis Tours uses the wording "Annapolis Tours" as a service mark.

REQUEST NO. 77:

Admit that, to the best of your knowledge, You were aware that Discover Annapolis Tours used the wording Discover Annapolis Tours in advertising in 1996.

RESPONSE TO REQUEST NO. 77:

Deny.

REQUEST NO. 78:

Admit that Discover Annapolis Tours uses Annapolis Tours on its website <discover-annapolis.com>.

RESPONSE TO REQUEST NO. 78:

Deny that Discover Annapolis Tours uses "Annapolis Tours" as a service mark on its website.

REQUEST NO. 79:

Admit that You were aware of Discover Annapolis Tours offering tours in or about Annapolis in 2005.

RESPONSE TO REQUEST NO. 79:

Admit.

REQUEST NO. 80:

Admit that You were aware of Discover Annapolis Tours offering tours in or about Annapolis in 2004.

RESPONSE TO REQUEST NO. 80:

Admit.

REQUEST NO. 81:

Admit that You are aware of Discover Annapolis Tours offering tours in or about Annapolis to date.

RESPONSE TO REQUEST NO. 81:

Registrant objects to this request as vague. The request says "to date" but does not give an earlier date. Insofar as this request is understood, Registrant admits that Discover Annapolis Tours currently offers tours in or about Annapolis.

REQUEST NO. 82:

Admit that, to the best of your knowledge, You were aware that Discover Annapolis Tours used the wording Discover Annapolis Tours in advertising in 2005.

RESPONSE TO REQUEST NO. 82:

Deny.

REQUEST NO. 83:

Admit that, to the best of your knowledge, You were aware that Discover Annapolis Tours used the wording Discover Annapolis Tours in advertising in 2004.

RESPONSE TO REQUEST NO. 83:

Deny.

REQUEST NO. 84:

Admit that You have not sent a cease and desist letter to Discover Annapolis Tours regarding its use of Annapolis Tours.

RESPONSE TO REQUEST NO. 84:

Admit.

REQUEST NO. 85:

Admit that You do not object to Discover Annapolis Tours using Annapolis Tours.

RESPONSE TO REQUEST NO. 85:

Deny. Registrant is unaware of any use by Discover Annapolis Tours of "Annapolis Tours" as a service mark.

REQUEST NO. 86:

Admit that You are aware that, to the best of your knowledge, Capital City Colonials offers tours about Annapolis.

RESPONSE TO REQUEST NO. 86:

Admit.

REQUEST NO. 87:

Admit that You are aware that, to the best of your knowledge, Capital City Colonials offers tours in Annapolis.

RESPONSE TO REQUEST NO. 87:

Admit.

REQUEST NO. 88:

Admit that Capital City Colonials is a competitor.

RESPONSE TO REQUEST NO. 88:

Admit that both Registrant and Capital City Colonials offer tour guiding services.

REQUEST NO. 89:

Admit that Capital City Colonials uses the wording Annapolis Tours in advertising tours in or about Annapolis.

RESPONSE TO REQUEST NO. 89:

Registrant can neither admit nor deny this request. Registrant is unaware that Capital City Colonials uses the wording "Annapolis Tours" as a service mark.

REQUEST NO. 90:

Admit that Capital City Colonials uses "Annapolis Tours" on its website <annapoliswalkingtour.com>.

RESPONSE TO REQUEST NO. 90:

Deny that Capital City Colonials uses "Annapolis Tours" as a service mark on its website.

REQUEST NO. 91:

Admit that You were aware of Capital City Colonials offering tours in or about Annapolis as of 2005.

RESPONSE TO REQUEST NO. 91:

Deny.

REQUEST NO. 92:

Admit that You are aware of Capital City Colonials offering tours in or about Annapolis to date.

RESPONSE TO REQUEST NO. 92:

Registrant objects to this request as vague. The request says "to date" but does not give an earlier date. Insofar as this request is understood, Registrant admits that Capital City Colonials currently offers tours in or about Annapolis.

REQUEST NO. 93:

Admit that You have not sent a cease and desist letter to Capital City Colonials in connection with offering tours in or about Annapolis.

RESPONSE TO REQUEST NO. 93:

Admit.

REQUEST NO. 94:

Admit that You do not object to Capital City Colonials using the terms Annapolis Tours in connection with offering tours in or about Annapolis.

RESPONSE TO REQUEST NO. 94:

Deny. Registrant is unaware of any use by Capital City Colonials of "Annapolis Tours" as a service mark.

REQUEST NO. 95:

Admit that You are aware that, to the best of your knowledge, Annapolis Ghost Tours offers tourism services about Annapolis.

RESPONSE TO REQUEST NO. 95:

Admit.

REQUEST NO. 96:

Admit that You are aware that, to the best of your knowledge, Annapolis Ghost Tours offers tourism services in Annapolis.

RESPONSE TO REQUEST NO. 96:

Admit.

REQUEST NO. 97:

Admit that Annapolis Ghost Tours is a competitor.

RESPONSE TO REQUEST NO. 97:

Admit that both Registrant and Annapolis Ghost Tours offer tour guiding services.

REQUEST NO. 98:

Admit that Annapolis Ghost Tours uses the wording Annapolis Tours in advertising tours in or about Annapolis.

RESPONSE TO REQUEST NO. 98:

Registrant can neither admit nor deny this request. Registrant is unaware that Annapolis Ghost Tours uses the wording "Annapolis Tours" as a service mark.

REQUEST NO. 99:

Admit that Annapolis Ghost Tours uses "Annapolis Tours" on its website <ghostsofannapolis.com>.

RESPONSE TO REQUEST NO. 99:

Deny that Annapolis Ghost Tours uses "Annapolis Tours" as a service mark on its website.

REQUEST NO. 100:

Admit that You were aware of Annapolis Ghost Tours offering tours in or about Annapolis as of 2005.

RESPONSE TO REQUEST NO. 100:

Admit.

REQUEST NO. 101:

Admit that You were aware of Annapolis Ghost Tours offering tours in or about Annapolis as of 2004.

RESPONSE TO REQUEST NO. 101:

Deny.

REQUEST NO. 102:

Admit that You are aware of Annapolis Ghost Tours offering tours in or about Annapolis

to date.

RESPONSE TO REQUEST NO. 102:

Registrant objects to this request as vague. The request says "to date" but does not give an earlier date. Insofar as this request is understood, Registrant admits that Annapolis Ghost Tours currently offers tours in or about Annapolis.

REQUEST NO. 103:

Admit that You have not sent a cease and desist letter to Annapolis Ghost Tours in connection with offering tours in or about Annapolis.

RESPONSE TO REQUEST NO. 103:

Admit.

REQUEST NO. 104:

Admit that You do not object to Annapolis Ghost Tours using Annapolis Tours in connection with offering tours in or about Annapolis.

RESPONSE TO REQUEST NO. 104:

Deny. Registrant is unaware of any use by Annapolis Ghost Tours of "Annapolis Tours" as a service mark.

REQUEST NO. 105:

Admit that You are aware that, to the best of your knowledge, Kayak Annapolis Tours offers tours about Annapolis.

RESPONSE TO REQUEST NO. 105:

Deny.

REQUEST NO. 106:

Admit that You are aware that, to the best of your knowledge, Kayak Annapolis Tours offers tours in Annapolis.

RESPONSE TO REQUEST NO. 106:

Deny.

REQUEST NO. 107:

Admit that Kayak Annapolis Tours is a competitor.

RESPONSE TO REQUEST NO. 107:

Deny.

REQUEST NO. 108:

Admit that Kayak Annapolis Tours uses the wording Annapolis Tours in advertising tours in or about Annapolis.

RESPONSE TO REQUEST NO. 108:

Registrant can neither admit nor deny this request. Registrant is unaware that Kayak Annapolis Tours uses the wording "Annapolis Tours" as a service mark.

REQUEST NO. 109:

Admit that Kayak Annapolis Tours uses "Annapolis Tours" on its website <kayakannapolistours.com >.

RESPONSE TO REQUEST NO. 109:

Deny that Kayak Annapolis Tours uses "Annapolis Tours" as a service mark on its website.

REQUEST NO. 110:

Admit that You were aware of Kayak Annapolis Tours offering tours in or about Annapolis as of 2005.

RESPONSE TO REQUEST NO. 110:

Deny.

REQUEST NO. 111:

Admit that You were aware of Kayak Annapolis Tours offering tours in or about Annapolis as of 2004.

RESPONSE TO REQUEST NO. 111:

Deny.

REQUEST NO. 112:

Admit that You are aware of Kayak Annapolis Tours offering tours in or about Annapolis to date.

RESPONSE TO REQUEST NO. 112:

Registrant objects to this request as vague. The request says "to date" but does not give an earlier date. Insofar as this request is understood, Registrant is unaware whether Kayak Annapolis Tours currently offers tours in or about Annapolis.

REQUEST NO. 113:

Admit that You have not sent a cease and desist letter to Kayak Annapolis Tours in connection with offering tours in or about Annapolis.

RESPONSE TO REQUEST NO. 113:

Admit.

REQUEST NO. 114:

Admit that You do not object to Kayak Annapolis Tours using Annapolis Tours in connection with offering tours in or about Annapolis.

RESPONSE TO REQUEST NO. 114:

Deny. Registrant is unaware of any use by Kayak Annapolis Tours of "Annapolis Tours" as a service mark.

REQUEST NO. 115:

Admit that persons offering tours may use CITY+TOURS phrasing (being defined as any city plus the word tours like Annapolis Tours or Baltimore Tours) in advertising.

RESPONSE TO REQUEST NO. 115:

Registrant can neither admit nor deny this request because it calls for a legal conclusion Registrant is not qualified to make.

REQUEST NO. 116:

Admit that Petitioner may advertise with the phrase "Annapolis Tours" so long as it is not used as a trademark.

RESPONSE TO REQUEST NO. 116:

Registrant can neither admit nor deny this request because it calls for a legal conclusion Registrant is not qualified to make.

REQUEST NO. 117:

Admit that Respondent has compensated Matt Grubbs from time to time to provide trolley tour transportation for Respondent.

RESPONSE TO REQUEST NO. 117:

Deny.

REQUEST NO. 118:

Admit that Respondent has not used "Annapolis Tours" on its name badges that its tour guides wear when conducting the guided tours.

RESPONSE TO REQUEST NO. 118:

Admit.

CHESAPEAKE MARINE TOURS, INC.,
D/B/A, WATERMARK CRUISES

Date: March 7, 2011 By: H. Jay Spiegel

H. Jay Spiegel
Attorney for Respondent
Registration No. 30,722

H. Jay Spiegel

H. Jay Spiegel & Associates, PC
PO Box 11
Mt. Vernon, VA 22121-0011
Phone: (703) 619-0101
jayspiegel@aol.com – e-mail

CERTIFICATE OF SERVICE

I, H. Jay Spiegel, hereby certify that on March 7, 2011, I served the foregoing Respondent Chesapeake Marine Tours Inc.'s Response to Petitioner's Third Set of Requests for Admissions (Nos. 69-118) on Petitioner via electronic mail to mtyde@thorpetyde.com, jgoins@thorpetyde.com, and jwpenland@jwpenland.com.

H. Jay Spiegel

Dated: March 7, 2011

By: H. Jay Spiegel
Attorney for Respondent
Registration No. 30,722

H. Jay Spiegel
H. Jay Spiegel & Associates, PC
PO Box 11
Mt. Vernon, VA 22121-0011
Phone: (703) 619-0101
jayspiegel@aol.com – e-mail

Exhibit M

Herrmann

3-28-11 EXHIBIT DSH
Gosselin 22

Herrmann Advertising Design/Communications
209 West Street, Annapolis, Maryland 21401-3454

STATEMENT

Paula Fishback
ThreeCenturiesTours/Annap.
48 Maryland Avenue
Box 29
Annapolis, MD 21404

Date
10/6/96

AMOUNT REMITTED

AAACCVB Visitors Guide Advertising $ _____

Date	Invoice No.	Description	Charges	Payments	Balance
		Advertising Space			

Thanks again Paula for all your good deeds!! (
Jen Hi

REG257

Trade Secret/
Commercially
Sensitive

10/6/96 Finance Charge $0.00 $0.00

Current	30 Days	60 Days	90 Days	Amount Due
				$0.00

Annapolis 410 • 267 • 6522 Baltimore 410 • 269 • 0198 Washington 301 • 261 • 2688 FAX 301 • 261 • 1529

Chapel & Crypt of John Paul Jones Chapel cornerstone laid in 1904 by Adm. Dewey. "Cathedral of the Navy" contains Tiffany stained glass windows, memorials and votive ship. Beneath the Chapel is the Crypt of John Paul Jones, famous Revolutionary War naval hero. Open Mon. - Sat., 9a.m. - 5p.m. and Sun., 1p.m. - 4p.m. except for weddings, funerals and memorial services. Public may attend interdenominational worship services Sunday mornings.

U.S. Naval Academy Museum & Gallery of Ships, Preble Hall Ship models, paintings, prints, flags, uniforms, swords, firearms, rare books, photographs and personal memorabilia. Mon. - Sat., 9a.m. - 5p.m.; Sun. 11a.m. - 5p.m.; Closed Christmas, New Year's and Thanksgiving.

Statue of Tecumseh Bronze replica of *USS Delaware's* wooden figurehead 'Tamanend.' Located in the front of Brancroft Hall and decorated by midshipmen for athletic events.

U.S. Naval Institute and Bookstore 122-year-old professional association (85,000 members) advances scientific and literary knowledge of the sea services. Publishes *Proceedings* and *Naval History* magazines, over 500 books, and houses over 450,000 historic images. Bookstore open Mon-Sat 9 am – 5 pm; Sun 11 am – 5 pm. Preble Hall, 118 Maryland Ave *(410) 268-6110*

ANNE ARUNDEL COUNTY SITES

All Hallows Episcopal Church Pastorate of Mason Locke Weems, biographer of George Washington. Built in 1710. Rt. 2 & Brick Church Rd. Davidsonville, MD 21035 *(410) 798-0808*

Benson-Hammond House Early 19th century farmhouse built by Thomas Benson, on the National Register of Historic Places. Contains four period rooms, museum and museum shop. Open Tues. through Sat. 11 am – 3 pm. Fee. Aviation Blvd. & Andover Rd., P.O. Box 385, Linthicum, MD 21090 *(410) 768-9518*

Captain Salem Avery House Restored waterman's home and museum on the West River operated by Shady Side Rural Heritage Society. Open Sun 1– 4 pm and by appointment. Free. 1418 E. West Shadyside Rd. Shady Side, MD 20764 *(410) 867-4486*

London Town House & Gardens National Historic Landmark on the South River, minutes from Annapolis, the house at London Town shares a dramatic waterfront setting with eight-acre woodland gardens. Archaeologists dig in search of the Lost Town of London on an ongoing basis. House tours hourly. Gift Shop. Tue-Sat 10-4, Sun 12-4. Managed by the London Town Foundation, Inc. in cooperation with Anne Arundel County Department of Recreation & Parks. For information about education programs, group tours, weddings, meetings, call *(410) 222-1919*

St. James Parish Built in 1763. Graveyard contains two oldest known tombstones in Maryland. Established 1692. 5757 Solomons Island Rd., Lothian, MD 20711 *(410) 867-2838*

Thomas Point Lighthouse Erected in 1875, this was one of the last manned lighthouses on the Chesapeake Bay and is now one of the few surviving screwpile offshore lighthouses still in use by the Coast Guard. Listed on the National Register of Historic Landmarks. Located at the mouth of the South River.

Abington Farm

Special Group Events
In An Elegant Wooded Estate
Setting. Located 15 Minutes
From Annapolis.

Equestrian Management

Shows And Boarding

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Crownsville, MD 21032
(410) 793-0037
FAX: (410) 793-0084

Come Aboard Living History

Visit the *fully restored*
S.S. JOHN W. BROWN,
***one of only two* surviving**
World War II Liberty Ships.

Built in Baltimore where it makes its permanent home.

Available for:
Guided Tours
Special Occasions
Catered Events

PROJECT
LIBERTY SHIP

(410) 661-1550

P.O. Box 25846 • Highlandtown Station
Baltimore, MD 21224

Annapolis Tours

Walk with The Colonials
on an informative and entertaining tour.
Allow two hours.

U.S. Naval Academy
Chapel • Crypt of John Paul Jones
Bancroft Hall Dormitory
Armel-Leftwich Visitor Center

Historic District of Annapolis
Maryland State House Interior
Historic Mansion Exteriors
St. John's College • City Dock
Wm. Paca Garden

April 1 through October 31
10:30 am Visitor Center
26 West Street
1:30 p.m. Information Booth
City Dock

November 1 through March 31
Saturday Only at 2:30 p.m.
Gibson's Lodgings
110 Prince George Street
Charge: $8.00 Adults • $3.00 Students

Group Programs Available
Naval Academy/Historic District Tours
Sightseeing to Washington, Baltimore
and the Eastern Shore of Maryland
Theme Dinners • Spouse Programs

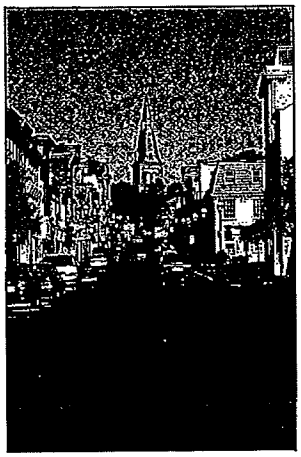
Three Centuries Tours of Annapolis
48 Maryland Ave, P.O. Box 29
Annapolis, MD 21404
Tel.: (410) 263-5401
Fax: (410) 263-1901

DISCOVER ANNAPOLIS Tours

Relax and enjoy a ride in our comfortable, climate controlled mini-bus! Friendly local guides describe Annapolis history, architecture, folklore and trivia.

See the State House, city dock, historic homes and buildings dating from colonial days, the Eastport waterfront maritime area, incomparable water views from three bridges and the Severn River overlook.

One hour tours depart from the Visitors Center at 26 West Street.



Call for ticket and schedule information: (410)

626-6000

Custom tours and group charters available—inquire about our custom wedding transportation services.

For further information call 410.626.6000 or write to Discover Annapolis Tours, 31 Decatur Ave. Annapolis, MD 21403.

AREA SITES

National Aquarium in Baltimore The National Aquarium in Baltimore features more than 9,000 creatures in naturalistic exhibits. Visitors wander through a tropical rain forest teeming with plant and animal life; come eye to eye with sleek sharks and thrill to the power and grace of bottlenose dolphins. *Jellies: Phantoms of the Deep*, the Aquarium's newest exhibit, is now showing through December 1997. *(410) 576-3800*

Project Liberty Ship—SS John W. Brown Non-profit volunteer organization engaged in the preservation, restoration and operation of the historic liberty ship, SS John W. Brown as a living memorial museum. To obtain cruise information, arrange for special tours or private functions, contact the staff office. *(410) 661-1550*

ART/ART GALLERIES

Annapolis Pottery A real working stoneware pottery in the heart of the historic district. Located on State Circle at Francis Street, directly across from the entrance to the State House, the pottery offers children, aging and otherwise, a first hand view of how pottery is made, beginning with a lump of raw clay right through to the final glaze firing. Kids sit on the famous "bleachers" for as long as their attention spans hold out and watch potters throwing on the wheel, hand-building, decorating or whatever happens to be going on at the time. The staff is happy to explain the process to those with a keener interest, and free "magic" hearts are awarded to all for good behavior. 40 State Circle, Annapolis, MD 21401 Mon-Sat 10-6; Sun 10-5. *(410) 268-6153*

The Annapolis & Anne Arundel County

VISITORS CENTER

Located within the Historic District
A Short Walk from the City Dock

Open Daily 9:00 a.m. to 5:00 p.m.
26 West Street, Annapolis, MD
(410) 280-0445

ALL YOU NEED TO PLAN YOUR VISIT!

Information Available On

Local Transportation
Accommodations - Attractions
Activities - Tours - Boat Charters
Restaurants - Recreation - Shopping

Services Available

Reservation Service - Gift Shop
Tours Departing Daily

Park In Gotts Court Garage
Off Calvert or Northwest Street
One-Half Hour Free
Parking With Validation

ANNAPOLIS & ANNE ARUNDEL COUNTY
CONFERENCE & VISITORS BUREAU

Aurora Gallery Paintings, original prints and fine crafts. Changing exhibitions of contemporary works by local and regional artists. Varied and unique hand blown glass, jewelry, pottery, wood, soft sculpture and other fiber works. Monday through Saturday, 10 am - 5 pm; Sunday, 1 pm - 5 pm. 67 Maryland Ave., Annapolis, MD 21401 *(410) 263-9150*

Maryland Federation of Art Gallery on the Circle The MFA is a non-profit member-supported organization that was established in 1963 to provide artists with educational and professional exhibiting opportunities. Located next to the State Capitol, the gallery features all media juried exhibitions by regional member artist. Exhibitions also include juried art works by non-member artists competing on a national level. Monthly receptions for the changing shows are free and open to the public. New memberships are welcomed. Tuesday through Sunday 11 am - 5 pm. 18 State Circle, Annapolis, MD 21404 *(410) 268-4566 TDD*

The League of Maryland Craftsmen Unique treasures by Maryland craftsmen. Offering a wide variety of original wood turnings, jewelry, glass, pottery, baskets, sculpture, photography and paintings by over 70 artists. Monday - Saturday 10 am - 5:30 pm. Sunday 12 noon - 5:30 pm. January through March, closed Tuesdays. 54 Maryland Ave., Annapolis, MD 21401 *(410) 626-1277*

Maryland Hall for the Creative Arts/ Cardinal Gallery Small gallery with changing exhibits. Please call for schedule. Open Monday and Friday, 9 am - 5 pm. 801 Chase Street, Annapolis, MD 21401 *(410) 263-5544*

The Mitchell Art Gallery Features significant works of art in exhibitions that change regularly. Exhibit related lectures and gallery talks. Open Tuesday through Sunday, noon – 5 pm; Friday, 7 pm – 8 pm. Closed Mondays. St. John's College 60 College Avenue, Annapolis, MD 21401 *(410) 626-2556*

Nancy Hammond Editions Limited edition silk–screen prints and originals by Nancy Hammond. Sailing, the US Naval Academy and tropical ports are prominent themes. Emphasis is on Nancy Hammond's well known contemporary designs, also found on shirts, prints, puzzles and cards. 64 State Circle, Annapolis, MD 21401 *(410) 267-7711*

Whitehall Art Editions, Ltd. Exclusive representation for Maryland artist, Mort Kuff Wildlife art (original paintings and limited edition prints). Publishers of Maryland–oriented posters and prints. Specialized illustrative art, impact posters and graphics of every description. P.O. Box 6338, Annapolis, MD 21401-0338 *(410) 757-5057*

Annapolis & Anne Arundel County Visitors Guide Listing Update

We are preparing the 1997/1998 edition of our comprehensive Visitors Guide. Attached is a copy of your listing from the 1996/1997 edition.

Please Review the Attached Listing Immediately!

Complete This Form Immediately!

Return This Form Immediately!

3-28-11 EXHIBIT P5/+ Gosselin 23

Your listing MUST be received *no later* than **July 15, 1997** a
Mail: 26 West Street ~ Annapolis, M
FAX: (410) 263-9591

☐ I have reviewed the attached listing from the 1996/1997 edition of the Visitors Guide and *have no changes.*

☑ I have reviewed the attached listing and *enclose my changes.*

PAULA FISHBACK
Name (please print)

THREE CENTURIES TOURS
Company (please print)

Please place my listing in one of the following exisitng sections: **(check only one!)**

- ☐ Accommodations
  - ☐ Hotels
    - ☐ Annapolis Historic District
    - ☐ Annapolis Area
    - ☐ BWI Area
    - ☐ South & West County
    - ☐ Eastern Shore
  - ☐ Small Hotels
    - ☐ Annapolis Historic District
  - ☐ Bed 'n Breakfasts
    - ☐ Annapolis Historic District
    - ☐ Annapolis Area
    - ☐ South County
  - ☐ Boat 'n Breakfasts
  - ☐ Reservation Services
  - ☐ Whole House Rentals
  - ☐ Real Estate
- ☐ Restaurants
  - ☐ Annapolis Historic District
  - ☐ West Annapolis
  - ☐ Eastport/Annapolis Neck
  - ☐ Annapolis Area
  - ☐ Edgewater Area
  - ☐ Arnold & St. Margaret's Area
  - ☐ South County
  - ☐ BWI Area
  - ☐ West County
  - ☐ Banquet Facilities
  - ☐ Caterers
- ☐ Festivals & Events
- ☐ Attractions
  - ☑ Guided Sightseeing Tours
  - ☐ Annapolis Historic District Sites
  - ☐ U.S. Naval Academy Sites
  - ☐ Anne Arundel County Sites
  - ☐ Maryland Area Sites
  - ☐ Art/Art Galleries
- ☐ Recreation/Shopping
  - ☐ Biking/Hiking/Ballooning
  - ☐ Campgrounds
  - ☐ Charter the Chesapeake
  - ☐ Entertainment
  - ☐ Golf
  - ☐ Park Facilities
  - ☐ Shopping
  - ☐ Spectator Sports
  - ☐ Swimming
- ☐ Event Planning & Other Services
  - ☐ Weddings
  - ☐ Transportation Services
  - ☐ Personal Services
  - ☐ Photography
  - ☐ Publications
  - ☐ Planning Services
  - ☐ Printing Services
  - ☐ Health & Salon Services
  - ☐ Airlines
  - ☐ Automobile Rentals
  - ☐ Travel Agents
  - ☐ Miscellaneous

REG262

Trade Secret/ Commercially Sensitive

Member listing information:

Three Centuries Tours of Annapolis Walking tours of the Naval Academy and Historic District of Annapolis conducted by guides in colonial dress. Daily April 1 through October 31, 10:30 am Visitor Center, 26 West St., 1:30 pm Information Booth, City Dock. SAT. ONLY, November 1 through March 31, 2:30 pm Gibson's Lodging, 110 Prince George St. Call or write for further information: 48 Maryland Ave., P.O. Box 29, Annapolis, MD 21404 *(410) 263-5401*

please add e-mail address & website address if possible (see below)

☐ O.K. - I do not want any changes to my listing information
☑ Please make the changes, indicated above, to my listing information

Website Information

(Note: This information is for internet purposes only!)

As an AAACCVB member, you are offered a complimentary link to our website for **one** year in exchange for a reciprocal link to your site.

Your website address: www.annapolis-tours.com

Your e-mail address: tct@radix.net

Return to the AAACCVB ~ 26 West Street, Annapolis MD 21401
or FAX to: (410) 263-9591

REG263
Trade Secret/
Commercially
Sensitive

Done 8/26

STATE OF MARYLAND BROCHURE REQUEST

Please send 500 copies of Annapolis Tours

TO: Chesapeake House Welcome Center
P.O. Box 785
Perryville, Maryland 21903
(410) 287-2313

You may also use U.P.S.
Chesapeake Information Center I-95
North East, Maryland 21901

3-28-11 EXHIBIT DSH
Gosselin 24

Please advise us if unable to meet this request. The Chesapeake House Welcome Center is under the management of the Maryland Office of Tourism Development.

Thank You. Helen Warzecha

BROCHURE REQUEST

I-70 West Information Center
General Delivery
Myersville, MD 21773
(301) 293-4161

Post Office Mailed 2/16/00 $5.40

Desired Quantity	Name of Brochure
300	Annapolis [redacted]
	[redacted] Tours

Delivery by United Parcel Service is preferred but mail will be accepted at Myersville [redacted]. Please advise if unable to meet this request. Thank You!

Thank You, Carol Alphin

REG283

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Commercially
Sensitive

Done 8/24

Brochure Request

Bay Country Welcome Center • U.S. 301 Rest Area • 1000 Welcome Center Drive • Centreville, MD 21617 • (410) 758-6803

DESIRED QUANTITY	NAME OF BROCHURE
500	Annapolis Tours

Please advise if unable to meet this request.

Thank You,

Betsy Lyons

STATE OF MARYLAND BROCHURE REQUEST

Please send 400 copies of Annapolis Tours

TO: Chesapeake House Welcome Center
P.O. Box 785
Perryville, Maryland 21903
(410) 287-2313

UPS 3/22/00

You may also use U.P.S.
Chesapeake Information Center I-95
North East, Maryland 21901

Please advise us if unable to meet this request. The Chesapeake House Welcome Center is under the management of the Maryland Office of Tourism Development.

Thank You.

Helen W.

REG284

Trade Secret/
Commercially
Sensitive

STATE OF MARYLAND BROCHURE REQUEST

Please send 350 copies of Annapolis Tours

TO:

BWI Welcome Center
BWI Airport
3rd Floor
Terminal Building
Baltimore, MD 21240-0766

BWI UPS ADDRESS:
BWI WELCOME CENTER
TERMINAL BUILDING LOWER LEVEL
BWI AIRPORT PIER C
BALTIMORE, MD 21090

Please advise us if unable to meet this request. The BWI Welcome Center is under the management of the Maryland Office of Tourism Development.

Thank You.

STATE OF MARYLAND BROCHURE REQUEST

Please send 500 copies of Annapolis Tours

TO: Chesapeake House Welcome Center
P.O. Box 785
Perryville, Maryland 21903
(410) 287-2313

sent 3/17/04

You may also use U.P.S.
Chesapeake Information Center I-95
North East, Maryland 21901

Please advise us if unable to meet this request. The Chesapeake House Welcome Center is under the management of the Maryland Office of Tourism Development.

Thank You.

REG285

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Commercially
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3-29-04 EXHIBIT DS
Gosselin 25

INVOICE

PRESS EXPRESS

7483-C Candlewood Road
Hanover, MD 21076
Phone: 410.850.4403
Fax: 410.859.3719 www.pressexpress.com

Please Deliver Invoice to Accounting

SOLD TO: Three Centuries Tower

SHIP TO:

INVOICE NUMBER	DATE	DUE DATE
13306	1-13-03	1-21-03

CUSTOMER #	SALESPERSON	ORDERED BY	PHONE #	PURCHASE ORDER #
	CB	Paula	410.263.5401	

QUANTITY ORDERED	DESCRIPTION	JOB PRICE
	Type Changes - Graphics Arts	15.00
10,000	Reads Canada 80# Cream Lustro	
	dull cover PMS 554 green	469.00
	SUB TOTAL	484.00
Delivery Date	SALES TAX	24.20
SIGNATURE	SHIPPING	
PLEASE PAY FROM INVOICE	TOTAL	508.20

White Copy to Customer

Trade Secret/ Commercially Sensitive

REG323

INVOICE

PRESS EXPRESS

7483-C Candlewood Road
Hanover, MD 21076
Phone: 410.850.4403
Fax: 410.859.3719 www.pressexpress.com

Please Deliver Invoice to Accounting

SOLD TO: Three Centuries Tours

SHIP TO:

INVOICE NUMBER	ORDER DATE	DELIVERY DATE
14121	7-3-03	7-11-03

TERMS	SALESPERSON	ORDERED BY	PHONE #	PURCHASE ORDER #
	GB	Paula	410.263.5401	

QUANTITY ORDERED	DESCRIPTION	JOB PRICE
10,000	rack cards green ink on 80# cover lustro-dull cream	499.00
	paid 7-14-03 # ~~13589~~ 13589	
	SUB TOTAL	499.00
	SALES TAX	24.95
SIGNATURE	P. Fishback	SHIPPING
PLEASE PAY FROM INVOICE	White Copy to Customer	TOTAL 523.95

REG324

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Commercially
Sensitive

INVOICE

PRESS EXPRESS

7483-C Candlewood Road
Hanover, MD 21076
(410) 850-4403 • Fax (410) 859-3719

SOLD TO: Three Centuries Tours

SHIP TO:

INVOICE NUMBER	DATE	DELIVERY DATE
101945	10-1-03	10-3-03

CUSTOMER#	SALESMAN #	ORDERED BY	PURCHASE ORDER #	TERMS
	CB			

QUANTITY ORDERED	DESCRIPTION	JOB PRICE
350	Rate Your Guide Cards on 67# Cream vellum bristol	45.00
	Pd 10.5.03 # 13702	
	MPB 3 Cent. Tours	

SIGNATURE		SUBTOTAL	45.00
PLEASE PAY BY INVOICE	REG325	SALES TAX	2.25
	Trade Secret/ Commercially Sensitive	PLEASE PAY THIS AMOUNT	47.25

INVOICE

PRESS EXPRESS

Please Deliver Invoice to Accounting

7483-C Candlewood Road
Hanover, MD 21076
Phone: 410.850.4403
Fax: 410.859.3719
www.pressexpress.com

SOLDTO: Three Centuries Touro

SHIPTO:

INVOICE NUMBER	ORDER DATE	DELIVERY DATE
15748	3.25.04	4-1-04

TERMS	SALESPERSON	ORDERED BY	PHONE #	PURCHASE ORDER #
	CB	Paula		

QUANTITY ORDERED	DESCRIPTION	JOB PRICE
15000	rack Cards	699.00
	4/4 per	
	SUB TOTAL	699.00
	SALES TAX	34.95
SIGNATURE	SHIPPING	
PLEASE PAY FROM INVOICE	TOTAL	733.95

White Copy to Customer

REG326

Trade Secret/ Commercially Sensitive

3-29-11 EXHIBIT
Gosselin 26

INVOICE

PRESS EXPRESS

7483-C Candlewood Road
Hanover, MD 21076
(410) 850-4403 • Fax (410) 859-3719

SOLD TO: Three Centuries Sewer

SHIP TO:

INVOICE NUMBER	DATE	DELIVERY DATE
1221250	12-21-01	1-11-02

CUSTOMER#	SALESMAN #	ORDERED BY	PURCHASE ORDER #	TERMS
	CB	Grace		

QUANTITY ORDERED	DESCRIPTION	JOB PRICE
20	Copies - Guide Manual (2 sides) 3 hole punch first page on canary	233.00

REG332

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SUBTOTAL	233.00
SALES TAX	11.65
PLEASE PAY THIS AMOUNT	244.65

SIGNATURE

PLEASE PAY BY INVOICE

INVOICE

PRESS EXPRESS

7483-C Candlewood Rd.
Hanover, MD 21076
Phone: 410.850.4403
Fax: 410.859.3719

SOLD TO: Three Centuries Tours

SHIP TO:

INVOICE NUMBER	DATE	DELIVERY DATE
11440	12-21-01	1-11-02

CUSTOMER#	SALESMAN	ORDERED BY	PURCHASE ORDER #	PHONE
	CB	Grace		

QUANTITY ORDERED	DESCRIPTION	JOB PRICE
10,000	Rack Cards, 202 burgundy	469.00
	SUBTOTAL	469.00
SIGNATURE	SALES TAX	23.45
PLEASE PAY FROM INVOICE	PLEASE PAY THIS AMOUNT	492.45

REG333
Trade Secret/
Commercially
Sensitive

INVOICE

PRESS EXPRESS

7483-C Candlewood Road
Hanover, MD 21076
Phone: 410.850.4403
Fax: 410.859.3719 www.pressexpress.com

Please Deliver Invoice to Accounting

SOLD TO: Three Continents Secard

SHIP TO:

INVOICE NUMBER	ORDER DATE	DELIVERY DATE
14121	7-3-03	7-11-03

TERMS	SALESPERSON	ORDERED BY	PHONE #	PURCHASE ORDER #
	GB	Paula	410.263.5401	

QUANTITY ORDERED	DESCRIPTION	JOB PRICE
10,000	Rack cards green ink	499.00
	on 80# Coron Lustro-dull Cream	
	SUB TOTAL	499.00
	SALES TAX	24.95
SIGNATURE	P. Fishback	SHIPPING
PLEASE PAY FROM INVOICE	White Copy to Customer	TOTAL 523.95

proof 7-14-03 13589

REG334

Trade Secret/ Commercially Sensitive

INVOICE

PRESS EXPRESS
7483-C Candlewood Road
Hanover, MD 21076
Phone: 410.850.4403
Fax: 410.859.3719 www.pressexpress.com

Please Deliver Invoice to Accounting

SOLD TO: Three Criterias Forever

SHIP TO:

INVOICE NUMBER	DATE	DUE DATE
13306	1-13-03	1-21-03

CUSTOMER #	SALESPERSON	ORDERED BY	PHONE #	PURCHASE ORDER #
	CB	Paula	410.263.5401	

QUANTITY ORDERED	DESCRIPTION	JOB PRICE
	Type Changed - Graphics Arts	15.00
10,000	Rack Cards 80# Cream Textre	
	dull cover PMS554 green)	469.00

		SUB TOTAL	484.00
Delivery Date		SALES TAX	24.20
SIGNATURE	Paula Holbach	SHIPPING	
PLEASE PAY FROM INVOICE	White Copy to Customer	TOTAL	508.20

REG335

Trade Secret/ Commercially Sensitive

INVOICE

PRESS EXPRESS
7483-C Candlewood Road
Hanover, MD 21076
Phone: 410.850.4403
Fax: 410.859.3719
www.pressexpress.com

Please Deliver Invoice to Accounting

SOLD TO: Three Centuries Foods

SHIP TO:

INVOICE NUMBER	ORDER DATE	DELIVERY DATE
15748	3.25.04	4-1-04

TERMS	SALESPERSON	ORDERED BY	PHONE #	PURCHASE ORDER #
	CB	Paula		

QUANTITY ORDERED	DESCRIPTION	JOB PRICE
15000	rack Cards	699.00
	4¢ ea	
	SUB TOTAL	699.00
	SALES TAX	34.95
SIGNATURE	SHIPPING	
PLEASE PAY FROM INVOICE	TOTAL	733.95

White Copy to Customer

REG336

Trade Secret/ Commercially Sensitive

INVOICE

PRESS EXPRESS

7483-C Candlewood Road
Hanover, MD 21076
(410) 850-4403 • Fax (410) 859-3719

SOLD TO: Three Centuries Tours

SHIP TO:

INVOICE NUMBER	DATE	DELIVERY DATE
101945	10-1-03	10-3-03

CUSTOMER#	SALESMAN #	ORDERED BY	PURCHASE ORDER #	TERMS
	CB			

QUANTITY ORDERED	DESCRIPTION	JOB PRICE
350	Rate Your Guide Cards on 67# Cream vellum bristol	45.00
	Pd 10.5.03 # 13702	
	MPB 3 Cent. Tours	

SIGNATURE	REG337	SUBTOTAL	45.00
PLEASE PAY BY INVOICE	Trade Secret/ Commercially Sensitive	SALES TAX	2.25
		PLEASE PAY THIS AMOUNT	47.25

3-29-11 EXHIBIT DS17
Gosselin 27

ATTRACTION DISCOUNT AGREEMENT

[Return to AAA, 1000 AAA Drive (MS 59), Heathrow, FL 32746-5063]

Attraction Name	
THREE CENTURIES TOURS	
Mailing Address 48 MARYLAND AVE ANNAPOLIS, MD 21401	Physical Address SAME
Telephone 410-263-5401	Fax 410-263 1901
email tct@radix.net	Website www.annapolis-tours.com

Effective dates of this agreement: February 2000 to February 2001

The above attraction agrees to abide by the terms and conditions set forth below. In consideration, your attraction will be listed in the AAA TourBooks® in a special discount index and have the SAVE symbol displayed next to the listing, in color, under the town heading.

- The discount must apply to the AAA or CAA member cardholder, holders of a AAA Mastercard or AAA Visa card or international Show Your Card & Save discount card and up to six family members for the effective dates of the TourBook in which the attraction appears.
- A discount must be offered to all age groups and be available whenever the attraction is open.
- The discount offered is 11 % off the standard gate admission price (must be a minimum of 10%). **NOTE: If only** a senior discount is offered, the attraction **will not receive** the SAVE symbol or be mentioned in the index. Senior citizen rates are already listed in the normal attraction rate structure.
- The fact that the attraction is offering a discount to AAA/CAA members must be communicated to all staff members.

The **"Show Your Card & Save"** mark may be displayed in accordance with the following rules and regulations, and such other rules and regulations as AAA may establish from time to time.

Every display of the mark shall be in substantially the following form:

The mark may not be altered, modified, or combined with other design elements. Any other use of the SYC&S mark is subject to advanced approval by AAA.

The mark may only be displayed in the front windows or ticket booths of the premises, it may not be used for any other purpose. It should be displayed in a position that members will be able to clearly see when purchasing tickets. Any use of the AAA mark is strictly forbidden.

The mark shall be relocated or removed upon AAA's request.

AAA may inspect, during normal business hours, the premises to observe the manner in which the **"Show Your Card & Save"** mark is displayed and to observe the manner in which AAA and CAA members are being served.

Printed Name	Title
PAULA M. FISHBACK	PRES
Signature: Paula M. Fishback	Date: 4/20/99

2-4881

Trade Secret/ Commercially Sensitive

REG275

1000 AAA Drive
Heathrow, FL 32746-5063
407/444-7000
Fax 407/444-7380

April, 1999

Dear Attraction Operator:

It's time to alert more than 42 million discriminating AAA/CAA members that you value their patronage by renewing your participation in the attraction discount program! This program is being heavily promoted by AAA and CAA clubs and is fast becoming recognized by our members as the program that offers superior benefits.

Your attraction has already reached a level of preferred status with our members by just being listed in AAA/CAA TourBooks®. Give them an added incentive to visit your attraction over another by offering a discount to those members presenting a valid AAA/CAA membership card or an international Show Your Card & Save® identity card (facsimile enclosed). This card is being distributed to our affiliated clubs abroad and, where they see the red SAVE icon in the TourBook, they'll know they can obtain a discount.

By providing an admission discount and signing the enclosed agreement, you will receive a mention in the Attraction Admission Discount Index that appears in each regional TourBook. In addition, the red SAVE icon will be printed just preceding the description of your attraction, informing members of your interest to serve them better.

The enclosed form indicates the full conditions; all you need to do is complete it and return to us for processing. If this is the first time you are participating in the program, we will send you decals for your ticket windows once we receive the completed contract.

The completed form must reach us by **June 1, 1999** to meet production deadlines; mail the form to AAA, 1000 AAA Drive, Heathrow, FL 32746-5063, Attn: Editorial Services, MS 59.

Please contact me at (407) 444-8294 if you have any questions concerning the program. We look forward to your participation.

Sincerely,

L. Ingelhart

Lynda Ingelhart
Assistant Editor
AAA Editorial Services

P.S. If you already are participating in a discount program administered by your local AAA or CAA club, it is still beneficial to return the form. By doing so, your attraction will receive the SAVE icon, which will give you added exposure through the AAA TourBook.

REG276
Trade Secret/
Commercially
Sensitive

530 of 595 DOCUMENTS

Copyright 1994 Chicago Sun-Times, Inc.
Chicago Sun-Times

December 25, 1994, SUNDAY, Late Sports Final Edition

SECTION: TRAVEL; Pg. 4

LENGTH: 223 words

HEADLINE: BALANCING THE BUDGET

BYLINE: Barbara Sadek

BODY:

Here's what I paid for my long weekend in Washington. All prices are per person. Transportation was via United Airlines from O'Hare to Washington National Airport.

Transportation:

Round-trip airfare: $ 78.00

Tip for limousine ride to hotel: $ 4.00

Gas: $ 4.00

Lodging:

3 nights, Ritz-Carlton Pentagon City, including taxes: $ 238.70

Food and drink:

Roll and mineral water, Market House (Annapolis): $ 3.48

Dinner, Fred's (Annapolis): $ 18.87

Mineral water, Inn at Perry Cabin (St. Michaels, Md.): $ 3.15

Cake and hot chocolate, Patisserie Cafe Didier: $ 9.15

Dinner, Jean-Louis (with wine, coffee and tip): $ 71.00

Lunch, Mount Vernon Inn: $ 10.34

Entertainment:

Three Centuries of **Annapolis tour:**

$ 7.00

National Symphony Orchestra ticket:

$ 46.74

Miscellaneous:

Church offering: $ 10.00

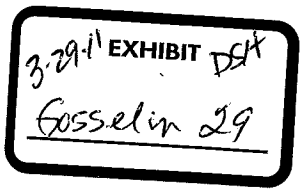
Hotel tips: $ 6.00

TOTAL: $ 510.43

Hotel price per person, based on double occupancy

GRAPHIC: CHART; See also related story.

LOAD-DATE: December 27, 1994



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October 28, 1998, Wednesday

SECTION: Inside; Pg. B9

LENGTH: 591 words

HEADLINE: Halloween tours focus on local history

BYLINE: By KEVIN CLAPP, Staff Writer

BODY:

All Hallow's Eve, a time for ghosts and goblins, candy and cos tumes. It's usually associated more with toilet paper in trees and other examples of juvenile excess, but at least three Halloween events are using the holiday to take partici pants on a magical mystery tour of Annapolis area history.

Is it sacrilege? Probably on some level if you're a 10-year-old with a sweet tooth. But the organizers of "Clandestine Tales and Tours by Candlelight," London Town's "Ghosts from the Past" tour and the "Candlelight Ghost Tour" have used our natural attraction to a spooky story to come up with a clever concept that, judging by preregistration numbers, will be frighteningly successful.

"History can be presented in a very dry way. ... The challenge is to reach the average person on the street and be interesting," said Barbara Gimperling, director of sales and marketing at historic London Town in Edgewater. "This is just the beginning of letting people know what happened to London Town as a town."

Here then, is a list of the Halloween offerings to the altar of historical preservation:

The second batch of "Clan

destine Tales," offered up by Charles Carroll House, takes visi

tors on a tour of the 18th-century house, winding their way up stairwells and through creaky corri

dors. Along the way, costumed storytellers weave lyrical tales of mystery and intrigue harkening from Africa, England, Ireland and beyond.

The event will take place from 7 to 9:30 p.m. tomorrow, Friday and Saturday at Charles Carroll House, 107 Duke of Gloucester St. in Anna

polis. Tickets are $ 5. For more information, call (410) 269-1737.

The premiere of the London Town "Ghosts from the Past" tour will take intrepid travelers to three sites in Edgewater's historic area, where costumed "ghosts" will inter

act with a modern-day archaeol

ogist, setting him or her straight on what really happened at Rumney's Tavern, Richard Hill's garden and the William Brown House.

The "Ghosts from the Past" tours will be given from 6 to 9 p.m. tomorrow, Friday and Saturday at Historic London Town, 839 Londontown Road in Edgewater. Tickets are $ 8 for adults, $ 6 for children. For more information or to reserve a spot, call (410) 222-1919.

Back for another year is the "Candlelight Ghost Tour" of his

toric Annapolis. Created by Three Centuries Tours of **Annapolis, the tour** (with guide) will lead fearless guests from the City Dock infor

mation booth to about 10 stops, where they will hear shocking true tales of terror (or just unfortunate timing), such as the story of Thomas Dance, one of the builders of the Maryland State House, who fell from the dome to meet an untimely death.

Tours will be given at 8 p.m. Friday. Tickets are $ 8. For more information or to make reservations, call (410) 263-5401.

Though the tours are all in fun, they can make for an interesting history lesson, too.

"Because it's historically correct, it's a way to give people information about what happened at London Town and have fun," said Mrs. Gimperling, echoing a theme of all three events.

"We're using this time of Halloween to think about the voice of the African-American and the voice of the Irish indentured ser

vant," said Carroll House executive director Sandria Ross. "We think it's very important to begin fleshing out characters we might read about in the paper."

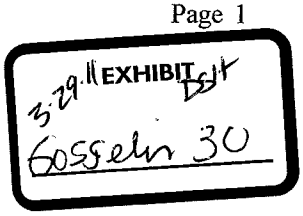
Only the Carroll House's "Clan

destine Tales" does not require reservations, and the other two tours are filling up fast, so call soon ... if you dare.

GRAPHIC: Courtesy photo

Costumed storytellers will lead visitors through the Charles Carroll House this weekend.

LOAD-DATE: October 29, 1998



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February 13, 1999, Saturday

SECTION: Home; Pg. B1

LENGTH: 972 words

HEADLINE: HOME OF THE WEEK It took two years, but home harks back to original 18th-century style

BYLINE: By FRANCES JAQUES, Staff Writer

BODY:

It took two years, but home harks back to original 18th-century style

Covered with kudzu vines with windows and doors faced with plywood boards, the old farmhouse on the hill stood deserted and vandalized for more than a decade.

To its rescue came Norma and Bill Grovermann, an Annapolis couple known for their historic and preservation efforts within the city's Historic District.

After spending more than two years in the restoration and rebuilding of the 18th century house, the Grovermanns moved into the home, known as "Howard's Inheritance," last August.

The gambrel-roofed structure dates from 1790 and perhaps earlier but the property has been well documented since 1651. It is now on land being developed as Windgate, located off Bestgate Road.

In the mid-1650s, Lord Baltimore was encouraging the development of his land and attracted Puritans from the Virginia colony due to his religious tolerance.

One of these Puritans, James Warner, was granted a land patent in 1658 that was bounded by the Severn River, Weems Creek, Bestgate Road and General's Highway.

For the next 72 years, Howard's Inheritance was owned by a succession of men by the name of Samuel Howard. The first was married to the Warners' daughter, Catherine, who inherited the property from her parents.

In 1767, it was an estate that included 22 slaves, 27 head of cattle, 24 sheep, eight horses, eight hogs, beehives and a full complement of plantation equipment. The list of owners over the centuries is well documented and includes presidents of both Farmers Bank in Annapolis and Annapolis Banking & Trust in the 19th century.

The last owners in the 20th century were James and Ellen Galloway, who added a section and garage in 1942. It was saved from demolition by their grandson who donated an historic easement to the Mary land Historical Trust in 1989.

The Grovermanns' ownership was contingent on their restoration of the prop

erty, which in 1997 was listed on the National Register of Historic Places.

By his own count, Mr. Grovermann has restored 23 historic homes, 13 of them in Annapolis.

"But this one was the most extensive and the most expensive of all," he said.

In addition to saving the original first and second floor rooms, the Grovermanns have added a sunroom at the rear, which gives the building a 20th century touch.

They have turned the brick-floor breeze

way, that at one time connected the garage with the house, into a pub-style dining room furnished with English tavern tables, old chairs and a fireplace.

In fact, British antiques are found throughout the house, purchased by the Grovermanns to represent the original home's Colonial period.

At one time, they lived on Prince George Street in a late 19th century house that was furnished with Victorian pieces.

"We sold all of them and bought Colonial and early American pieces for this house," said Mrs. Grovermann.

In addition to the antique furniture, the Grovermann's have painted the walls of the first structure in the original colors. These were found to be a terra cotta shade in the first floor living area with blue/gray wood

work.

The end room in the original structure has three outside doors, which on the inside have been painted with three colors, includ

ing shades of gray and a white trim.

The basic structure is but one-room wide. The original stairway is in the end room. A second stairway was added during a later renovation. During the Grovermanns' res

toration this very narrow stairway was widened.

It leads to a second floor study/office.

There are two bedrooms, both in the old section, with a fireplace in the master bedroom. All of the original pine floors on both levels have been retained and re

stored.

"I had little hope of getting them back," said Mrs. Grovermann. "They were dark, stained and worn."

The floorboards are now partially pro

tected by the antique rugs that cover them.

Although two bathrooms had been added on the second floor by previous owners, they were both improved during the reno

vations. Also, all of the dormer windows had to be replaced. The new custom-made windows were done in Pennsylvania.

The Grovermanns admit that they are antique enthusiasts and go to auctions and shows regularly. Among their acquisitions for this home are two intricately carved 18th-century British cabinets and a late 17th-century grandfather clock.

They also have used desks, tables and old trunks as part of their decor. Hung on the walls are the Grovermanns' collections of tall-masted ships. His interest in these ships stem back to his days at the Coast Guard Academy.

A small passageway between the living room and kitchen is lined with Mrs. Grovermann's egg cup collection. The wood floor in the kitchen, she hand-painted decorative squares, some with floral centers. The extensive painting inside and out

side, including numerous shutters, has kept Annapolis painter, Eric Rogge, busy for seven months.

Mr. Grovermann bought a house on Fleet Street in Annapolis in 1965 when living in Columbia. This first restoration led to a business in which he has restored proper

ties on Capitol Hill in Washington, the Eastern Shore and Annapolis.

He was hired by Historic Annapolis to do the exterior of the Paca House and by the state to restore the Paca Gardens. Mrs. Grovermann was employed for 10 years by Historic Annapolis and developed its tour service. She was one of the founders of Three Centuries Tours, an **Annapolis tour** group.

One of the homes they restored was the first licensed bed and breakfast facility in Annapolis, which they operated for 13 years.

The old corn crib on the property has been taken apart with all of the logs saved to be rebuilt on a new foundation next to the house. This project is now under way.

GRAPHIC: Photos by J. Henson _ The Capital

An end room in the original house has three outside doors. The stairway dates from the original home.

At left, Bill and Norma Grovermann enjoy dining by the fireplace while sitting at an English tavern table. The dining room was made from a breezeway that connected the garage to an addition to the house dating from 1942. Right, the wall along the passageway between the entrance and the kitchen is lined with Mrs. Grovermann's collection of egg cups. Wood flooring was painted by Mrs. Grovermann in colorful squares, some with floral inserts.

The sunroom, above, was added by the Grovermanns and gives a 20th century touch to the historic farmhouse. Left, the living room in the original house is furnished with antique British pieces and a closk from the 1600s. Paint on the lower walls and woodwork matches the original colors.

LOAD-DATE: February 16, 1999

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November 22, 2001 Thursday
Final Edition

SECTION: ANNE ARUNDEL EXTRA; Pg. T04

LENGTH: 2316 words

HEADLINE: Christmas By the Bay;
From Handel's Messiah to Chris the Talking Moose, Anne Arundel County will be awash in holiday cheer in the coming weeks. The choices are as varied as the events themselves. Partyers can revel at the Eastport Lights Parade and First Night Annapolis. Children can commune with Santa at area malls. Romantics can indulge in candlelight tours of historic Annapolis. So get out your calendars and get in the spirit.

BODY:

THE ANNAPOLIS CHORALE

* "A Celebration of Christmas." 8 p.m. Dec. 7, Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. $ 30. 410-263-1906.

* "Christmas for Kids." Storytelling, a Santa Claus visit, a series of short carols, a brass choir and a performance by the Annapolis Youth Chorus. 7 p.m. Dec. 8, Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. General admission, $ 10; students, $ 8. 410-263-1906.

* The complete Handel's "Messiah," by the chorale and the Annapolis Chamber Orchestra. 8 p.m. Dec. 15, St. Anne's Episcopal Church, Church Circle, Annapolis. General admission, $ 23; students, $ 12. 410-263-1906.

* The Christmas portion of the "Messiah," by the chorale and the Annapolis Chamber Orchestra. 3 p.m. Dec. 16, St. Anne's Episcopal Church, Church Circle, Annapolis. General admission, $ 23; students, $ 12. 410-263-1906.

HOLLY JOLLY HOLIDAY CONCERT -- Holiday music from the Chesapeake Bronze Handbell Ensemble. 7:30 p.m. Dec. 8, Huntingtown United Methodist Church, Hunting Creek Road, Huntingtown. General admission, $ 6; children 12 and younger, $ 4. 301-855-2461.

CONCERT CHOIR -- Anne Arundel Community College's Concert Choir performs Benjamin Britten's "A Ceremony of Carols" and Maurice Charpentier's "Christmas Cantata." The AACC Orchestra accompanies. 8 p.m. Dec. 13, Pascal Center for Performing Arts, AACC, 101 College Pkwy., Arnold. General admission, $ 5; seniors, $ 4; children 12 and younger, AACC students and staff, $ 3. 410-777-7019.

HOLIDAY POPS -- The Annapolis Symphony Orchestra, conducted by Donald Pippin, former musical director of Radio City Music Hall, presents holiday favorites. 8 p.m. Dec. 14, Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. Tickets, $ 20-$ 60. 410-263-0907.

Christmas By the Bay; From Handel's Messiah to Chris the Talking Moose, Anne Arundel County will be awash in holiday cheer in the coming weeks. The choices are as varied as the events themselves.

HOLIDAY BY THE BAY -- Traditional holiday songs from the Naval Academy Band, including performances by their top 40 ensemble, The Electric Brigade, their concert band and their Brass Quintet. 8 p.m. Dec. 14, Severna Park High School, 60 Robinson Rd., Severna Park, and 8 p.m. Dec. 15, Annapolis High School, 2700 Riva Rd., Annapolis. Free. 410-293-1262.

MUSIC AND CANDLELIGHT AT CHRISTMAS -- 18th-century music and a candlelight tour of the William Paca House. Sponsored by the Historic Annapolis Foundation. 5-8 p.m. Dec. 15, William Paca House, 186 Prince George St., Annapolis. General admission, $ 8; seniors, $ 7; children, $ 5. 410-267-6972.

MOZART BY CANDLELIGHT -- The Annapolis Opera presents Mozart amid the glow of candles. 7 p.m. Dec. 16, The Great Hall, St. John's College, 60 College Ave., Annapolis. General admission, $ 35; members, $ 32. 410-267-8135.

CRYSTAL GAYLE -- Holiday concert featuring pop and country music singer Crystal Gayle. 8 p.m. Dec. 19, Chesapeake Center for the Creative Arts, 194 Hammonds Lane, Brooklyn Park. General admission, $ 45; members, $ 40. 410-636-6597.

"THE NUTCRACKER" -- The children's classic presented by the Maryland Ballet Theatre Academy. 1:30 and 7:30 p.m. Saturday and 3 p.m. Sunday, South River High School, 201 Central Ave. East, Edgewater. General admission, $ 15; seniors, $ 10; children, $ 5. 410-721-6157.

"THE NUTCRACKER" -- Ballet Theatre of Maryland's production of the children's classic with live music by the Baltimore Chamber Orchestra. 2 p.m. Dec. 8; 2 and 7 p.m. Dec. 15; and 3 p.m. Dec. 16, Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. $ 15-$ 35. 410-263-8289.

HOLIDAY EXHIBITS AT QUIET WATERS PARK -- Works from the Chesapeake Weavers, the Clay Guild of the Eastern Shore and the Potters Guild of Annapolis at the Willow Gallery. Watercolors by Annapolis artist Jeanne Harrison in the Cafe Gallery. 9 a.m.-4 p.m. Mondays, Wednesdays-Fridays; 11 a.m.-4 p.m. Saturdays and Sundays; through Dec. 26, Quiet Waters Park, 600 Quiet Waters Park Rd., Annapolis. Free. 410-222-1777

DECK THE HALLS -- Holiday show and sale of artwork from members of the Maryland Hall for the Creative Arts faculty and staff. 9 a.m.-5 p.m. Mondays-Saturdays through Dec. 14, Maryland Hall for the Creative Arts, 801 Chase St., Annapolis. Free. 410-263-5544.

HOLIDAY ARTS AND CRAFTS SHOW -- Arts, crafts and a visit from Santa. Greek food and refreshments served. 10 a.m.-5 p.m. tomorrow and Saturday, Constantine and Helen Greek Orthodox Church, 2747 Riva Rd., Annapolis. $ 2. 410-573-2072.

"A CHRISTMAS CAROL" -- Musical version of the holiday classic, based on the Charles Dickens novel, by the Colonial Players. 8 p.m. Dec. 6 and 13; 7 and 9 p.m. Dec. 7 and 14; 2, 4 and 8 p.m. Dec. 8 and 15; 2 and 4 p.m. Dec. 9 and 16, 108 East St., Annapolis. $ 5. 410-268-7373.

"A CHRISTMAS CAROL" -- Musical version of the Charles Dickens novel. Saturday through Dec. 23, showtimes vary, Chesapeake Music Hall, 339 Busch's Frontage Rd., Annapolis. $ 29.50-$ 32.50. Includes buffet dinner. 410-626-7515.

"IT'S A WONDERFUL LIFE" -- Nonmusical version of the Frank Capra movie, performed by the Pasadena Theatre Company. 8 p.m. tomorrow and Saturday, 3 p.m. Saturday and Sunday, Chesapeake Center for the Creative Arts, 194 Hammonds Lane, Brooklyn Park. 8 p.m. Nov. 30 and Dec. 1, 3 p.m. Dec. 1 and 2, Humanities Recital Hall, Anne Arundel Community College, 101 College Pkwy., Arnold. General admission, $ 15; members, $ 12. 410-969-1801, or www.PasadenaTheatreCompany.com

A BOB HOPE CHRISTMAS -- Wings Production performs a tribute to Bob Hope during their second annual Christmas show. 8 p.m. Dec. 13, Chesapeake Center for the Creative Arts, 194 Hammonds Lane, Brooklyn Park. General admission, $ 24; members, $ 20. 410-636-6597.

"SLAY RIDE" -- An elf is murdered on Christmas Eve, right after Santa Claus announces the Elf of the Year Award winner. Find out who did it during this Do or Die Productions murder mystery. 8 p.m. Dec. 15, Chesapeake Center for the Creative Arts, 194 Hammonds Lane, Brooklyn Park. General admission, $ 25; members, $ 15. 410-636-6597.

Christmas By the Bay; From Handel's Messiah to Chris the Talking Moose, Anne Arundel County will be awash in holiday cheer in the coming weeks. The choices are as varied as the events themselves.

"WHO KIDNAPPED THE BABY NEW YEAR?" -- The Baby New Year is missing, and his nurse has been murdered. Find out who did it during this Do or Die Productions murder mystery. 8 p.m. Dec. 29, Chesapeake Center for the Creative Arts, 194 Hammonds Lane, Brooklyn Park. General admission, $ 25; members, $ 15. 410-636-6597.

CHILDREN'S CHRISTMAS PARTY -- Tree decorating and a visit from Santa Claus. 1 p.m. Dec. 2, Captain Salem Avery House Museum, Shady Side Road east, Shady Side. Free. 410-867-2866.

BREAKFAST WITH SANTA -- Breakfast buffet and photos with Santa. Reservations required. 10 a.m.-noon Dec. 8, Historic Inns of Annapolis. 16 State Cir., Annapolis. 410-216-6340.

THE TALENT MACHINE -- Meet Santa Claus, Rudolph and Frosty the Snowman during a breakfast and performance by the Talent Machine. 9 a.m. Dec. 8, 15 and 22, Buddy's Crabs and Ribs, 100 Main St., Annapolis. $ 10.95. 410-956-0512.

HOLIDAY PARTY -- Crafts, carols, games, food and a visit from Santa. Noon-3 p.m. Dec. 8, cafeteria, Anne Arundel Community College, 101 College Pkwy., Arnold. Children, $ 3; accompanying adults, free. 410-777-2218.

"CANDYLAND" -- Play based on the popular children's board game along with holiday music and a visit from St. Nick. Noon and 2 p.m. Dec. 8, Mitscher Hall, U.S. Naval Academy, 121 Blake Rd., Annapolis. Free. 410-293-1262, or www.usna.edu

"FROSTY'S FOLLIES" -- The Talent Machine Company performs their annual Christmas spectacular filled with dancing, singing and humor. 7:30 p.m. Dec. 14; 2 and 7:30 p.m. Dec. 15; 2 and 6:30 p.m. Dec. 16; 7:30 p.m. Dec. 20; 2 and 7:30 p.m. Dec. 22; 2 p.m. Dec. 23 Key Auditorium, St. John's College, 60 College Ave., Annapolis. General admission, $ 10; children 5 and younger, $ 6. 410-956-0512.

"CHARLOTTE'S HOLIDAY TREASURE" -- A holiday musical for children. 12:30 p.m. Dec. 15, Chesapeake Music Hall, 339 Busch's Frontage Rd., Annapolis. $ 9.50, includes lunch of a hot dog or peanut-butter-and-jelly sandwich. 410-626-7515.

EASTPORT LIGHTS PARADE -- The Annapolis Harbor will be lit up with more than 40 illuminated sailboats and motorboats during the annual Eastport Yacht Club's Lights Parade. 6 p.m. Dec. 8, Annapolis Harbor. Free. 410-263-0415.

LIGHTS ON THE BAY -- Two-mile drive through lavish holiday lights show at Sandy Point State Park. 5 p.m. daily, through Jan. 1, Sandy Point State Park, 1100 College Pkwy. east, Annapolis. $ 12 a ticket. 410-295-3161.

HOMESTEAD GARDENS -- The entire property at Homestead Gardens will be illuminated for a Christmas tree lighting ceremony. Includes performances from the Bay Winds Band and the Annapolis Chorale. 5:30 p.m. Saturday, Homestead Gardens, 743 Central Ave. west, Davidsonville. Free. 410-798-5000.

HANGING OF THE GREENS -- Santa arrives in downtown Annapolis as the Annapolis Jaycees hangs greens, bows and lights on storefronts and galleries throughout the city. 7:30 a.m. to 4 p.m. Dec. 1. Free. 410-224-1170.

HOLIDAY BALL AND DINNER DANCE -- Music from the Crabtowne Big Band, dinner, silent auction and dancing to support the Hospice of the Chesapeake and the Maryland Hall for the Creative Arts. 6:30 p.m. Dec. 1, Sheraton Barcelo Hotel, 173 Jennifer Rd., Annapolis. $ 125. 410-647-4900.

MIDNIGHT MADNESS -- Browse shops on Main Street, enjoy samples from several restaurants and take advantage of holiday discounts during the city's annual holiday shopping celebration. 6 p.m.-midnight Dec. 6, downtown Annapolis. Free parking and shuttle from Navy-Marine Corps Stadium. 410-263-1183.

ELEVENTH HOUR -- More holiday sales and late-night shopping on Maryland Avenue and State Circle, plus strolling carolers and refreshments in historic Annapolis. 6-11 p.m. Dec. 13. Free parking and shuttle from Navy-Marine Corps Stadium. 410-224-1170.

ARUNDEL MILLS

7000 Arundel Mills Circle, Hanover. 410-540-5100 or 5115.

* Visits With Santa. Starts tomorrow, runs through Dec. 24. 10 a.m.-9 p.m. Mondays-Saturdays, 11 a.m.-7 p.m. Sundays. Free.

Christmas By the Bay; From Handel's Messiah to Chris the Talking Moose, Anne Arundel County will be awash in holiday cheer in the coming weeks. The choices are as varied as the events themselves.

* Breakfast With Santa. Have breakfast and take a picture with Santa at Jillian's restaurant. 9-11 a.m. Dec. 8. Photo prices vary. $ 10 price per child goes toward $ 5 game card for Jillian's at the mall and helps benefit county Police Youth Activities Program. Registration required.

* Winter Carnival Celebration. A holiday event, with entertainment by performers from First Night Annapolis, the capital's annual New Year's Eve event. Also includes winter crafts and family games. 2-5 p.m. Dec. 27. Free.

MARLEY STATION

7900 Ritchie Hwy., Glen Burnie. 410-760-8900

* Photos With Santa. Tomorrow-Dec. 24. Hours vary. Photo prices vary.

* Santa's Secret Shop. A store designed just for kids allows them to shop for gifts under $ 10 and get them wrapped by elves. 1-3 p.m. tomorrow, the Gingerbread Man also will be on hand. Shop is open from 10 a.m.-9 p.m. tomorrow; noon-9 p.m. Saturday and Dec. 1, 8 and 15. Upper level, near Macy's.

* Breakfast and a Movie With Santa. Breakfast with St. Nick followed by picture-taking and a movie. 9 a.m. Saturday and Dec. 1, 8 and 15. Rocky Run Restaurant. $ 5.

* "It's a Merry Chris Moose." The giant talking moose, Chris, performs a musical celebration of Christmas. 10 a.m.-2 p.m. and 4-8 p.m. Mondays-Fridays, 10 a.m.-8 p.m. Saturdays, and 10 a.m.-6 p.m. Sundays, through Dec. 21. Upper level by Hecht's. Free.

ANNAPOLIS MALL

2002 Annapolis Mall, Annapolis. 410-266-5432

* Visits With Santa. Visit Santa in the make-believe village of "Whoville," re-created from Dr. Seuss's children's story "How the Grinch Stole Christmas." Through Dec. 24. Hecht's Court.

* The Angel Tree. Donate a gift through the Salvation Army to those in need this holiday season. Sears Court.

* Hanukah Celebration. The United Jewish Council sponsors a Hanukah celebration that includes a menorah lighting and traditional Hanukah songs. 7 p.m. Dec. 12. Sears Court.

ANNAPOLIS HARBOUR CENTER

2454 Solomons Island Rd., Annapolis. 410-266-5857.

* Santa Arrival and Carriage Rides. Santa arrives on horse-drawn carriage. Noon Dec. 1. Free.

* David Bach Consort. The group performs in the Fresh Fields atrium. Noon-2:30 p.m. Dec. 1. Free.

* Holiday Characters. Strolling carolers. Noon-3 p.m. Dec. 1, 8 and 15; and 1 to 4 p.m. Dec. 16.

* Singers Madrigale. Strolling singers. Noon-2 p.m. Dec. 8 and 15.

STATE HOUSE TOUR -- Decorated for the holiday season, the historic Maryland State House opens its doors to the public. Live music from the Chesapeake Youth Symphony Orchestra and gospel from Men Who Love God and the Mount Mariah Church gospel choir. 7-9 p.m. Dec. 7 and 8. State House, State Circle, **Annapolis**. Free. 410-974-3400.

CHRISTMAS CANDLELIGHT STROLL -- Take a tour of historic **Annapolis**, trimmed in holiday greenery, with costumed guides with lanterns from **Three Centuries** Tours of **Annapolis**. 7 p.m. Dec. 7, 8, 14, 15. **Three Centuries** Tours of **Annapolis**, 48 Maryland Ave., **Annapolis**. General admission, $ 9; students, $ 5. 410-263-5401.

YULETIDE MERRIMENT AND SONG -- Candlelight tour of historic **Annapolis**. Includes carolers, dessert and coffee at local taverns. 8:15 p.m. Dec. 6, 9, 13 and 16. **Three Centuries** Tours, 48 Maryland Ave., **Annapolis**. $ 40. 410-263-5401.

BED AND BREAKFAST OPEN HOUSE -- Tour the holiday decorations of eight historic **Annapolis** bed and breakfast inns. Shuttle buses leave from the courthouse on Church Circle, and take tourists from site to site. Noon-5 p.m. Dec. 8. $ 12 in advance; $ 15 at the door. 410-295-0202.

Christmas By the Bay; From Handel's Messiah to Chris the Talking Moose, Anne Arundel County will be awash in holiday cheer in the coming weeks. The choices are as varied as the events themselves.

HOLIDAY TEA -- Enjoy an English-style tea overlooking the Severn River during the Holiday Tea at Historic London Town and Gardens. 2 p.m. Dec. 9, London Town and Gardens, 839 Londontown Rd., Edgewater. General admission, $ 17.50; members, $ 15. 410-222-1919.

FIRST NIGHT ANNAPOLIS -- Celebrate the arrival of 2002 with dozens of performances all over the city by dancers, musicians, jugglers and other artists during this family oriented event. 3 p.m.-midnight. Dec. 31. Throughout downtown Annapolis. General admission, $ 15 in advance; $ 19 at the door; children, $ 10. 410-268-8553.

LOAD-DATE: November 22, 2001

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Copyright 2002 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD)

August 6, 2002 Tuesday

SECTION: BUSINESS; Pg. A5

LENGTH: 629 words

HEADLINE: Tourism businesses back on a roll

BYLINE: NOI MAHONEY, Business Writer

BODY:

While months of shrinking air travel devastated tourism in most of the country, Anne Arundel businesses appear to be sitting pretty as the main season for Annapolis approaches.

From tour operators to charter boat businesses to hoteliers, sales in recent months have been strong enough to buoy the county's multi-million tourist industry into the fall season, when events such as the fall boat shows draw people to town.

"June has been a surprise, this year it has been stronger than last year and last year was pretty strong," said John Crouch, general manager of the Sheraton Barcelo Hotel in Annapolis. "We're seeing a lot of short-term group activity. Every weekend has been good and week-day business has been solid."

Hotel room tax revenues for June were up 10 percent, according to the most recent county figures. The tax on each room rented in the city and county rose to $77,862 compared to $70,686 in June 2001.

For the 12 months ending June 30, revenues dropped a negligible .53 percent compared to the previous year.

Annapolis area business owners had feared that the recession, the after-effects of Sept. 11 and the summer heat would keep huge numbers of people away.

Even those who say business is down leaven the bad news by saying they expected much worse.

"Our sales are good," said Matt Grubbs, owner of Discover Annapolis Tours.

Mr. Grubbs said his sales were down about 3 percent compared to last summer.

"Tourism is very sensitive to the economy and consumer confidence," he said. "There's a lot going on this season, there's accounting frauds, the stock market."

Statewide, tourism fared well last year in the face of the Sept. 11 terrorist attacks.

Maryland welcomed more than 19.4 million visitors last year, a 9 percent increase from the previous year, according to a recent study by the Travel Industry Association of America.

Visitors spent $337 per trip last year, compared to $301 the previous year, according to the study.

Almost 75 percent of visitors arrived by car or truck, while 17 percent traveled by air.

Mr. Grubbs said the majority of tourists visiting **Annapolis** are southeast Pennsylvania, New Jersey, Long Island and the Northern suburbs of Washington. Tourists also come from Delaware, Canada, Ohio and the United Kingdom.

Paula Fishback, owner of **Three Centuries** Tours in **Annapolis**, said she is concerned about the group tour market.

"The economy is having an effect," Ms. Fishback said. "Washington area tourism is weak. Everyone says 2003 will be when things change for the better."

Other business owners said they have already topped last summer's sales mark, .

"Sales are better than last year, but not as good as during the boom year of 2000," said Nancy Galloway, co-owner of Nautical Destinations.

Ms. Galloway would not reveal revenue figures, but while overall business is down from 2000, April was the event planner's best month ever.

"Two years ago was the boom year, when we had all that Internet money pouring in," Ms. Galloway said. "We're still getting corporate groups. We're not getting the Worldcom or Enron type companies anymore."

Ms. Galloway said to combat shrinking revenues, the firm employed some cost-cutting measures, such as getting rid of all extra telephone lines.

Ms. Fishback said she is also employing cost cutting measures at Three Centuries Tours, such as changing vendors. She also changed the employee dinner from a sit down dinner to a picnic at Sandy Point State Park.

One thing Ms. Fishback said she would never cut is advertising.

"We'll never cut back on ads," Ms. Fishback said. "Ads are very important for a business like ours, if they don't know you're here they're not going to do business with you."

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September 21, 2003, Sunday, Final Edition

SECTION: FAMILY TIMES; FIELD TRIPS; Pg. D04

LENGTH: 1083 words

HEADLINE: Living history in Annapolis;
Capitalize on its historical architecture

BYLINE: By Karen Goldberg Goff, THE WASHINGTON TIMES

BODY:

George Washing, n walked here. So did Lord Baltimore and William Paca. Julie Brasch, a guide for Three Centuries Tours of Annapolis, sets the scene and the tone for the two dozen tourists: "Annapolis was the first peacetime capital of the United States. The Treaty of Paris, which ended the Revolutionary War, was signed in the State House. George Washington walked down West Street to do that. At [6 foot 2], he was literally head and shoulders above everyone else."

As the site of the U.S. Naval Academy and centuries-old city buildings, Annapolis is full of obvious history. There are also more arcane facts to learn - such as how the wooden State House dome was built. Taking a guided tour of Annapolis is an excellent way to see the sights and learn the facts with expert narration.

There are several ways to tour Annapolis. There is a two-hour self-guided tour where visitors can rent a headset and listen to narration by Walter Cronkite. There is an hourlong minibus tour, where guides take you to the sights on trolleys and buses. And there is the Three Centuries Tour, where costumed leaders use props and photos to bring history to life on their two-hour path.

"On any of the tours, you'll walk away knowing more about Annapolis than many of the people who live here," says Janet La France, a manager at the Anne Arundel County Conference and Visitors Bureau, the starting point for the Three Centuries and minibus tours. "The tours are popular, and they are family friendly."

The tour guides also are quite knowledgeable. Ms. Brasch has been guiding tours for nine years. If visitors approach her with obscure questions - ranging from the intricacies of Georgian architecture to the specifics of the Treaty of Paris - she knows the answer.

The Three Centuries tour takes visitors outside some Annapolis landmarks and inside others. It begins at the visitors center, where Ms. Brasch gives an overview of Annapolis' role in history, its Colonial, Georgian and Victorian architectural styles, and why the city is laid out in circles.

"Annapolis has more Colonial buildings standing than Williamsburg," Ms. Brash says. "But ours are homes and businesses. In the 1970s, there was an opportunity to make Annapolis like Williamsburg. The people here said, 'No thanks, we want to live in our buildings.' The compromise was the formation of the Annapolis Historic District."

The tour continues with stops at St. Anne's Episcopal Church, the James Senate Building, past the back of the governor's mansion and the Thurgood Marshall monument. Visitors are then taken into the State House, where they learn how the marble floors were designed, the meaning of several portraits and how the two parts of the building [built in the

late 1700s and early 1900s] match. Visitors can peek into the House and Senate chambers as Ms. Brasch sets the scene of George Washington resigning his commission here.

In the State House's side rooms, there are displays of American and Maryland history, including a tribute to the Wye Oak, the 460-year-old giant Maryland tree that toppled in a storm in 2002.

At the State House, Ms. Brasch also takes time to talk about daily life in Colonial Maryland. She passes around samples of money, explaining how each state had its own currency. She also explains her Colonial outfit, what men wore in the 1700s, and how the origin of many expressions came from that era.

"The expression 'it costs an arm and leg,' came from that time," Ms. Brasch says. "Artists charged by the number of body parts displayed in a painting. If he didn't show hands, then it cost less."

The tour continues down Maryland Avenue, with exterior looks at St. John's College, Hammond-Harwood House and Charles-Lloyd House. It then runs into the Naval Academy, where, depending on availability, visitors may see the pristine grounds, as well as the chapel and the crypt of John Paul Jones.

The tour winds up at the vibrant City Dock, a historical port, but also the site of impressive boats, cute shops and many places to get a good crab cake.

+++++

When you go:

Three Centuries Walking Tours of **Annapolis**

Location: Anne Arundel County Conference and Visitors Bureau, 26 West St., **Annapolis**

Directions: From the Beltway, take Route 50 east to **Annapolis.** Take Exit 24A [Rowe Boulevard], and follow signs to the visitor center.

Hours: From April 1 through Oct. 31, tours are given daily at 10:30 a.m. and 1:30 p.m. From Nov. 1 through March 31, tours are given at 2:30 p.m., Saturdays only. Morning tours meet at 26 West St., afternoon tours meet at the City Dock Information Booth.

Admission: $11 for adults, $6 for students.

Parking: A pay parking garage is adjacent to the visitor center.

More information: 410/263-5401 or www.annapolis-tours.com.

Note: The tour lasts about two hours. Wear comfortable shoes and bring rain gear, if necessary. Small children might not enjoy the long walk. Visitors older than 16 need a photo ID to enter the State House and some Naval Academy buildings.

Discover Annapolis Minibus Tours

Location: Anne Arundel County Conference and Visitors Bureau, 26 West St., Annapolis.

Directions: From the Beltway, take Route 50 east to Annapolis. Take Exit 24A [Rowe Boulevard], and follow signs to the visitor center.

Hours: Tours are given daily, but the schedule varies. Call for details.

Admission: $14 for adults, $7 for children ages 11-15, $3 for children 10 and younger, preschoolers are admitted free.

Parking: A pay parking garage is adjacent to the visitor center.

More information: 410/626-6000 or www.discover-annapolis.com.

Note: The minibus tours last

about one hour.

Self-guided walking tours

Location: Historic Annapolis Foundation Museum Store, 22 Main St., Annapolis

Directions: From the Beltway, take Route 50 east to Annapolis. Take Exit 24A [Rowe Boulevard] and turn right on College Avenue. At Church Circle, go around the circle to a right on Duke of Gloucester Street. Turn left on Green Street and right on Main Street. The museum will be on the right.

Hours: Open 10 a.m. to 8 p.m. weekdays and 10 a.m. to 10 p.m. weekends.

Admission: $5

Parking: Limited street parking or pay lots are available nearby.

More information: 410/268-5576 or www.annapolis.org.

Note: Two tours are available: "Historic Annapolis Walk With Walter Cronkite," and the "African American Heritage Walking Tour."

GRAPHIC: Tour guide Julie Brasch [above and below] dresses as a Colonial "wench" and leads visitors around the historic district of Annapolis and the U.S. Naval Academy. Ulrich Nann and Tine Budczak are visiting from Germany. [4 photos by Mary F. Calvert/The Washington Times]

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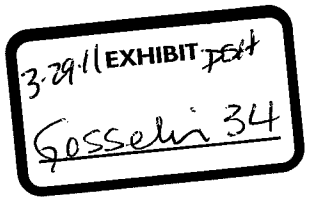

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October 7, 2004 Thursday FINAL Edition

SECTION: LIVE, Pg. 28T

LENGTH: 879 words

HEADLINE: Beware: Season's ghost tours arrive;
Family: events, activities

BYLINE: Meredith Lidard

SOURCE: SUN STAFF

BODY:

Do you believe in ghosts? These supernatural spirits are celebrated at an array of area ghost tours throughout the autumn season. LIVE! takes a look at some of the spooky tours in Baltimore, surrounding counties and neighboring states.

Local tours

* Fells Point, home to the maritime industry, has seen its streets crowded with sundry individuals from various countries. Some believe the spirits of some of these residents still lurk in the shadows. Join the Fells Point Ghostwalk after sunset, when you'll be taken on a walking tour of the pubs, shops and residences that are haunted by past vagrants.

Tours depart from Max's Sidebar, 731 S. Broadway, and are held every Friday and Saturday evening in October, beginning at 7 p.m. and lasting for about an hour. Advance purchase is required. Tickets are $12 per person and can be purchased at www.fellspointghost.com or by calling 877-225-8466 and pressing "0."

* Visit Maryland's reportedly most haunted city, Frederick, to watch paranormal history come alive. Frederick is host to former inhabitants who have witnessed (or been a victim of) horrific deaths and massacres. A candlelight tour will take visitors through dark streets and alleyways where paranormal activity is reported to thrive, while costumed guides regale guests with researched and documented ghost stories.

Candlelight Ghost Tours depart Fridays at 8 p.m., and Saturdays at 7 p.m. and 9 p.m., through Nov. 6. Tours last 90 minutes. Fee for adults is $8; children 6 to 12 are $4. For more information, call 301-845-7001 or visit www.marylandghosttours.com.

* Join the ghosts of Historic Savage Mill on a tour of a 19th-century cotton mill. Tour guides will lead you through dark halls and shadowy stairways as you learn the history of the mill and the surrounding areas. You'll hear recent eye-witness accounts of supernatural activity as recorded by University of Maryland, Baltimore County Professor Mark Croatti.

Tours take place every Friday and Saturday night in October, beginning at 8 p.m. and depart from the food court in Historic Savage Mill, 8600 Foundry St., Savage. Tickets are $8 for adults, and $6 for children and senior citizens. Reservations are suggested. Not recommended for children under 6. For more information, call 800-288-8747 or visit www.visithowardcounty.com.

* Carroll County public libraries add a spooky twist to their studious surroundings as they play host to a Ghost Walk at the Westminster branch. View a slide show and learn about local ghost legends and sightings at the library. Then, head out for an evening stroll of Westminster to visit the residences of ghosts and legends.

Recommended for adults and children ages 10 and older. The tours take place Oct. 25, Oct. 27 and Oct. 28 at 6:45 p.m. Registration begins Oct. 11. For more information or to register, call 410-386-4488 or visit www.library.carr.org.

* Take a candlelight tour of Annapolis with a "colonist" as your guide. Make a reservation to explore historic **Annapolis** with your group, where you'll visit the Maryland State House and learn of the unfortunate demise of one of its builders. Be aware of lurking patriot spirits as you stroll along the cobblestone streets and into an ancient cemetery.

Tours are available Oct. 29 through Oct. 31. Reservations are required, and times will be set at time of reservation. Tickets are $14 for adults and $7 for students. For more information, call **Three Centuries** Tours of **Annapolis** at 410-263-5401 or visit www.**annapolis**-tours.com.
Regional tours

* Gettysburg, home to one of the bloodiest battles of the Civil War, might also be home to the spirits of those who met their demise on that battlefield. The Sleepy Hollow of Gettysburg Candlelight Ghost Tour features guides dressed in period clothing, who research the stories being told. Each guide has different stories and different story routes. As the guide leads visitors down the streets that Civil War soldiers traveled, they'll be able to hear "firsthand" experiences that visitors have had while on the tour.

Tours depart nightly at 8:30 p.m., and also at 9:30 p.m. on Fridays and Saturdays in front of the Great T-Shirt Co., 65 Steinwehr Ave., in Gettysburg, Pa. An additional 9 p.m. tour leaves from the Plaza Restaurant in Lincoln Square on Fridays and Saturdays. Tickets are $6 per person, but children 7 and under get in free. Arrive 20 minutes early. For more information, call 717-337-9322 or visit www. sleepyhollowofgettysburg.com.

* Supernatural affairs occur every night in Lancaster County, Pa., from laughter in the Gonder Mansion to paranormal attendants at the John Funk house. Take a guided candlelight tour of Strasburg, in the heart of Pennsylvania Dutch Country. You'll stroll through the town some call "Hell's Hole" and hear stories of haunted mansions, eerie cemeteries and lost souls.

Tours take place every evening in October and begin at 7:30 p.m., with 8 p.m., 8:30 p.m. and 9 p.m. tours added as each time slot fills up. Tours leave from Mrs. Penn's Shoppe, 2 W. Main St., in Strasburg, Pa. Tickets are $12 for adults and $6 for children 5 to 12. For more information, call 717-687-6687 or visit www.ghosttour.com.
For more family events, see Page 40.

GRAPHIC: Photo(s), 1. Aimee Gladfelter leads the Westminster Ghost Walk, sponsored by Carroll County public libraries.; 2. Visitors check a basement window during a stop on last year's Westminster Ghost Walk.; KARL MERTON FERRON : SUN STAFF PHOTOS

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Bay Signs 3322 Leritz Ln Edgewater — 798-
Bayside Signs Inc
647 Deale Rd Deale — 261-
BELSINGER SIGN WORKS INC
1300 Bayard — 837-
(See Our Ad Page 627)
Washington DC— — 470-
CENTURY NEON SALES & SERVICE 2300 Severn St — 539-
CITY AWNING CO
PUT YOUR SIGN ON AN AWNING
STORE FRONTS • HOTELS • RESTAURANTS
1907-A Lincoln Dr Annapolis — 263-
CLAUDE NEON SIGNS INC
1808 Cherry Hill Rd Balto — 685-
(See Our Ad Page 626)
Nights Sundays & Holidays Call — 893-
Or Call — 544-
Or Call — 437-
CUSTOM SIGNS & DESIGNS INC
Quality Work At Competitive Prices
6866 Distribution Way Beltsville 301 572-
CUSTOM SIGNS & GRAPHICS
8413 Garland Rd Pasadena — 255-
(See Our Ad Next Page)
Deale Signs & Graphics
5720 Deale Churchton Rd Deale — 261-
Deale Signs & Graphics
5720 Deale Churchton Rd Deale — 867-
DESIGNS & SIGNS
1036 Carrs Wharf Rd Edgewater — 798-
(See Our Ad Page 626)

EAGLE INSTANT SIGNS LTD
CUSTOM SIGNS
IN A DAY
- Paper Banners
- Architectural Signs
- Window Lettering
- Magnetic Signs
- Vinyl Banners
- Exterior Signs
- Glass Etching
- Laminating

787-9501
550 N Crain Hwy Glen Burnie — 787-9501

Fletcher Art 616 3rd St Annapolis — 263-
GABLE SIGNS & GRAPHICS INC
7948 Ft Smallwood Rd — 255-
(See Our Ad Page 628)

HALL SIGN CO
TRUCK LETTERING
A SPECIALTY
706 N Crain Hwy Glen Burnie — 766-

HAXEL F W & CO
Custom Banners - Vinyl - Canvass & Nylon
Street - Shopping Malls - Grand Openings
200 N Pearl St
Toll Free-Dial "1" & Then — 800 533-

need something?
Look first in the C&P Yellow Pages for who buys, sells, rents, repairs

ANNAPOLIS GARDEN CENTER

YOUR LOCAL TOPSOIL CENTER

266-8833

• DECORATIVE LANDSCAPE STONES • BULK WHITE & WASHED SAND
• SCREENED & PREPARED TOPSOIL • PICKUP & DELIVERY

22 Hudson St Annapolis

TOP-PRO from Bowie

FEATURING ORGANIC PRODUCTS BULK OR BAGS

SCREEN **TOPSOIL** Blended With 100% Compost

BLACK GOLD COMPOST

- 100% ORGANIC -

Shredded **Mulch - Potting Soil** Blended

DEALER - DISTRIBUTOR INQUIRIES WELCOME

261-0127 793-0127
1-800-464-0127

(TOLL FREE)

PROMPT DELIVERY OR PICK UP

TOPSOIL (Cont'd)

reland Francis R Galesville ——— 867-3325

TRUCKING

SCREENED TOPSOIL & MULCH
Compro Mix Topsoil
Fill Dirt - Sand - Gravel
Driveway Stone - Compro
We Buy Top Soil
614 Carl Av Glen Burnie ——— 255-2443
Or Call Carl ——— 255-7322

TUXENT MATERIAL INC

STONE • SCREENED TOPSOIL
SAND • RECYCLED CONCRETE
SLAG • GRAVEL
COMMERCIAL OR RESIDENTIAL
LARGE OR SMALL QUANTITIES

261-3683

Toll Free-Dial "1" & Then — 1-800-628-4942
Or Call ——— 956-2338
——— 793-0503
Baldwin Av Crofton ——— 261-3683

PEACHES NURSERY & PRODUCE
Screened Topsoil & Mulch Ornamental Rock - Stone - Delivery Available
3234 Riva Rd Riva ——— 956-3757

TOP -PRO FROM BOWIE
Cox Rd
Annapolis Baltimore Area Tel No—793-0127
(See Our Ad This Page)

Total Lawn Care Inc Crofton ——— 721-2342

Make it a habit to look in the C&P Yellow Pages.

TRADE marks & BRAND names

Nationally advertised products or services can be found by looking for the Trade Marks or Brand Names under the various classified heading.

▶TOURIST INFORMATION

ANNAPOLIS & ANNE ARUNDEL CO CONFERENCE & VISTOR BUREAU
1 Annapolis St Annapolis ——— 268-8687

Annapolis & Anne Arundel Co Conference & Vistor Bureau
1 Annapolis St Annapolis ——— 280-0445

BERMUDA DEPARTMENT OF TOURISM
Toll Free-Dial "1" & Then 800 237-6832

HISTORIC ANNAPOLIS FOUNDATION
Tours Old Treasury State Circle
Annapolis Area Tel No ——— 267-7619

THREE CENTURIES TOURS OF ANNAPOLIS
Walking Tours Of Annapolis
48 Maryland Av Annapolis —— 263-5401

▶TOURS

See "Sightseeing Tours"; "Travel Agencies & Bureaus"

▶TOURS—OPERATORS & PROMOTERS

Annapolis Connection Annapolis —— 224-3060
Golf Tournament Tours Crofton —— 721-5158

▶TOWERS

BLANTON ANTENNA SERVICE CO
118 Magothy Bridge Rd
Severna Park ——— 647-4250

▶TOWING—AUTOMOTIVE

A A TOWING

24 HOUR TOWING
Wheel lift and Flatbed Towing
Motorhome Specialists
267-8448
1321 Forest Dr Annapolis ——— 267-8448

AAA EMERGENCY ROAD SERVICE
EASTPORT SHELL SERVICE STATION
Severn Av & Sixth St Annapolis —— 268-4555

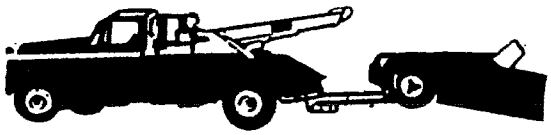
ANNAPOLIS AMOCO
24 HOUR TOWING
LOCAL & LONG DISTANCE
RADIO DISPATCHED SERVICE
910 West St Annapolis ——— 268-8010

ANNAPOLIS SERVICE CENTER
1401 Forest Dr Annapolis ——— 268-1613
(See Our Ad Page 683)

(Continued Next Page)

MASON'S

SERVICE CENTER
COMPLETE AUTO CARE



FAST 24 HOUR TOWING

★ RADIO DISPATCHED ★
MAJOR & MINOR REPAIRS

268-5781

1032 WEST STREET, ANNAPOLIS
CAR RENTALS AVAILABLE

C&P Telephone

A **Bell Atlantic** Company ™

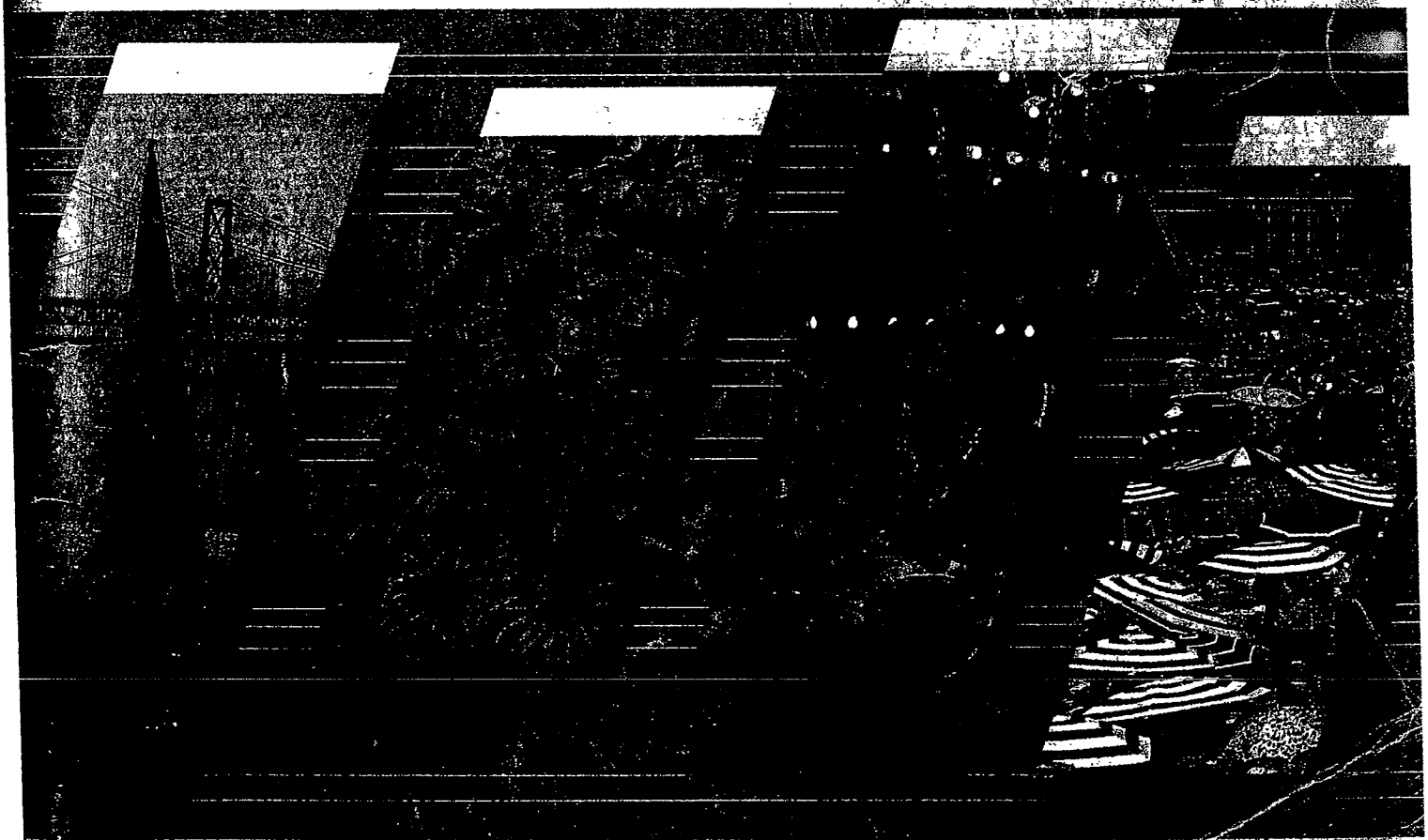
WHITE PAGES
YELLOW PAGES

3-29-11 EXHIBIT DOT
Gesselin 36

Annapolis — Prince Frederick

With YELLOW PAGES for
ANNE ARUNDEL COUNTY
See Page 3 for WHITE PAGES Localities

FEB. JAN.
1993-1994



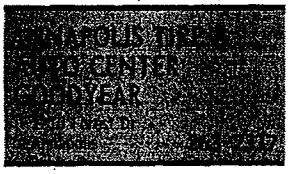
Recycle your old directory.
See the Recycling Pages in the Customer Guide for details.

AM 2862

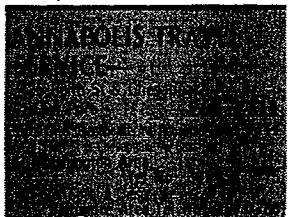
olis Radiology Associates—
Arundel Medical Center
napolis ---------- 267-1201
is Creek Medical Center
napolis ---------- 224-2618
Arundel MRI
Jennifer Rd Annapolis ------ 266-3328
Arundel Oncology Center
napolis ---------- 224-5800
Ritchie Highway Arnold ------ 647-5380
Crofton Blvd Crofton -------- 721-5500
ashington Area
Tel No--301 261-3113
Baltimore Area Tel No--793-0233
istrative Office
) Cathedral St Annapolis ------ 269-0316
uestions About Billing Call Billing Office
---------- 269-0347
olis Ramada Hotel—
ennifer Rd Annapolis -------- 266-3131
ennifer Rd Annapolis
Baltimore Area Tel No--841-6385
olis Realty Inc Annapolis --268-1967
olis Realty Inc Annapolis
Baltimore Area Tel No--269-5180
olis Realty Inc 15 School St Annapls
ashington Area
Tel No--301 261-2775
olis Record Exchange
1 Bay Ridge Rd Annapolis ---- 267-0462
lay Ridge Rd Annapls
ashington Area
Tel No--301 261-1079
APOLIS REFRIGERATION
IR CONDITIONING
32 Lincoln Dr Annapolis --- 224-2791
olis Research Institute
nold ---------- 544-2335
olis Research Institute
0 Bellerive Dr Annapolis ------ 757-9466
Bellrive Dr Annapls
ashington Area
Tel No--301 858-7122
olis Restaurant Park
napolis ---------- 224-3700
olis Rigging Company
9 6th St Annapolis ---------- 269-8035
olis Roads Apartments
pany 1 Eaglewood Rd Annapolis
Baltimore Area Tel No--269-6909
glwd Rd Annapls
ashington Area
Tel No--301 261-2145
olis RV Center Inc—
West St Annapolis ---------- 280-0800
West St Annapolis
Baltimore Area Tel No--974-8000
West St Annapolis ------ 301 858-8300
olis Sailing Center
1 6th St Annapolis ---------- 267-7205
APOLIS SAILING SCHOOL
1 6th St Annapolis ---------- 267-7205
olis Sailing School
1 6th St Annapolis
Baltimore Area Tel No--269-5140
olis Sailyard Ltd The
6 First St Annapolis --------- 268-4100
olis Sailyard Ltd The
6 First St Annapolis --------- 269-7577
olis Sand & Gravel
sion Of Chaney Enterprises
dsonville ---------- 798-0633
Free-Dial "1" & Then ------ 800 492-3495
olis Sand & Gravel Co—
Washington Area Tel No--261-4296
Baltimore Area Tel No--269-7590
olis School Of Navigation &
manship
200 Gemini Dr Annapolis ------ 280-3390
APOLIS SCHWINN
220-A West St Annapolis --- 573-2453
) West St Annapls
Washington Area
Tel No--301 261-8438
olis Scuba Center
0 Hudson St Annapolis -------- 266-8327

IAPOLIS SEPTIC & DRAIN
EANING SERVICE Deale
Annapolis Area Tel No--224-2461
olis Septic & Drain Cleaning
rvice 6003 Drum Point Rd Deale - 867-7610
olis Services
110 Callahan Ln Annapolis
Baltimore Area Tel No--974-6768
olis Services
510 Turner Rd Annapolis ------ 268-2861
olis Seventh-day Adventist
urch 27 Murray Av Annapolis --- 263-7857
olis Sewer Service
865 Md Rt 3 North Millersville --- 647-5229
olis Shell 2081 West St Annapls
Washington Area
Tel No--301 261-8688

Annapolis Shell
2081 West St Annapolis ------ 224-2424
Annapolis Shop The
173 Jennifer Rd Annapolis ------ 841-6011
Annapolis Signs & Graphics Inc
121 Gibrafter St Annapolis ------ 263-5513
Annapolis SignWorks—
1959 West St Annapls ---------- 266-9779
Washington Area
Tel No--301 970-2400
ANNAPOLIS SPARS
Annapolis ---------- 268-0956
Annapolis Spars
7310 Edgewood Rd Annapolis ---- 269-0771
Annapolis Specialty Houses
155 Duke Of Gloucester St Annaplis 268-4887
Annapolis Specialty Houses Inc—
155 Duke Of Gloucester St Annapolis - 268-4887
Fax 155 Duke Of Gloucester Annapolis 267-6448
Shadyside
Washington Area
Tel No--301 261-5388
Shadyside ---------- 263-4773
Annapolis Stained Glass Harwood 867-4866
Annapolis Storage Co
1990 Moreland Pkwy Annapolis --- 263-9000
Annapolis Store The
197 Annapolis Mall Annapolis ---- 224-2989
Annapolis Store The
194 Green St Annapolis ------- 267-7141
Annapolis Stride Rite Shoes
Parole Plaza Annapolis -------- 266-3003
Parole Plaza Annapolis ---------- 841-6076
Annapolis Striders Inc Annapolis - 268-1165
Annapolis Summer Garden Theater
Compromise & Main Sts Annapolis 268-0809
Annapolis Symphony Orchestra
Assoc Inc Constitution Av Annapolis 269-1132
Annapolis Symphony Orchestra
Ticket Office
Constitution Ave Annapolis ------ 263-0907
Annapolis Tailoring Shop
37 Old Solomons Island Annapolis - 266-7207
ANNAPOLIS TERRACE MOTEL
Revell Hwy Annapolis ------ 757-3030
Annapolis Theater Project
Annapolis ---------- 268-6104
Annapolis Tile
42 Hudson St Annapolis ------- 266-0708
Annapolis Times The
12 E 25th St Baltimore
Annapolis Tel No--636-1815
Annapolis Tinters
2014 Renard Ct Annapolis ------ 266-3931



Annapolis Tire & Auto Center
Goodyear 1210 Forest Dr Annapolis
Baltimore Area Tel No--263-9546
Annapolis Tire & Auto Center
Goodyear 1210 Forest Dr Annapolis 268-9088
Annapolis Title Company
170 Jenifr Rd ---------- 301 970-2203
Annapolis Title Company
170 Jennifer Rd Annapolis ------ 266-1337
Annapolis Title Company
170 Jennifer Rd Annapolis ------ 841-5434
Annapolis Trading Co
101 Main St Annapolis -------- 626-0335
Annapolis Transport Corporation
1223-A Annapolis Rd Odenton ---- 674-5676
Annapolis Trash Disposal
Annapolis ---------- 224-2066



ANNAPOLIS TREE EXPERTS
3870 Old Birdsville Rd Harwood 956-3264
Annapolis TV Service
2129-B Forest Dr Annapolis ------ 266-6555
ANNAPOLIS UTILITIES-
MAREX
Annapolis Area Tel No--268-5055
ANNAPOLIS VACUUM &
SEWING MACHINE REPAIRS
706 Miller Rd Annapolis ------ 267-8225
Annapolis Vending Co
140 S Azar Av Glen Burnie ------ 761-4500
Annapolis Video Productions Inc
Annapolis ---------- 544-6969
Annapolis Volvo-Subaru
1930 West St Annapls
Washington Area Tel No--261-8820

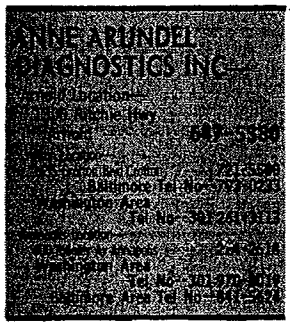
Annapolis Volvo-Subaru
1930 West St Annapolis ------- 573-1300
Annapolis Volvo-Subaru
1930 West St Annapolis ------- 841-6400
Annapolis-Washington Book
Publishers Inc Annapls --- 301 858-8585
Annapolis Wholesale Distributors
Annapolis ---------- 263-1648
Annapolis Window Washing &
Gutter Cleaning
1140 Pinemont Pl Annapolis ------ 267-0235
ANNAPOLIS WINE & SPIRITS
1307 Forest Dr Annapolis ------ 263-7117
Annapolis Woodworking
565 Mayo Rd Edgwtr
Washington Area
Tel No--301 261-4044
Annapolis Word Works
9 Taney Av Annapolis ---------- 268-3615
ANNAPOLIS YACHT BASIN
COMPANY
2 Compromise St Annapolis -- 263-3544
Compromise St Annapolis -------- 269-5996
Annapolis Yacht Basin-East
Rt 50 & Kent Narrows
Grasonville ---------- 301 261-2570
Annapolis Yacht Brokers
Annapolis ---------- 757-7602
ANNAPOLIS YACHT CLUB Ofc
ft of Duke of Gloucstr Annapls 263-9279
Annapolis Yacht Club ofc
Ft of Duke of Gloucstr St Annapls
Washington Area
Tel No--301 858-6424
ANNAPOLIS YACHT SALES
INC
7416 Edgewood Rd Annapolis - 267-8181
ANNAPOLIS YACHT SYSTEMS
7074 Bembe's Beach Rd
Annapolis ---------- 263-1212
Annapolis Yellow Cabs
21-G Riverview Av Annapolis ---- 268-1212
Annapolis YMCA Day Care Center-
Tyler Heights
200 Janwal St Annapolis ------- 267-7418
Annapolis Youth Services Bureau
92 W Washington St ---------- 269-8060

Annapolitan Club
81 Franklin Annapls ---------- 267-8917
Annapolitan Magazine—
413 Fourth St Annapolis --------- 263-7400
413 Fourth St
Washington Area
Tel No--301 858-5411
Baltimore Tel No ---------- 269-6228
ANNAPOLITAN SHOP
1927 West St Annapolis ------ 266-8735
Anne Arundel Accounting & Taxes
Inc 401 Grist Mill Crossing
Severna Park ---------- 987-8605
Anne Arundel Alarmers Assn
115 Glenmnt Av ---------- 766-4221
Anne Arundel Aluminum &
Construction Co 621 Timothy Dr - 859-0780
Anne Arundel Ambulatory Center
For Endoscopy
621 Ridgely Av Annapolis ------ 224-3636
Anne Arundel Appraisals Inc Annapolis
Baltimore Area Tel No--269-6945
Anne Arundel Balloon Co
218 West St Annapolis -------- 263-2398
ANNE ARUNDEL COMMUNITY
COLLEGE—
101 College Parkway—
Departments May Be Reached Direct By
Dialing The Listed Numbers
Administrative Offices—
Academic Advising Center ------ 541-2307
Admissions Information -------- 541-2246
Athletics ---------- 541-2300
Bookstore ---------- 541-2220
Business Office ---------- 541-2236
Cashier ---------- 541-2236
Child Development Center ------- 541-2450
Community & Extension Services -- 541-2325
Computer Center ---------- 541-2411
Continuing Education ---------- 541-2325
Disabled Services ---------- 541-2307
Facilities Management --------- 541-2345
Financial Aid ---------- 541-2203
Fort Meade Center ---------- 672-3554
Fort Meade-Extension Services --- 672-2117
Glen Burnie Center ---------- 768-4222
Health Services ---------- 541-2480
Hearing Impaired Services-TTY --- 544-0863
Job Placement ---------- 541-2201
Library ---------- 541-2211
Media Services ---------- 541-2630
Office Of Business & Employee Training
---------- 760-8891
Personnel ---------- 541-2425
Physical Plant-Boiler Room ------ 541-2210
Continued—See next column

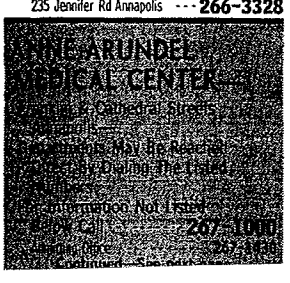
Continued—From Previous Column
ANNE ARUNDEL COMMUNITY
COLLEGE—
Administrative Offices—
President ---------- 541-2222
Public Relations ---------- 541-2341
Purchasing ---------- 541-2234
Records Registration And Transcripts
---------- 541-2241
Security ---------- 541-2315
Student Affairs-Student Government 541-2218
Theater Arts Bldg Box Office ----- 541-2457
Veterans' Affairs ---------- 541-2203
Weekend College-Saturdays Only -- 541-2464
Instructional Offices—
Business Technologies --------- 541-2390
Communication Arts ---------- 541-2433
Computer Technologies --------- 541-2442
Cooperative Education --------- 541-2201
Engineering Architectural & Engineering
Technologies ---------- 541-2433
English Dept ---------- 541-2290
Humanities-Language Drama Art Music
---------- 541-2280
Law Enforcement And Criminal Justice
---------- 541-2390
Mathematics ---------- 541-2360
Nursing ---------- 541-2310
Office Of Business & Employee Training
---------- 760-8891
Physical Education ---------- 541-2302
Science Biology Chemistry Physics
Astronomy ---------- 541-2260
Social Science Geography Psychology
Sociology History Political Science
American Studies ---------- 541-2430
Swimming Pool ---------- 541-2316
Toll Free from South Anne Arundel County
---------- 721-6449
Toll Free from DC Area ------ 301 261-2842
For Offices Not Listed Above Call --- 647-7100
Anne Arundel Co Board Of
Education 2644 Riva Rd Annapolis 867-0854
Anne Arundel County ---------- 867-0764
Anne Arundel County --- See Blue
Pages

Anne Arundel County-Andover
Equestrian Center
433 Andover Rd ---------- 222-6242
Anne Arundel County Association
For Retarded Citizens
931 Spa Rd Annapolis --------- 268-8085
931 Spa Rd Annapolis
Baltimore Area Tel No--269-1883
ANNE ARUNDEL COUNTY
ASSOCIATION OF REALTORS
INC 555 Benfield Rd Severna Park - 544-4554
Anne Arundel County Bar
Association Annapolis --------- 280-6950
Anne Arundel County Commission
For Women ---------- 222-1944
Anne Arundel County Emergency
Dental Care Harundale Mall ----- 760-4445
Anne Arundel County Fair
Crownsville ---------- 923-3400
Anne Arundel County Family Day
Care Association Severna Park - 647-7708
Anne Arundel County Farm Bureau
1583 Underwood Rd Gambrills --- 721-2363
Anne Arundel County Farmers Co-
Op Assn 155 8th Av N Glen Burnie 766-8400
Anne Arundel County Health
Department
3 Harry S Truman Pkwy Annapolis - 222-7184
Anne Arundel County Health Dept-
Home Health Services—
Washington Area
Tel No--301 970-8250
Anne Arundel County Historical
Society Benson-Hammond House -- 768-9518
Anne Arundel County Historical
Society 7 S Crain Hwy Glen Burnie 760-9679
Anne Arundel County Historical
Society
Jones Station Rd & Baltimore Annapolis Blvd
W Severna Park ---------- 544-3370
Anne Arundel County Law Office Of
North & Wachs PA
125 West St Annapolis --------- 268-5074
125 West St Annapolis
Baltimore Area Tel No--269-5711
ANNE ARUNDEL COUNTY
LAWYER REFERRAL
SERVICE Annapolis ------ 280-6961
Anne Arundel County Legal Services
1401 Forest Dr Annapolis
Baltimore Area Tel No--269-0651
Anne Arundel County Legal Services
1410 Forest Dr Annapolis ------ 266-5405
Anne Arundel County Legal Services
1410 Forest Dr Annapolis ------ 268-4624
Anne Arundel County Literacy
Council
7310 Ritchie Hwy Glen Burnie --- 553-0809
Anne Arundel County Medical
Society 7 Riggs Av Severna Park --- 544-0312
Anne Arundel County Mobile
Homeowners Association
7400 S Fargrove Ct Hanover ---- 859-0476

Anne Arundel County NAACP
107 Magothy Bridge Rd
Severna Park ---------- 544-4164
ANNE ARUNDEL COUNTY
SEPTIC TANK CLEANERS
8390 Woodland Rd Millersville - 544-1786
Anne Arundel County Servpro
Ritchie Highway ---------- 647-8181
Anne Arundel County SPCA
1815 Bay Ridge Av Annapolis ---- 268-4388
Anne Arundel County Sun The—
8028 Ritchie Hwy Pasadena
Classified Advertising ---------- 539-7700
News ---------- 761-1732
Retail Advertising ---------- 761-1732
Anne Arundel County Volunteer
Recruitment 205 Rt 3 N Millersville 923-5646
ANNE ARUNDEL CREDIT &
COLLECTION CORP
823 West St Annapolis ------ 263-9271
Anne Arundel Credit & Collection
Corp 823 West St Annapolis ------ 269-7800
Anne Arundel Dental Laboratory
7573 Ritchie Hwy Glen Burnie --- 761-9852
Anne Arundel Denture Center
1161 Spa Rd Annapolis --------- 268-3559
Anne Arundel Dept Of Schools
Facilities Pasadena ---------- 647-9020



Anne Arundel Diagnostics Inc
1300 Ritchie Hwy Arnold ------- 647-5380
Anne Arundel Dispute Resolution
Inc 200 Duke Of Gloucester St
Annapolis ---------- 280-2207
Anne Arundel Emergency Dental
Service 7573 Ritchie Hwy ------- 761-2499
Anne Arundel Financial Planning
1406-B S Crain Hwy Glen Burnie --- 766-0900
ANNE ARUNDEL FIRE
PROTECTION INC
15855 Commerce Ct
Upper Marlboro ------ 301 249-8840
Anne Arundel Fish & Game Club
1730 St Margarets Rd Arnold ---- 757-9768
Anne Arundel Food Bank
5965 Deale Churchton Rd Deale --- 956-6917
Anne Arundel Free School
1298 Lavall Dr Gambrills ------- 721-4449
ANNE ARUNDEL
GASTROENTEROLOGY
ASSOCIATES
171 Defense Hwy Annapolis --- 224-2116
171 Defense Hwy Annapls 301 855-5212
Anne Arundel Gastroenterology
Associates PA
1655 Crofton Blvd Crofton ------ 721-5667
Anne Arundel Gridiron
Gordon Dr Glen Burnie --------- 760-0246
Anne Arundel Gridiron
1015 Wellham Av ---------- 761-4715
Anne Arundel Health Care Service
Inc 140 Jennifer Rd Parole ------ 266-1641
Anne Arundel Home Improvements
1271 Pine Hill Dr Annapolis ------ 757-8043
ANNE ARUNDEL INSURANCE
AGENCY INC
7002 Aviation Blvd Glen Burnie 787-1927
Anne Arundel Insurance Agency Inc
7002 Aviation Rd ---------- 969-6000
Anne Arundel Locksmiths Inc
Pasadena ---------- 544-0444
ANNE ARUNDEL MAGNETIC
RESONANCE IMAGING
235 Jennifer Rd Annapolis --- 266-3328



AM 2863

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Thomas & Associates
7503 Munroe Cir Glen Burnie ----766-4724
Thomas Construction Co Inc
1007 Shore Dr West River ------867-4385
Thomas Construction Co Inc
1007 Shore Dr West River ------867-4385
Thomas Cook Travel
301 N Charles St Baltimore -----837-3100
Thomas Fiber Glass Boats
1120 Coster Rd Lusby --------326-4909
THOMAS GEORGE R ins—
Ofc 3099 Solomons Island Rd
Edgewater ------------**956-2244**
Res 3099-A Solomons Island Rd Edgewater
West River Tel No--798-6446
Thomas Gillmer Naval Architecht
Inc 300 State St Annapolis -------268-2105
Thomas Joseph MD
Gambrills Rd Gambrills --------987-1144
Thomas Landscaping
1141 Indian Landing Rd Millersville 260-6162
Thomas Landscaping
1141 Indian Landing Rd Millersville 269-0514
Thomas P Harkins Inc
Arnold ---------------301 858-2148
Thomas Produce Wayson's Corner - 741-9490
Thomas Realty Inc
7432 E Furnace Branch Rd
Glen Burnie --------------761-8611
Thomas & Thomas Painting
Contractors
109 Loch Leven Dr Severna Park --647-4636
Thomas W M Lumber Co ofc & yard
5573 Shady Side Rd Churchton ---867-3311
Thomas W M Lumber Co Inc
Shady Side
Bowie Glenn Dale
Tel No--301 261-5149
Thomas Wade P Jr
7 Willow St Annapolis --------266-5866
Thomas Wade P Jr atty
7 Willow St Annapolis --------841-5210
Thomas Wallop Kim & Lewis PA—
Physicians Office
203 Hospital Dr Glen Burnie -----768-0230
Billing Office Empire Medical Building
Glen Burnie ---------------760-9404
Thomas Wallop Kim Lewis PA
7575 Ritchie Hwy Glen Burnie ---766-1444
Thomasville Galleries Of Chesapeake
corporate office
1581 Sulphur Spring Rd Arbutus --242-9587
Thomasville Galleries Of The
Chesapeake 1450 Ritchie Hwy Arnold
Washington Area
Tel No--301 858-7000
Thomasville Galleries Of The
Chesapeake 1450 Ritchie Hwy Arnold
Baltimore Area Tel No--974-4800
Thomco Electric Inc
1424 Odenton Rd Odenton ------551-7786
Thompkins Chas H Co
1580-B W Nursery Rd Linthicum --850-5701
Thompkins Chas H Co
1580-B W Nursery Rd Linthicum --859-0007
Thompkins Chas H Co
1580-B W Nursery Rd Linthicum --859-8680
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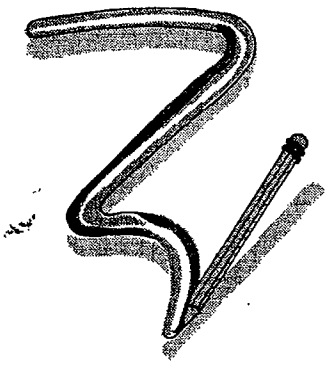

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THREE CENTURIES TOURS OF ANNAPOLIS
Walking Tours Of Annapolis
48 Maryland Av Annapolis ------263-5401

▶TOURS

See "Sightseeing Tours"; "Travel Agencies & Bureaus"

▶TOURS—OPERATORS & PROMOTERS

Annapolis Connection Annapolis ---- 224-3060

BAYLOR TOUR & TRAVEL SERVICE Columbia ----------992-5850

▶TOWERS

BLANTON ANTENNA SERVICE CO
118 Magothy Bridge Rd
Severna Park ----------647-4251

▶TOWING—AUTOMOTIVE

A DARDEN'S 24-HOUR TOWING
Immediate Mechanical Inspection - See Our Ad At This Heading
26 Lee St Annapolis ----------269-1046

A A TOWING
24 HOUR EMERGENCY TOWING
Wheel lift and Flatbed Towing
Road Service & Storage Available
267-8448
1321 Forest Dr Annapolis ---------- 267-8448

ANNAPOLIS AMOCO
910 West St Annapolis ----------268-8010

ANNAPOLIS CHEVRON
Technician Available Until 6:00 PM M-F
West & Mckendree Sts
Annapolis ----------280-3584
(See Our Ad Page 672)

ARNOLD SHELL SERVICE

ARNOLD SHELL SERVICE
EMERGENCY TOWING
ROAD SERVICE
COMPLETE AUTO REPAIRS
• ENGINE WORK
• DIAGNOSTIC TUNE-UPS
• TRANSMISSIONS
• FRONT END WORK
ALLSTATE ROAD SERVICE
757-3210
RITCHIE HWY & ARNOLD RD ARNOLD

BENFIELD SHELL SERVICE CENTER
Benfield Rd & Melrose Ln
Severna Park ----------647-5584
(See Our Ad Page 672)

Bob's Auto Parts
831 Ritchie Hwy Severna Park -------- 544-0215

BOWIE-BELAIR TEXACO INC
Rt 3 & 450 Bowie ---------- 301 262-1811

CATLETT'S TOWING
Central Av
Davidsonville Annapolis Area Tel No--956-2466
(See Our Ad Page 672)

Chip's Texaco
Taylor Av & West St Annapolis-------- 263-2880

DARDEN'S 24-HOUR TOWING
26 Lee St
Annapolis ---Baltimore Area Tel No--269-1046
(See Our Ad Page 672)

Darden's 24-Hour Towing
1023 Spa Rd Annapolis ---------- 263-9210

DAVE'S TOWING
24 HR Local & Long Distance
Prompt Reasonable Service
Junk Cars Removed Free
Deale----------867-7998
Evening----------301 261-5750
Beeper----------301 973-4553

Bell Atlantic

WHITE PAGES
YELLOW PAGES

3-29-11 EXHIBIT DSH
Gosselin 30

Annapolis

Includes White Pages Listings For Calvert County

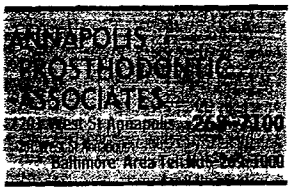
February 1996 - January 1997

Recycle Your Old Phone Books
For details see the Recycling Pages in the Customer Guide

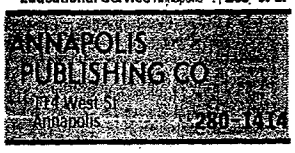
AM 2852

32051 © Bell Atlantic 1996

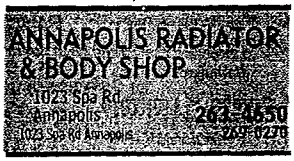
Annapolis On Line Inc
222 Severn Av Annapolis 280-2506
Annapolis Opera Inc
801 Chase Av Annapolis 267-8135
Annapolis Opticians
1918 Forest Dr Annapolis 263-6655
1918 Forest Dr Annapolis 269-0286
Annapolis Opticians Inc
1918 Forest Dr Annapolis 263-6656
Annapolis Orthodontics
1616 Forest Dr Annapolis 268-1700
Annapolis Outboard Co
506 President St Annapolis 268-6901
Annapolis Outdoors Kayak Tours
Annapolis 263-1998
Annapolis Overlook sales
10-G Sandstone Ct Annapolis 267-8624
Construction 10 Greystone Ct Annapolis
Baltimore Area Tel No--269-1544
Annapolis Overlook Condominium
10-G Sandstone Ct Annapolis 267-8624
Annapolis Overlook Condominium Pool House
10 Cobblestone Dr Annapolis 280-0624
Annapolis Paint Company
222 Chinquapin Round Rd Annapolis 263-0614
ANNAPOLIS PAINT COMPANY
222 Chinquapin Round Rd
Annapolis **266-5072**
Annapolis Paint Contractors
Dunkirk 257-9680
Annapolis Paint Contractors
Dunkirk 741-1650
Annapolis Paint Contractors
1934 Lincoln Dr Annapolis 268-6703
Annapolis Painting Services
2112 Callahan Ln Annapolis
Baltimore Area Tel No--974-6768
Annapolis Party Supplies
112 Main St Annapolis
Baltimore Area Tel No--269-0071
112 Main St Annapolis 721-0087
ANNAPOLIS PAVING SERVICE INC 111 Defense Hwy Annapolis **224-2445**
Annapolis Pediatric Dental Associates 200 Forbes St Annapolis 268-9119
Annapolis Pediatric Psychological Services
Susan M. Toler PhD & Associates
200 Forbes St Annapolis 263-1895
Annapolis Pediatrics
1202 Annapolis Rd Odenton 674-2160
Annapolis Pediatrics
200 Forbes St Annapolis 263-1895
ANNAPOLIS PEDIATRICS
200 Forbes St Annapolis **263-6363**
Annapolis Pediatrics Appointments
200 Forbes St Annapolis 263-7375
Annapolis Performance Sailing
110-A Severn Av Annapolis 268-3676
Annapolis Performing Arts Studio
Annapolis 757-2000
Annapolis Pipeline Inc Harwood 867-3653
ANNAPOLIS PLASTIC SURGERY
1300 Ritchie Hwy Arnold **544-0707**
Annapolis Plating & Polishing
40 Hudson St Annapolis 573-1077
Annapolis Plaza Annapolis 224-3700
ANNAPOLIS PLUMBING INC
Edgewater **798-4647**
ANNAPOLIS POST BOX
3 Church Circle Annapolis **268-6245**
Annapolis Pottery
40 State Cir Annapolis 268-6153
Annapolis PowerBoat Rentals Inc
222 Severn Av Annapolis 280-3700
Annapolis Primary Care
1410 Forest Dr Annapolis 267-0907
ANNAPOLIS PRODUCE & RESTAURANT SUPPLY INC
15 Lee St Annapolis 266-5211
15 Lee St Annapolis
Baltimore Area Tel No--841-6621
Annapolis Professional Pharmacy Inc
703 Giddings Av Annapolis 263-7440
Annapolis Professional Pharmacy Inc
703 Giddings Av Annapolis 269-8989
Annapolis Professional Resources
374 Rambling Ridge Ct Pasadena 437-1581



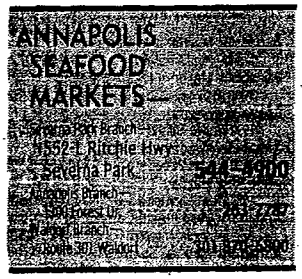
Annapolis Psychological Association Services Annapolis 757-2000
Annapolis Psychological & Educational Service Annapolis 263-0717



Annapolis Pulmonary Specialists
600 Ridgely Av Annapolis 266-1644
Annapolis Quarterly Ltd
409 Severn Av Annapolis 280-2777

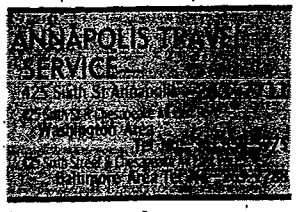


Annapolis Radiator Service
1023 Spa Rd Annapolis 263-4650
Annapolis Radiology Associates—
Administrative Office
100 Cathedral St Annapolis 269-0316
Billing Office 269-0347
Annapolis Ramada Hotel
173 Jennifer Rd Annapolis 266-3131
Annapolis Realty Inc
Annapolis 268-1967
Annapolis Realty Inc Annapolis
Baltimore Area Tel No--269-5180
Annapolis Red Carpet Inn
101 Ferguson Rd Annapolis 757-3030
ANNAPOLIS REFRIGERATION & AIR CONDITIONING
Annapolis **224-2791**
Annapolis Research Institute—
Arnold 544-2335
580 Bellerive Dr Annapolis 757-9466
Annapolis Restaurant Park
Annapolis 224-3700
ANNAPOLIS RHEUMATOLOGY ASSOCIATES
122 Defense Hwy Annapolis **573-1900**
Annapolis Rigging Company
216 Eastern Av Annapolis 269-8035
Annapolis Roads Apartments Company
1 Eaglewood Rd Annapolis
Baltimore Area Tel No--269-6909
Annapolis RV Center Inc
2027 Industrial Dr Annapolis 280-0800
Annapolis RV Center Inc
2027 Industrial Dr Annapolis 974-8000
Annapolis Sailing Center
601 6th St Annapolis 267-7205
ANNAPOLIS SAILING SCHOOL
601 6th St Annapolis 267-7205
Annapolis Sailing School
601 6th St Annapolis
Baltimore Area Tel No--269-5140
Annapolis Sailing School
601 6th St Annapolis 800 638-9192
Annapolis Sailyard Ltd The
326 First St Annapolis 268-4100
Annapolis Sailyard Ltd The
326 First St Annapolis 269-7577
Annapolis Sand & Gravel
Division Of Chaney Enterprises
..... 800 492-3495
Annapolis Sand & Gravel Co—
Washington Area
Tel No--301 261-4296
Baltimore Area Tel No--269-7590
Annapolis Scuba Center Inc
150-G Jennifer Rd Annapolis 266-8327



ANNAPOLIS SEPTIC & DRAIN CLEANING SERVICE Deale
Annapolis Area Tel No--**224-2461**

Annapolis Septic & Drain Cleaning Service
6003 Drum Point Rd Deale 867-7610
Annapolis Services 2112 Calahn Ln Annapls
Glen Burnie Area
Tel No--301 261-8039
Annapolis Services
1007 Carrs Rd Annapolis 268-2861
Annapolis Seventh-Day Adventist Church 27 Murray Av Annapolis 263-7857
Annapolis Sewer Service
365 Md Rt 3 North Millersville 647-5229
Annapolis Shell
2081 West St Annapolis 224-2424
2081 West St Annapolis
Washington Area Tel No--798-4736
Annapolis Shirt Co
159 Main St Annapolis
Baltimore Area Tel No--974-9600
Annapolis Siding Annapolis 280-3797
ANNAPOLIS SIGNS & GRAPHICS INC
121 Gibralter St Annapolis **263-5513**
Annapolis SignWorks—
900-A Commerce Rd Annapolis 266-9779
Washington Area
Tel No--301 970-2400
Annapolis Snoring Clinic
600 Ridgely Av Annapolis 573-9191
ANNAPOLIS SPARS
Annapolis **268-0956**
Annapolis Spars
7310 Edgewood Rd Annapolis 269-0771
Annapolis Specialty Houses Inc—
155 Duke Of Gloucester St Annapolis 268-4887
Fax 155 Duke Of Gloucester Annapolis 267-6448
Shadyside
Washington Area
Tel No--301 261-5388
Shady Side 263-4773
Annapolis Stained Glass
Harwood 867-4866
Annapolis Storage Co
1990 Moreland Pkwy Annapolis 263-9000
Annapolis Storybook Wedding
Arnold 974-1723
Annapolis Stride Rite Shoes
Annapolis Mall Annapolis 266-3003
Parole Plaza Annapolis 841-6076
Annapolis Striders Inc Annapolis 268-1165
Annapolis Summer Garden Theater
Compromise & Main Sts Annapolis 268-0809
ANNAPOLIS SYMPHONY ORCHESTRA—
Admin 801 Chase St Annapolis **269-1132**
Ticket Office
801 Chase St Annapolis **263-0907**
Annapolis Tailoring Shop
37 Old Solomons Island Annapolis 266-7207
Annapolis Teaching Studio 280-0804
Annapolis 300 Celebration
26 West St Annapolis 268-3333
Annapolis Tile
42 Hudson St Annapolis 266-0708
Annapolis Times The
12 W 25th St Baltimore
Annapolis Tel No--636-1815
ANNAPOLIS TIRE & AUTO CENTER GOODYEAR
1210 Forest Dr Annapolis **263-2317**
Annapolis Tire & Auto Center Goodyear 1210 Forest Dr Annapolis 263-9546
Annapolis Tire & Auto Center Goodyear 1210 Forest Dr Annapolis 268-9088
Annapolis Title Company
170 Jenifr Rd 301 970-2203
Annapolis Title Company
170 Jennifer Rd Annapolis 266-1337
Annapolis Title Company
170 Jennifer Rd Annapolis 841-5434
Annapolis Trading Co
199 Ambleside Dr Severna Park 544-6624
Annapolis Transport Corporation
1223-A Annapolis Rd Odenton 674-5676
Annapolis Trash Disposal
Annapolis 224-2066



Annapolis Treasure Co
161 Main St Annapolis 263-7074
ANNAPOLIS TREE EXPERTS
101 Claiborne Rd Edgewater **956-3264**
Annapolis Tv Service
2129-B Forest Dr Annapolis 266-6555
Annapolis Uniform
45 Old Solomons Island Rd
Annapolis 266-6518

Annapolis Upholstering Company
1311 West St Annapolis 280-6169
ANNAPOLIS UTILITIES-MAREX
Annapolis Area Tel No--**268-5055**
Annapolis Vacuum & Sewing Machine Repairs 715 Miller Rd Annapolis 267-8225
Annapolis Van & Storage Co Inc
Annapolis 626-0312
Annapolis Vending Ellicott City 461-1010
Annapolis Veterinary Homeopathy
85 W Central Av Edgewater 956-2932
Annapolis Video Productions Inc
Annapolis 544-6969
Annapolis Vision Center
130 Holiday Ct Annapolis 266-0099
Annapolis Volvo-Subaru
1930 West St Annapls
Washington Area
Tel No--301 261-8820
Annapolis Volvo-Subaru
1930 West St Annapolis 573-1300
Annapolis Volvo-Subaru
1930 West St Annapolis 841-6400
Annapolis Walk
1701 Belle Dr Annapolis 268-9100
Annapolis Walk 1701 Belle Dr Annapolis
Baltimore Tel No--269-0555
Annapolis Weddings
233 Prince George St Annapolis 263-0607
Annapolis Whalertowne
319-C Sixth St Annapolis 267-9731
Annapolis Window & Door Repair
Edgewater 956-2162
Annapolis Window Washing & Gutter Cleaning Annapolis 267-0235
Annapolis Wine & Spirits
1307 Forest Dr Annapolis 263-7117
Annapolis Word Works
9 Taney Av Annapolis 268-3615
ANNAPOLIS YACHT BASIN COMPANY
2 Compromise St Annapolis **263-3544**
2 Compromise St Annapolis
Baltimore Area Tel No--269-5996
Annapolis Yacht Basin-East
Rt 50 & Kent Narrows
Grasonville 301 261-2570
Annapolis Yacht Brokers
Annapolis 757-7602
ANNAPOLIS YACHT CLUB Ofc
2 Compromise St Annapolis **263-9279**
Annapolis Yacht Club ofc
Ft of Duke of Gloucstr St Annapls
Washington Area
Tel No--301 858-6424
Annapolis Yacht And Engine Service Inc 326 1st St Annapolis 263-4333
Annapolis Yacht And Engine Service Inc 326 1st St Annapolis 269-6222
ANNAPOLIS YACHT SALES INC
7416 Edgewood Rd Annapolis **267-8181**
ANNAPOLIS YACHT SYSTEMS
7074 Bembe Beach Rd Annapolis **263-1212**
Annapolis Yellow Cabs
21-G Riverview Av Annapolis 268-1212
Annapolis Youth Services Bureau
92-W Washington St 269-8060

Annapolitan Club The ofc
81 Franklin St Annapolis 267-8917
Annapolitan Hair Designs Inc
914 Bay Ridge Rd Annapolis 626-1173
Annapolitan The
84 Old Mill Bottom Rd Annapolis 757-7000
Anne Arudnel Oncology Center
2001 Medical Parkway Annapolis 224-5800
Anne Arundel Accounting & Taxes Inc
401 Grist Mill Crossing Severna Park 987-8605
Anne Arundel Alarmers Assn
115 Glenmat Av 766-4221
Anne Arundel Aluminum & Construction Co 621 Timothy Dr 859-0780
Anne Arundel Balloon Co
Annapolis 263-2398
Anne Arundel Balloon Co
Annapolis 757-0506
Anne Arundel Carpet Cleaning
Edgewater 956-0007
Anne Arundel Community College—
101 College Parkway—
Departments May Be Reached Direct By Dialing The Listed Numbers
Administrative Offices—
Academic Advising Center 541-2307
Admissions Information 541-2246
Athletics 541-2300
Bookstore 541-2220
Business Office 541-2236
Cashier 541-2236
Continued—See next column

Continued—From Previous Column
Anne Arundel Community College—
Administrative Offices—
Child Development Center 541-2450
Community & Extension Services 541-2325
Computer Center 541-2411
Continuing Education 541-2325
Disabled Services 541-2307
Facilities Management 541-2345
Financial Aid 541-2203
Fort Meade Center 672-3554
Fort Meade-Extension Services 672-2117
Glen Burnie Center 760-8891
Health Services 541-2480
Hearing Impaired Services-TTY 544-0863
Human Resources 541-2425
Job Placement 541-2201
Library 541-2211
Media Services 541-2630
Office Of Business & Employee Training 760-8894
Physical Plant-Boiler Room 541-2210
President 541-2222
Public Relations 541-2341
Purchasing 541-2234
Records Registration And Transcripts 541-2241
Security 541-2315
Student Affairs-Student Government 541-2218
Theater Arts Bldg Box Office 541-2457
Veterans' Affairs 541-2203
Weekend College-Saturdays Only 541-2464
Instructional Offices—
Allied Health 315-7310
Business Technologies 541-2390
Communication Arts 541-2433
Computer Technologies 541-2442
Cooperative Education 541-2201
Engineering Architectural & Engineering Technologies 541-2433
English Dept 541-2290
Humanities-Language Drama Art Music 541-2280
Law Enforcement And Criminal Justice 315-7390
Mathematics 541-2360
Office Of Business & Employee Training 760-8894
Physical Education 541-2302
Science Biology Chemistry Physics Astronomy 541-2260
Social Science Geography Psychology Sociology History Political Science American Studies 541-2430
Swimming Pool 541-2316
Toll Free from South Anne Arundel County 721-6449
Toll Free from DC Area 301 261-2842
For Offices Not Listed Above Call 647-7100
Anne Arundel Co Board Of Education
2644 Riva Rd Annapolis 867-0854
Anne Arundel Conflict Resolution Center Parole Plaza Annapolis 266-9033
Anne Arundel County 867-0764

ANNE ARUNDEL COUNTY ... See Blue Pages

Anne Arundel County-Andover Equestrian Center 433 Andover Rd 222-6242
Anne Arundel County Association For Retarded Citizens
931 Spa Rd Annapolis 268-8085
931 Spa Rd Annapolis
Baltimore Area Tel No--269-1883
Anne Arundel County Association Of Realtors
555 Benfield Rd Severna Park 544-4554
Anne Arundel County Bar Association
Annapolis 280-6950
Anne Arundel County Emergency Dental Care Harundale Mall 760-4445
Anne Arundel County EOC
1014 President St Eastport 626-1131
Anne Arundel County Fair
Crownsville 923-3400
Anne Arundel County Family Child Care Association Millersville 987-4465
Anne Arundel County Farm Bureau
1583 Underwood Rd Gambrills 721-2365
Anne Arundel County Farmers Co-Op Assn 155 8th Av N Glen Burnie 766-8400
Anne Arundel County Farmer's Market Annapolis 280-0750
Anne Arundel County Health Department
3 Harry S Truman Pkwy Annapolis 222-7180
Anne Arundel County Health Dept-Home Health Services
Annapls 301 970-8250
Anne Arundel County High Tech Council 2660 Riva Rd Annapolis 266-6070
Anne Arundel County Historical Society Benson-Hammond House 768-9510
Anne Arundel County Historical Society 7 S Crain Hwy Glen Burnie 760-9670
Anne Arundel County Historical Society
Jones Station Rd & Baltimore Annapolis Blvd
W Severna Park 544-3370
ANNE ARUNDEL COUNTY LAWYER REFERRAL SERVICE Annapolis **280-6960**
Anne Arundel County Legal Services
131 Defense Hwy Annapolis 867-1000

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The Butler Pit
442 Mystic View Turn Glen Burnie --761-9245
The C A M Company
356 White Sands Dr Lusby ------586-9363
The Carpet & Upholstery Co
221 St James Dr Glen Burnie -----760-7831
The Children's Place
Marley Station Mall -----------761-5237
The Cinnamon Bear Country Store
121 Main St Annapolis ---------263-2030
The Conaid Company Inc
2302 230th St Pasadena --------360-6380
The Connectivity Center -------267-7816
The Cookie Kitchen
6711 Ritchie Hwy Glen Burnie ----760-9627
The Crab Station
22 Jones Station Rd Arnold ------544-0200
The Difference
196 Mayo Rd Edgewater --------956-0459
The Ellerson Group
705 Melvin Av Annapolis --------280-3103
The Financial Correctors Odenton 674-0203
The Friendly Cobra Co Baltimore -761-6259
The Frozen Orchard
41 Randall St Annapolis --------267-7370
The Green Street Inn
172 Green St Annapolis --------263-9171
The Hair Salon
Harundale Mall Glen Burnie -----863-1911
The Halen Group Inc
47 State Cir Annapolis ---------280-8611
The Head Quarters
7424 Baltimore Annapolis Blvd
Glen Burnie --------------761-0055
The Knick Knack Knook
423 E Patapsco Av Baltimore -----354-1661
The Kronheim Co Inc
14350 S Solomons Island Rd
Solomons ----------------326-8008
The Lankford Group
437 Lankford Rd Harwood ------867-8326
The Lawnmower Man
42 Hudson St Annapolis --------573-0702
The Learning Place Inc
517 Benfield Rd -------------544-1934
The Loft 7926 S Crain Hwy Glen Burnie 553-2276
The Maids—
-----------------------867-7477
Toll Free-Dial "1" & Then -----800 783-1938
The Mare Nostrum Foundation
2234 Mulberry Hill Rd Annapolis ---757-3766
The Marine Channel
1916 S Crain Hwy Glen Burnie ----760-9209
The Maryland Ballet Theatre School
Of The Arts Inc
2137 Defense Hwy Crofton ------721-6157
The Messick Law Firm LLC
1831 Forest Dr Annapolis -------269-6188
The Minerva Center
20 Granada Rd Pasadena -------437-5379
The Mobile Mill Annapolis -------757-3836
The Nature & Science Co Inc
325 White Plains Ct Severna Park --315-9008
The Nerd Shop
1909 Main Av Pasadena --------360-3326
The New Barbet II Corp
829 Central Av Linthicum Heights --789-1684
The 999 Per Dozen Long Stemmed
Rose Co Glen Burnie ----------969-7673
The Old Salt Stamps Annapolis ---626-9664
The One Book—
Local Sales—
110 West Road Towson
Toll Free-Dial "1" & Then --800 544-0266
National Yellow Pages—
110 West Road Towson
Toll Free-Dial "1" & Then --800 544-0266
THE OXBOW RESTAURANT &
LOUNGE Ritchie Hwy ------**647-2232**
The Pampered Chef
21 Manchester Rd Pasadena -----255-0166
The Paper Gourmet
3 Church Cir Annapolis ---------263-8710
The Phone Barn
515 Brightview Dr Millersville ----987-2350
The Place Bar & Lounge
8318-B Telegraph Rd Odenton
Baltimore Area Tel No--551-2570
The Pnetwork Inc Annapolis -----280-5160
The Police Emerald Society Of The
Washington DC Area
Crofton -------------301 858-0972
The ProduzBox Institute
244 Keith Ct Millersville --------987-1965
The Pros Disc Jockeys
Toll Free-Dial "1" & Then -----800 843-7767
The Psychic Line
Toll Free-Dial "1" & Then -----800 854-5379
The Quill Huntingtown ----------535-9331
The Quilt Connection ---------674-8226
The Rafters Antique Mini-Mall
1185 Mayo Rd Edgewater -------798-1204

The Real Estate Institute
Annapolis ----------------841-6100
The Right Place
1403 Viers Ln Hanover ----------551-6538
The Security Store Crofton
Washington Area
Tel No--301 858-0900
The Security Store Crofton ------721-2200
The Shipping Store
160 Mayo Rd Edgewater --------798-1002
The Skydiving Center California Md 326-0880
The Studio 20 Ridgely Av Annapolis --268-3430
The Talent Machine Co Inc
2060 Shore Dr Edgewater -------956-0512
The Tech Group 2001 N Lawrence Av 841-6452
The Time Setters
1410 Macedonia Dr Hanovere ----551-4304
The Time Setters
606 Marshall Rd Glen Burnie -----768-1437
The Virginia Peddlar
7900 Ritchie Hwy Glen Burnie ----760-7014
The Warriors Emporium
7700 Ritchie Hwy Glen Burnie ----766-4662
The Whiting Co 1825 George Av Annapls
Washington Area
Tel No--301 261-1844
Theis R M Construction
Glen Burnie --------------768-8510
Therapeutic Massage
224-E Mayo Rd Edgewater ------269-6032
Therapeutic Services Of Southern
Maryland 8045 Southern Maryland Blvd
Owings ----------------257-0852
Therapeutic Solutions And
Alternatives Inc
Mariah Randall Hatch-Executive Director
Annapolis -----------------849-3229
Theri-Teck Corp Annapolis ------269-5580
Theriault's 2148 Renard Ct Annapolis -224-3655
Thermal Insulators
11 Monticello Av Annapolis ------268-2448
Thermoid Inc 717 Hammonds Ferry Rd N
Linthicum Hgts ------------636-4344
Thieblot Ryan Martin & Ferguson
111 Cathedral St Annapolis ------267-9400
Thighs And Fries 720 Church St ---789-4120
Thing-A-Majig Assembly
Edgewater --------------956-2858
Things Engraved
Marley Station Mall Glen Burnie ---760-6155
Things Remembered Annapolis Mall 841-6254
Things Remembered
Glen Burnie Mall ------------761-8635
Harundale Mall --------------761-5821
Think Clean Inc
1928 Lincoln Dr Annapolis ------263-4151
Third Alarm Auxillary Solomons --326-4292
Third Floor Publishing Arnold ---974-1111
Third Floor Publishing
Severna Park -------------431-5279
Third Millennium Designs
57 Maryland Av Annapolis -------267-6428
30 Minute Photo Fox Run Shopping Center
Prince Frederick -----------535-9141
32 Plumbing & Hardware
1015 Generals Hwy Crownsville ---923-6076
This End Up Furniture Co—
Annapolis Harbour Square Mall -----269-0872
Columbia 2328 Columbia Mall -------995-1620
Owings Mills 10300 Mill Run Cir -----363-4177
Towson 820-A Kenilworth Dr -------825-1173
White Marsh
8200 Perry Hall Blvd Baltimore ---931-6937
This End Up Furniture Co
Annapolis Mall Annapolis -------224-1125
Thistle Associates
404 Walnut Dr Annapolis -------267-6031
Thistle Hill Farriery -------301 855-3003
Thom McAn Annapolis Mall Annapolis 841-5201
Thom McAn Shoe Stores
Glen Burnie Mall -----------766-8496
Thomas A R Plumbing & Heating
14 Pafel Rd Annapolis ---------266-8036
Thomas & Associates
7503 Munroe Cir Glen Burnie -----766-4724
Thomas Calvin Rev
710 Cherry Hill Rd ------------354-1487
Thomas Clark Associates Architects
2661 Riva Rd Annapls ------301 261-8700
Thomas Construction Co Inc
4846 Riverside Dr Galesville -----867-4385
Thomas Cook Travel
301 N Charles St Baltimore ------837-3100
Thomas E Shipley And Associates
1951 Aberdn Dr Dunkirk ----301 855-8424
Thomas Environmental Systems 451-0449
Thomas Fence Co Bushwood -301 769-2274
THOMAS FENCE CO
Bushwood ---------**800 310-0830**
Thomas Gillmer Naval Architect Inc
300 State St Annapolis ---------268-2105
Thomas & Harding Enterprises Inc
580 A St Pasadena -----------437-5558

Thomas James Painting &
Decorating Baltimore ---------553-8988
Thomas Joseph MD
Gambrills Rd Gambrills --------987-1144
Thomas Landscaping
1141 Indian Landing Rd Millersville -260-6162
Thomas Landscaping
1141 Indian Landing Rd Millersville -269-0514
Thomas Landscaping Millersville -987-9384
Thomas P Harkins Inc Arnold 301 858-2148
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Annapolis -------------**268-0956**

Annapolis Spars
7310 Edgewood Rd Annapolis ----269-0771

Annapolis Specialty Houses
155 Duke Of Gloucester St Annaplis 268-4887

Annapolis Specialty Houses Inc—
155 Duke Of Gloucester St Annapolis -268-4887
Fax 155 Duke Of Gloucester Annapolis 267-6448
Shadyside
Washington Area
Tel No--301 261-5388
Shady Side -----------------263-4773

Annapolis Sport Fishing Center
222 Severn Av Annapolis -------263-0990

Annapolis Stained Glass Harwood 867-4866

Annapolis Storage Co
1990 Moreland Pkwy Annapolis ---263-9000

Annapolis Stride Rite Shoes
Annapolis Mall Annapolis -------266-3003
Parole Plaza Annapolis ----------841-6076

Annapolis Striders Inc Annapolis -268-1165

Annapolis Summer Garden Theater
Compromise & Main Sts Annapolis 268-0809

ANNAPOLIS SYMPHONY ORCHESTRA—
Admin 801 Chase St Annapolis --**269-1132**
Ticket Office
801 Chase St Annapolis -----**263-0907**

Annapolis Tailoring Shop
37 Old Solomons Island Annapolis -266-7207

[illegible]
42 Hudson St Annapolis -------266-0708

Annapolis Times The
12 E 25th St Baltimore
Annapolis Tel No--636-1815

Annapolis Tinters
2012 Renard Ct Annapolis ------266-3931

ANNAPOLIS TIRE & AUTO CENTER GOODYEAR
1210 Forest Dr Annapolis ----**263-2317**

Annapolis Tire & Auto Center
Goodyear 1210 Forest Dr Annapolis 263-9546

Annapolis Tire & Auto Center
Goodyear 1210 Forest Dr Annapolis 268-9088

Annapolis Title Company
170 Jenifr Rd -----------301 970-2203

Annapolis Title Company
170 Jennifer Rd Annapolis ------266-1337

Annapolis Title Company
170 Jennifer Rd Annapolis ------841-5434

Annapolis Transport Corporation
1223-A Annapolis Rd Odenton ----674-5676

Annapolis Trash Disposal
Annapolis ---------------224-2066

ANNAPOLIS TRAVEL SERVICE—
425 Sixth St Eastport 263-7711
425 Sixth St & Chesapeake Av [illegible]
Washington Area
Tel No--301 858-5775
425 Sixth Street & Chesapeake Av [illegible]
Baltimore Area Tel No--269-7786

ANNAPOLIS TREE EXPERTS
101 Claiborne Rd Edgewater --**956-3264**

ANNAPOLIS TV SERVICE
2129-B Forest Dr
Annapolis 266-6555

Annapolis Upholstering Company
1311 West St Annapolis -------280-6169

ANNAPOLIS UTILITIES-MAREX
Annapolis Area Tel No--**268-5055**

ANNAPOLIS VACUUM & SEWING MACHINE REPAIRS
706 Miller Rd Annapolis -----**267-8225**

Annapolis Video Productions Inc
Annapolis ---------------544-6969

Annapolis Vision Center
130 Holiday Ct Annapolis -------266-0099

Annapolis Volvo-Subaru
1930 West St Annapls
Washington Area
Tel No--301 261-8820

Annapolis Volvo-Subaru
1930 West St Annapolis -------573-1300

Annapolis Volvo-Subaru
1930 West St Annapolis -------841-6400

Annapolis-Washington Book
Publishers Inc Annapls ---301 858-8585

Annapolis Whalertowne
319-C Sixth St Annapolis -------267-9731

Annapolis Window Washing & Gutter
Cleaning Annapolis ----------267-0235

ANNAPOLIS WINE & SPIRITS
1307 Forest Dr Annapolis ----**263-7117**

Annapolis Woodworking
565 Mayo Rd Edgwtr
Washington Area
Tel No--301 261-4044

Annapolis Word Works
9 Taney Av Annapolis ---------268-3615

ANNAPOLIS YACHT BASIN COMPANY
2 Compromise St Annapolis --**263-3544**
2 Compromise St Annapolis
Baltimore Area Tel No--269-5996

Annapolis Yacht Basin-East
Rt 50 & Kent Narrows
Grasonville -----------301 261-2570

Annapolis Yacht Brokers
Annapolis ---------------757-7602

ANNAPOLIS YACHT CLUB Ofc
ft of Duke of Gloucstr Annapls **263-9279**

Annapolis Yacht Club ofc
Ft of Duke of Gloucstr St Annapls
Washington Area
Tel No--301 858-6424

ANNAPOLIS YACHT SALES INC
7416 Edgewood Rd Annapolis -**267-8181**

ANNAPOLIS YACHT SYSTEMS
7074 Bembe Beach Rd
Annapolis -------------**263-1212**

Annapolis Yellow Cabs
21-G Riverview Av Annapolis ----268-1212

ANNAPOLIS ZIEBART BODY SHOP
185-B Defense Hwy
Annapolis 266-8181

Annapolitan Club
81 Franklin Annapls ----------267-8917

Annapolitan Magazine—
419 Fourth St Annapolis ---------263-7400
419 Fourth St
Washington Area
Tel No--301 858-5411
Baltimore Tel No--269-6228

ANNAPOLITAN SHOP
1927 West St Annapolis -----**266-8735**

Annapolitan The
210 Revell Hwy Annapolis ------757-7000

Anne Arundel Accounting & Taxes
Inc 401 Grist Mill Crossing
Severna Park -------------987-8605

Anne Arundel Alarmers Assn
115 Glenmnt Av ------------766-4221

Anne Arundel Aluminum &
Construction Co 621 Timothy Dr -859-0780

Anne Arundel Balloon Co
218 West St Annapolis --------263-2398

Anne Arundel Carpet Cleaning
Edgewater ---------------956-0007

ANNE ARUNDEL COMMUNITY COLLEGE—
101 College Parkway—
Departments May Be Reached Direct By
Dialing The Listed Numbers
Administrative Offices—
Academic Advising Center ------541-2307
Admissions Information --------541-2246
Athletics ----------------541-2300
Bookstore ----------------541-2220
Business Office ------------541-2236
Cashier ----------------541-2236
Child Development Center -------541-2450
Community & Extension Services --541-2325
Computer Center ------------541-2411
Continuing Education ----------541-2325
Disabled Services ------------541-2307
Facilities Management ---------541-2345
Financial Aid --------------541-2203
Fort Meade Center -----------672-3554
Fort Meade-Extension Services 301 677-5414
Fort Meade-Extension Services ---672-2117
Glen Burnie Center -----------768-4222
Health Services ------------541-2480
Hearing Impaired Services-TTY ---544-0863
Job Placement -------------541-2201
Library -----------------541-2211
Media Services ------------541-2630
Office Of Business & Employee Training
------------------760-8891
Personnel ----------------541-2425
Physical Plant-Boiler Room ------541-2210
President ----------------541-2222
Public Relations ------------541-2341
Purchasing ---------------541-2234
Records Registration And Transcripts
------------------541-2241
Security -----------------541-2315
Student Affairs-Student Government 541-2218
Theater Arts Bldg Box Office -----541-2457
Veterans' Affairs ------------541-2203
Weekend College-Saturdays Only --541-2464
Instructional Offices—
Business Technologies ---------541-2390
Communication Arts ----------541-2433
Computer Technologies --------541-2442
Cooperative Education ---------541-2201
Engineering Architectural & Engineering
Technologies -------------541-2433
English Dept --------------541-2290
Humanities-Language Drama Art Music
------------------541-2280
Law Enforcement And Criminal Justice
------------------541-2390
Mathematics --------------541-2360
Nursing -----------------541-2310
Office Of Business & Employee Training
------------------760-8891
Physical Education -----------541-2302
Science Biology Chemistry Physics
Astronomy --------------541-2260
Social Science Geography Psychology
Sociology History Political Science
American Studies ----------541-2430
Swimming Pool -------------541-2316
Toll Free from South Anne Arundel County
------------------721-6449
Toll Free from DC Area ------301 261-2842
For Offices Not Listed Above Call ---647-7100

Anne Arundel Co Board Of
Education 2644 Riva Rd Annapolis 867-0854

Anne Arundel County ---------867-0764

Anne Arundel County ---See Blue Pages

Anne Arundel County-Andover
Equestrian Center
433 Andover Rd ------------222-6242

[illegible]
Realtors
555 Benfield Rd Severna Park ---544-4554

Anne Arundel County Bar
Association Annapolis --------280-6950

Anne Arundel County Commission
For Women ---------------222-1944

Anne Arundel County Emergency
Dental Care Harundale Mall -----760-4445

Anne Arundel County EOC
1014 President St Eastport -----626-1131

Anne Arundel County Fair
Crownsville ---------------923-3400

Anne Arundel County Family Day
Care Association Severna Park -647-7708

Anne Arundel County Farm Bureau
1583 Underwood Rd Gambrills ---721-2363

Anne Arundel County Farmers Co-
Op Assn 155 8th Av N Glen Burnie 766-8400

Anne Arundel County Health
Department
3 Harry S Truman Pkwy Annapolis -222-7184

Anne Arundel County Health Dept-
Home Health Services—
Washington Area
Tel No--301 970-8250

Anne Arundel County High Tech
Council
175 Admiral Cochrane Dr Annapolis 266-6078

Anne Arundel County Historical
Society Benson-Hammond House --768-9518

Anne Arundel County Historical
Society 7 S Crain Hwy Glen Burnie 760-9679

Anne Arundel County Historical
Society
Jones Station Rd & Baltimore Annapolis Blvd
W Severna Park -----------544-3370

ANNE ARUNDEL COUNTY LAWYER REFERRAL SERVICE Annapolis ------**280-6961**

Anne Arundel County Legal Services
1401 Forest Dr Annapolis
Baltimore Area Tel No--269-0651

Anne Arundel County Legal Services
1410 Forest Dr Annapolis ------268-4624

Anne Arundel County Literacy
Council
7310 Ritchie Hwy Glen Burnie ---553-0809

ANNE ARUNDEL COUNTY MEDICAL SOCIETY
7 Riggs Av Svema Park -------544-0312

Anne Arundel County Mobile
Homeowners Association
7400 S Fargrove Ct Hanover ----859-0476

Anne Arundel County Police Dept
Sergeants Association
Millersville ---------------987-2080

ANNE ARUNDEL COUNTY SEPTIC TANK CLEANERS
8390 Woodland Rd Millersville -**544-1786**

Anne Arundel County Servpro
Maryland Route 3 N ----------647-8181

Anne Arundel County SPCA
1815 Bay Ridge Av Annapolis ----268-4388

Anne Arundel County Sun The—
8028 Ritchie Hwy Pasadena
Classified Advertising ----------539-7700

Anne Arundel County Volunteer
Recruitment
205 Rt 3 N Millersville --------923-5646

ANNE ARUNDEL CREDIT & COLLECTION CORP
823 West St Annapolis -----**263-9271**

Anne Arundel Credit & Collection
Corp 823 West St Annapolis -----269-7800

Anne Arundel Dental Laboratory
7573 Ritchie Hwy Glen Burnie ---761-9852

Anne Arundel Denture Center
1161 Spa Rd Annapolis --------268-3559

Anne Arundel Dept Of Schools
Facilities Pasadena ----------647-9020

Anne Arundel Diagnostics Inc—
Annapolis Location—
600 Ridgley Av Annapolis ------224-2618
Washington Area Tel No--970-8019
Baltimore Area Tel No--841-5624
Arnold Location—
1300 Ritchie Hwy Arnold -------647-5380
Crofton Location—
1655 Crofton Blvd Crofton ------721-5500
Washington Area
Tel No--301 261-3113
Baltimore Area Tel No--793-0233

Anne Arundel Diagnostics Inc
1300 Ritchie Hwy Arnold -------647-5380

Anne Arundel Dispute Resolution
Inc 200 Duke Of Gloucester St
Annapolis ---------------280-2207

~~Anne Arundel Emergency Dental~~
Service 7573 Ritchie Hwy -------761-2499

Anne Arundel Financial Planning
1406-B S Crain Hwy Glen Burnie --766-0900

ANNE ARUNDEL FIRE PROTECTION INC
15855 Commerce Ct
Upper Marlboro -----**301 249-8840**

[illegible]

ANNE ARUNDEL GASTROENTEROLOGY
171 Defense Hwy
Annapls ----------301 85

Anne Arundel Gastroenterology
171 Defense Hwy Annapolis ---

ANNE ARUNDEL GASTROENTEROLOGY ASSOCIATES
171 Defense Hwy Annapolis --224

Anne Arundel Gastroenterology
Associates PA
1655 Crofton Blvd Crofton ----7

Anne Arundel Gridiron
Gordon Dr Glen Burnie -------7

Anne Arundel Gridiron
1015 Wellham Av -----------7

Anne Arundel Health Care Service
Inc 140 Jenniefer Rd Parole ----

Anne Arundel Home Improvement
1271 Pine Hill Dr Annapolis ----7

ANNE ARUNDEL INSURANCE AGENCY INC
7002 Aviation Blvd Glen Burnie 787

Anne Arundel Insurance Agency Inc
7002 Aviation Rd -----------9

Anne Arundel Locksmiths Inc
Pasadena -----------------5

ANNE ARUNDEL MAGNETIC RESONANCE IMAGING
235 Jennifer Rd Annapolis ---266

ANNE ARUNDEL MEDICAL CENTER
Franklin & Cathedral Streets
Annapolis—
Departments May Be Reached
Direct By Dialing The Listed
Numbers
For Information Not Listed
Below Call ---------26
Admitting Office
Auxiliary
Blood Bank
Business Office—
Billings-Inpatient
Billings-Outpatient
Doctors' Directory
Emergency Service-Information
Foundation
Laboratory
Medical Records
Patient Information
Personnel
Public Relations
Purchasing
Radiology
Social Work

Anne Arundel Medical Center
Doctors' Directory
Franklin & Cathedral Sts Annapolis 224

Anne Arundel Medical Center
Doctors' Directory
Franklin & Cathedral Sts Annapolis MD
Toll Free-Dial "1" & Then -----800 26

Anne Arundel Medical Center's
Medical Park Weight Management
Services 140 Jennifer Rd Annapolis 22

Anne Arundel Medical Park—
140 Jennifer Rd Annapolis—
Health Education Center --------22
Oncology Center ------------22
Outpatient Surgery Center ------22

Anne Arundel Office Of Krohn &
Krissoff PA
133 Defense Hwy Annapolis -----26

Anne Arundel Oncology Center
140 Jennifer Road Annapolis ----2

ANNE ARUNDEL ORTHOPAEDIC SURGEONS
Ofc 25 Shaw St Annapolis -----**268**
Office 22 Truckhouse Rd Severna Park 5
Ofc Bowie-Crofton Office --**301 805**
Billing Information ------------2
Business -----------------2

Anne Arundel Orthopaedics Inc
123 Old Solomons Island Rd
Annapls -------------301 2

Anne Arundel Orthopaedics Inc
123 Old Solomons Island Rd
Annapolis ---------------
123 Old Solomons Island Rd
Annapolis ---------------

Anne Arundel Properties Inc
1994 Moreland Pkwy Annapolis ---

AM 2858

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...co Electric Inc
...Odenton Rd Odenton ------551-7786
...pkins Chas H Co
1500-8 W Nursery Rd Linthicum --859-0007
...pkins Chas H Co
1500-8 W Nursery Rd Linthicum --859-8680
...pson Aluminum Contracting
Inc Pasadena ------------255-6461
...pson Brad C CPA
Two Hopkins Plaza ------------685-4000
8348 Fairwood Ct Pasadena ----437-1546
...pson David R lwyr
130 N Washington St Easton
Baltimore Area Tel No--269-5587
...pson Home Improvements
1283 Holly Av Shadyside -------867-7762
...pson Investigative Agency
8424 Veterans Hwy Millersville ---987-8181
...pson Kerry J MD
Anne Arundel Medical Center ----267-1201
...OMPSON KERRY J MD
1.. Cathedral St Annapolis -----269-0316
...pson Kerry J MD
1682 Justin Dr Gambrills -------721-4340
...pson Management Associates
1.. Cathedral St Annapolis -----263-1014
...pson Mary realtor
102 Old Solomons Island Rd
Annapolis ---------------224-6700
...pson Otho atty
1983 West St Annapolis
Baltimore Area Tel No--841-6863
...pson Repair Service
Crownsville --------------923-2820
...pson Rick Communications
.. King George Way
Prince Frederick ------------535-3686
...pson Robert William atty
..7 Old Solomons Island Rd Annapls
Washington Area
Tel No--301 261-8540
...pson Robert William atty
..7 Old Solomons Island Rd
Annapolis ---------------841-5060
...pson Robert William atty
Prince Frederick ------------535-9055
...pson Sue W MD
3918 Potee St -------------355-2244
...pson Vernon L Rev
104 Southway St Severna Park ---647-5642
...pson's Bus Service
1409 Harvey Av Severn --------551-4526
...pson's Farm Market
5504 Muddy Creek Rd West River -867-0171

...MPSON'S
...RNITURE CITY
...wood 301 3..-2151

...pson's Furniture Co
Armory Rd Prince Frederick -----535-2389
...omsen W Edward Jr Rev
1605 Farnborn St Crofton ------721-7822
...or Group The
307 Locust Thorn Ct Millersville --987-7120
...orn International Rentals
5740 Ritchie Hwy ------------636-5600
...ornber Charlotte
710 N Solomons Island Rd
Prince Frederick ------------535-2700
...HORNE CHARLES J DC
580 N Governor Ritchie Hwy
Severna Park ----------544-1957
...orne Clinic Of Chiropractic
580 N Govenor Ritchie Hwy
Severna Park -------------544-7240
...orne Clinic Of Chiropractic PA
580 N Govenor Ritchie Hwy
Severna Park -------------544-8519

...RNE CLINIC ...
...IROPRACTIC ...
... N Governor ...
... Park ...

...ornton Studio's Annapolis ----266-7424
...orwall Olga R DVM
85 W Central Av Edgewater -----956-2932
... Somerville Co
99 N Langley Rd Glen Burnie ----760-2801
...oughtful Expressions Annapolis 263-1913
...rift Inn Motel
2520 Riva Rd Annapolis -------224-2800
...asher Orville
3629 5th St North Beach -------257-7078
...ee Bears Carry Out
4503 Annapolis Rd -----------636-6391
...ee Bears Plumbing & Heating
45 Lake Drive Pasadena -------255-6345
...ee B's Bakery & Lunch
8711 Fort Smallwood Rd Pasadena 437-0494

THREE CENTURIES TOURS OF ANNAPOLIS—
48 Maryland Av Annapolis -----**263-5401**
If No Answer Call ------------263-5357
Three Golden Greeks Inc
101 Old Annapolis Rd ---------761-3343

3M product information ...
Toll Free-Dial "1" & Then ...
800-3..-..77

Three Notch Veterinary Hospital
St Mary's Industrial Pk
Hollywood -----------301 373-8633
Three Ocean Marine Corp
2830 Solomons Island Rd
Edgewater ---------------266-3898
Three Rivers Sportsman Club
Sadley Rd Owensville ---------867-1400
3 R's Tutoring Center
930 Juliet Ln Arnold ----------647-3535
Threesome Auto Center Rt 450 Crofton
Washington Tel No--301 261-6886
Threesome Auto Center
Rt 450 Crofton -------------721-9868
Rt 450 Crofton --------------721-1888
Threesome Auto Sales Rt 450 Crofton
Washington Area
Tel No--301 858-1080
Threesome Auto Sales Rt 450 Crofton
Severna Pk Tel No--793-0118
Thrift Auto Sales
2000 West St Annapolis -------224-4900
Thrift Inn 2520 Riva Rd Annapolis ---224-2800
Thrift Store
600 Binsted Rd Glen Burnie -----760-6987
Thrift's Refreshment Services
Upper Marlboro ---------301 627-3020
THRIFTWAY
1031 Bay Ridge Av Annapolis -**263-8051**
THRIFTY CAR RENTAL CENTRAL RESERVATIONS
761 Elkridge Landing Rd
Linthicum Heights --------**859-4900**

THRIFTY MUFFLER &
BRAKE CENTER
1948R West St
Annapolis ...

Thrifty Muffler Center
1948-R West St Annapls
Washington Area
Tel No--301 261-8831
Thrifty Rent-A-Car---See Thrifty Car Rental

Thrifty Transmissions
6606 Holabird Av ------------633-5611
Thrifty Travel
9200 Sam Owings Pl Owings ----257-4570
THRIFTY TRUCK RENTAL—
Glen Burnie-BWI—
7060 Aviation Blvd Glen Burnie **768-4900**
Downtown—
2030 N Howard St -----------783-0300
Thuman Gail K atty—
2660 Riva Rd Annapolis ---------266-0505
2660 Riva Rd Annapolis
Washington Area
Tel No--301 261-8513
2660 Riva Rd Annapolis
Baltimore Area Tel No--841-5204
Thunder Hill Graphics --------267-0641
Thunderbolt Electric Inc
7733 Telegraph Rd Severn ------969-2414
Thurtle Timothy P atty
210 Crain Hwy Nw Glen Burnie ---766-9237
Thusius Roger L
811 Ritchie Hwy Severna Park ---544-5544
Thwip Comics
182 Calvert Village Shopping Center
Prince Fredercik ------------535-4731
Thyme After Thyme
122 Defense Hwy Annapolis -----573-1500
Tiara Beauty Salon
3596 10th St Brooklyn --------354-0929
Tibbetts David atty
196 West St Annapolis --------268-7626
Tice Josiah
1407 Odenton Rd Odenton ------672-1391
Tickel John Lothn ---------301 261-9311
TicketMaster—
All Ticket and Information Calls—
Washington Area
Tel No--202 432-7328
Baltimore Area Tel No--481-7328
Ticknor Wm H C Rev
5757 Solomons Island Rd Lothian -867-4768
Tide Water Storage & Delivery
407 Headquarters Dr Millersville --987-9324
TIDEWATER ELEVATOR CO INC 3266 Rolling Rd Edgewater **956-0885**
Tidewater Hardwood Lumber Co
Harmans ----------------760-6330
Tidewater Hardwood Lumber Co
Harmans ----------------766-3990
Tidewater Havre de Grace
7310 Edgewood Rd Annapolis ----269-1343
Tidewater Homes At Burnt Oaks
9322 Sea Oat Ct North Beach 301 855-0768
Tidewater Homes At Burnt Oaks
9322 Sea Oat Ct North Beach ---257-7329
Tidewater Homes Inc
2319 Mt Harmony Rd Owings ----257-7000
2319 Mt Harmony Rd Owings
Washington Area
Tel No--301 855-6666
Tidewater Insurance Associates Inc
Elkridge Landing Rd
Linthicum Heights -----------859-8600
Tidewater Machinery Inc
8537 Beach Ct --------------255-9100
Tidewater Marine Construction Co
Inc 8440 Geneva Rd -----------255-5450
Tidewater Party Rental Inc
889 Airport Park Rd Glen Burnie --761-1500
TIDEWATER SCHOOL
32 Cox Rd Huntingtown -----**257-0533**
Tidewater Technologies
303 Najoles Dr Millersville ------987-0161
Tidewater Tool Rental Inc
166 Penrod Ct Glen Burnie -----766-4500
Tidewater Treasures 7315 Bayside Rd
Chesapeake Beach ------------257-0785
TIDEWATER VETERINARY HOSPITAL
Charlotte Hall -------**301 884-3231**
Tidewater Yacht Sales Inc
64 Old South River Rd Edgewater -224-3100
Tierney Brian P atty
1460 Ritchie Hwy Arnold -------974-1900
Tietge Theodore A Rev & Nancy
303 Farragut Rd Annpolis ------263-6982
Tiffany Kennels
9267 Ft Smallwood Rd Pasadena --255-7926

TIES FOREIGN CAR
CARE
111 Gibraltar St
Annapolis 268-8288

Tiger Graphics
707 E Ordnance Rd Glen Burnie --760-9799
Tiger's Eye
105 Annapolis St Annapolis -----268-5900
Tilden Lawn Nursery
1008 West Central Av Davidsonville 798-4720
Tile By Siegert
713 Warren Dr Annapolis ------267-8195
Tile-Rite 964 Spa Rd Annapolis ----268-2443

TILGHMAN COMPANY
44 State Circle
Annapolis 268-7855

Tilley Douglas LCSW
2083 West Street Annapolis -----268-4072
Tilt Family Amusement
200 Annapolis Mall Annapolis ----266-6395
Tilton Brenda ins 7502 Connelly Drive 760-2886
Tilton Brenda ins
6650 Gov Ritchie Highway ------768-3070
Tilton Steve ins 2-A Mayo Road ----956-6600
Tim Parlett—
141 Main St Prince Frederick ------535-5333
14604 Elm St Upper Marlboro --301 952-1311
Timber Logic Construction Inc
1906 Annawon Ct Hanover ------519-9956
Timber Tree Service
9151 Fort Smallwood Rd Pasadena 360-5360
Timberneck Nursery
Briscoes Turn Rd Owings ------257-2928
Timberwood Inc Severna Park ---544-2275
Timbuktu Restaurant And Carryout
1726 Dorsey Rd -------------768-4331
Time Consultants
2661 Riva Rd Annapolis -------266-6462
Time Setters
606 Marshall Rd Glen Burnie ----768-1437
Time Squared Marketing
660 Lions Gate Ln Odenton -----672-2315
Timely Expressions
105 S Crain Hwy Glen Burnie ----761-6644
Timity Roland J Dr
1904 Sheffield Ct Severn -------551-1334
Timity Roland J R Rev
612 2nd St Annapolis ---------268-5798
Timothy House-Timothy Gardens
29 West Washington St Annapolis
Baltimore Area Tel No--269-5931
Timothy House-Timothy Gardens
29 West Washngtn St Annapls
Washington Area
Tel No--301 261-2600
Timothy Lock Service
543 Rita Dr Odenton ---------674-5966

Tinder Dennis Father
8499 Virginia Av ------------255-4646
Tinker F X Paul phys
325 Hospital Dr Glen Burnie -----766-5656
Res 2160 Springdale Rd Pinehurst ---255-8224
Tinker Machining Co Inc
Elkridge Landing Rd ----------859-8390
Tino's Delicatessen
53 McKinsey Rd Severna Park ---544-5122
Tint Man The
502 Crain Hwy N Glen Burnie ----768-8787
Tio Sancho Of T J Lipton Co
5511 Ketch Rd Prince Frederick --535-5900
Tips To Toes
2608 Mountain Rd Pasadena ----360-1191
Tiralla Joseph R MD
Calvert Medical Office Bldg
Prince Frederick ------------257-3150
Tiralla Joseph R MD
Calvert Medical Office Bldg
Prince Frederick ------------535-6586
Tire Man The 2 Taylor Av Annapolis 626-1087
Tires Plus
4159 Mountain Rd Pasadena ----437-8473
Tischer Acura Nissan
3510 Ft Meade Rd Laurel ------451-1371
Title Aide Co 7523 Jacquil Rd -----768-0170
Title Associates Inc
2411 Crofton Ln Crofton
Washington Area
Tel No--301 261-0808
Title Associates Inc
200 Harry S Truman Pkwy ------266-7774
Title Associates Inc
200 Harry S Truman Pkwy
Annapls --------------301 970-2122
Title Associates Inc
200 Harry S Truman Pkwy
Annapolis ---------------841-6061
TOAD COMPUTERS
570 Ritchie Hwy Severna Park -**544-6943**
Toad Music
556 Baltimore Annapolis Blvd ----544-0296
Toal Ranes Davis & Simmons CPA
2661 Riva Rd Annapls -----301 970-2010
Toal Ranes Davis & Simmons CPA
2661 Riva Rd Annapolis
Annapolis Area Tel No--266-9382

TOAL RANES DAVIS &
SIMMONS CPA
2661 Riva Rd
Annapolis 974-6161

Toal Thaddeus CPA
2661 Riva Rd Annapolis -------974-6161
2661 Riva Rd Annapls -------301 970-2010
Toastmasters International District
18 743 Hyde Park Dr Glen Burnie --969-0239
Tobin Feed & Garden Centers
Md Rt 175 Gambrills ---------987-0888
Tobin Jerald D CPA—
234 West St Annapolis ---------268-7227
234 West St Annapolis
Washington Area
Tel No--301 261-1308
234 West St Annapolis
Baltimore Area Tel No--269-0259
Tobin Melissa J Dr
7389 L Baltimore Annapolis Blvd
Glen Burnie --------------766-1144
Tobin's Bird House
Md Rt 175 Gambrills ---------987-0888
Toby's Styling Salon
8445 Ft Smallwood Rd Pasadena --437-1600
Tocada Sterling
13 President Point Dr Annapolis --267-7016
Todays Temporary 130 Holiday Ct Annapls
Washington Area
Tel No--301 261-8372
Todays Temporary
130 Holiday Ct Annapolis -------266-9191
Todd & Associates Inc Architects
65 Duke St Prince Frederick ----535-1919
Todd J Ocus Electric Co
8334 Veterans Hwy Millersville ---987-3433
Todo Mundo 198 Main St Annapolis -267-7225
Togail Construction Corp
Tracys Landing ------------867-2202
Together Dating Service
877 Baltimore Annapolis Blvd
Severna Park -------------544-3636
Tokyo Japanese Steak & Seafood Restaurant
568 Ritchie Hwy Severna Park ---647-4500
Tolentino Ernesto A MD PA
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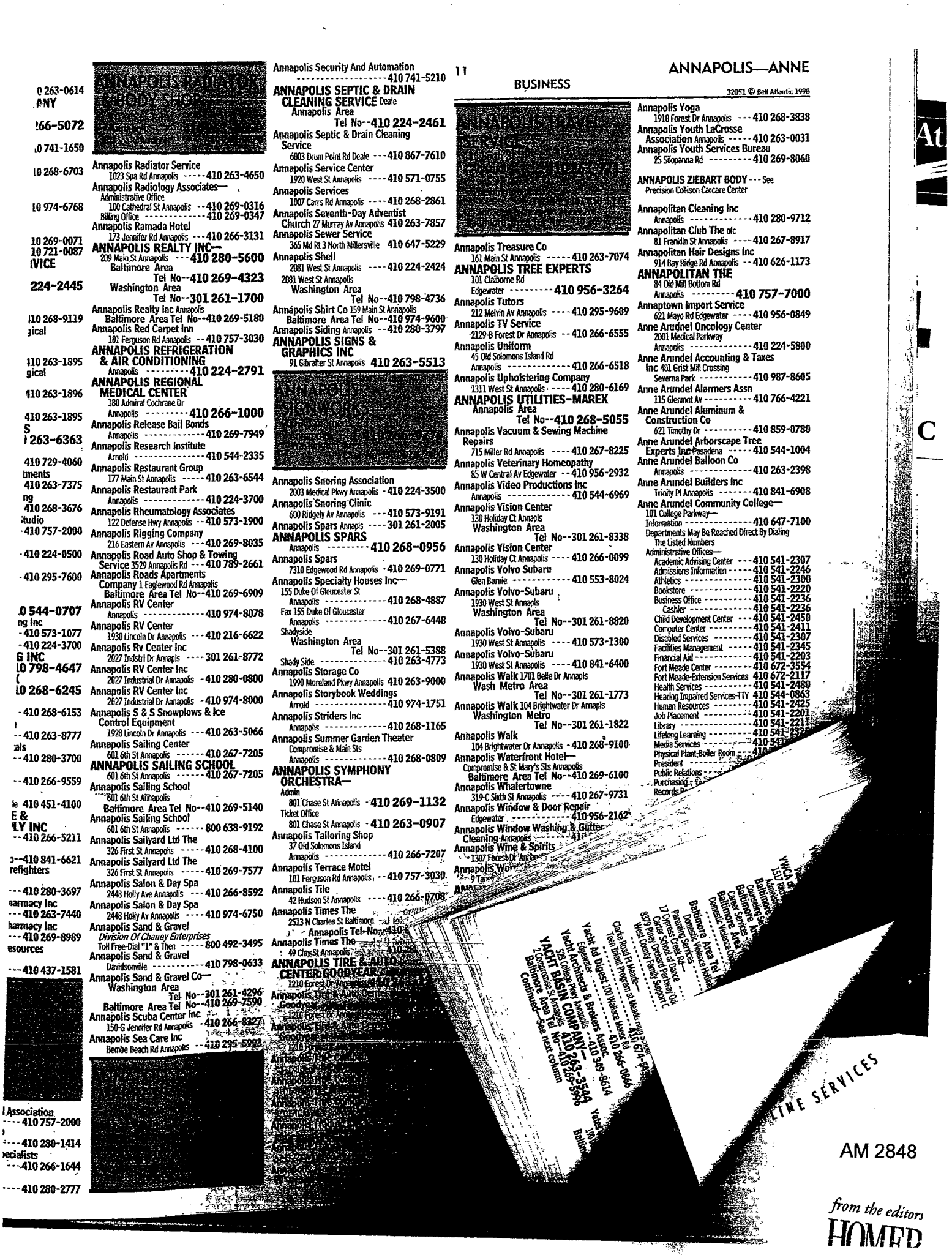

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1772 Sharwood Pl Crofton --- 410 721-7685
'erra Productions
621 Mayo Rd Edgewater ---- 410 798-1453
'erra Tech Industries Crofton 301 261-6877
'erra Tech Industries Crofton 410 721-9200
'erra Tech Industries
Gambrills ---------- 410 721-9201
'errace Video Repair
4109 Ritchie Hwy Brooklyn Prk 410 636-1515
'errace View Mobile Estates
600 Trillo Av ---------- 410 789-5550
'erracotta Collection Inc
2146 Mulberry Hill Rd
Annapolis ---------- 410 349-1653
'errain Inc 2444 Solomons Island Rd
Annapolis ---------- 410 266-1160
'erran Communications LLC
703 Giddings Av Annapolis --- 410 268-9677
'errie Auto Sales
706 N Crain Hwy Glen Burnie - 410 768-6552
'erri's Grooming Inc
563 Rita Dr Odenton ------ 410 551-9820
'erri's Grooming Inc
563 Rita Dr Odenton ------ 410 672-1255
'erry Joyce E cpa Friendship -- 301 855-4072
'erry Wright & Sons General Contracting
408 Riding Ridge Rd Annapolis 410 280-3924
'erry's Place Inc 5725 Ritchie Hwy
Brooklyn Park ---------- 410 789-1130
TESST TECHNOLOGY INSTITUTE 5122 Baltimore Av
Hyattsville --------- 301 864-5750
'etlow Joanne E atty
175 Admiral Cochrane Dr
Annapolis ---------- 410 266-1657
'etrad Design 21 Southgate Av Annapolis
Baltimore Area Tel No--410 269-1326
'ettimer's Antiques & Refinishing
Old Town Rd Huntingtown --- 410 535-4883
'ewell Robert C Jr
Severna Park ---------- 410 647-7600
'exaco Food Mart Edgewater 410 956-2070
'exas Roadhouse Of Anne Arundel County
4465 Mountain Rd Pasadena - 410 439-0233
'exas Sports Wire Inc
Glen Burnie ---------- 410 760-7600
'extrek 2521 Riva Rd Annapolis - 410 224-0497
'extronix Inc
102 Lake Front Dr Cockeysville 410 628-6400
'hacker Emory Rev
1074 Deep Creek Av Arnold -- 410 626-7132
'hacker Richard & Deborah
Prince Frederick Fairground Rd
Prince Frederick --------- 410 535-2228
'hai Cuisine Papazee's
257 West St Annapolis ----- 410 263-8424
'ham William MD—
786 Giddings Av Annapolis ---- 410 268-2943
200 Hospital Dr Glen Burnie --- 410 761-0030
'hamasangvarn Thongchai
40 Oak Ct Annapolis ------- 410 573-0655
'hapar Nirwan Dr
841 Meadow Heights Ln ----- 410 647-7757
'hat Garage On West Street
284 West St Annapolis ----- 410 268-6900
'hatcher & Associates
Crofton ---------- 410 721-2522
'haung Mehm MD
3721 Potee St Baltimore ---- 410 355-2741
'hayer David E Rev 4 Wallace Manor Rd
Edgewater ---------- 410 266-0875

THE --- See Also the Alphabetical Position of the Second Word

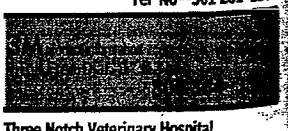
The Baby-Sitting Connection Inc
Davidsonville ---------- 410 451-5594
The Barber Shop
8267 Md Rt 3 Millersville ---- 410 987-4143
The Barksdale Co
1418 Anne Marie Ct Annapolis 410 974-4773
The Bay Area Corp
7666 Bush Av Pasadena ---- 410 255-3909
The Becker Organization Inc
Glen Burnie Md ---------- 410 760-3723
The Body Shop-Skin & Hair Care
Bwi Airport ---------- 410 691-4350
The Brake Shop Of Annapolis
1920 West St Annapolis ---- 410 573-9566
The BugMan Termite & Pest Control
Glen Burnie ---------- 410 590-2847
The Business Link Inc
Linthicum Heights -------- 410 636-8234
The Catamaran Co
87 Prince George St Annapolis 410 216-9022
The Children's Place
Marley Station Mall ------- 410 761-5237
The Complete Office Source LLC
800 N Hammonds Ferry Rd
Linthicum Heights -------- 410 636-2730
The Connection 2434 Winding Ridge Rd
Odenton ---------- 410 672-6960
The Difference
196 Mayo Rd Edgewater ---- 410 956-0459
The Finishing Touch
Annapolis ---------- 410 280-2379
The Finishing Touches ---- 410 647-2125
The Gloucester House
Annapolis ---------- 410 268-6323
The Goldenrain Group Lmtd
174 Annapolis Mall Annapolis - 410 266-5299
The Head Quarters
7424 Baltimore Annapolis Blvd
Glen Burnie ---------- 410 761-0055
The Inn At Spa Creek
417 Severn Av Annapolis ---- 410 263-8866
The Korean Galilee Presbyterian Church
1657 Crofton Pkwy Crofton -- 410 721-4702
The Lawnmower Man
42 Hudson St Annapolis ---- 410 573-0702
The Leading Edge Inc
623 Baltimore Annapolis Blvd
Severna Park ---------- 410 647-0660
The Loft
7926 S Crain Hwy Glen Burnie 410 553-2276
The Maids—
---------- 410 956-6727
Toll Free-Dial "1" & Then ----- 800 783-1938
The Mare Nostrum Foundation
2234 Mulberry Hill Rd
Annapolis ---------- 410 757-3766
The Marine Channel
1916 S Crain Hwy Glen Burnie 410 760-9209
The Maryland Ballet Theatre School Of The Arts Inc
2137 Defense Hwy Crofton -- 410 721-6157
The Middle Man
1701 Crossbay Ct Severn --- 410 519-4891
The Minerva Center
20 Granada Rd Pasadena --- 410 437-5379
The Moorings
87 Prince George St Annapolis 410 216-7741
The New Barbet II Corp 830 Central Av
Linthicum Heights -------- 410 789-1684
The 999 Per Dozen Long Stemmed Rose Co Glen Burnie ------ 410 969-7673
The Old Salt Stamps
Annapolis ---------- 410 626-9664
The One Book—
Local Sales—
110 West Road Towson
Toll Free-Dial "1" & Then -- 800 544-0266
National Yellow Pages—
110 West Road Towson
Toll Free-Dial "1" & Then -- 800 544-0266
The Petting Zoo
120 N Langley Rd --------- 410 760-9792
The Petting Zoo
190 Topeg Dr Severna Park -- 410 544-3025
The Place Bar & Lounge
8318-B Telegraph Rd Odenton
Baltimore Area Tel No--410 551-2570
The Police Emerald Society Of The Washington DC Area
Crofton ---------- 301 858-0972
The Pomerantz Agency
Annapolis ---------- 410 216-9447
The Pour House 8971 Fort Smallwood Rd
Pasadena ---------- 410 439-8391
The Preferred Health Network
1099 Winterson Rd
Linthicum Hgts ---------- 410 850-7461
The Premier Row Group
305 Annapolis Mall Annapolis - 410 266-7571
The ProduzBox Institute
244 Keith Ct Millersville ---- 410 987-1965
The Pros Disc Jockeys
Toll Free-Dial "1" & Then ----- 800 843-7767
The Quilt Connection ----- 410 674-8226
The Rafters Antique Mini-Mall
1185 Mayo Rd Edgewater --- 410 798-1204
The Resident
706 Dorol Ct Severn -------- 410 969-1611
The Salon Spa
1 Dorothy Meeks Ln Pasadena 410 360-2800
The Skydiving Center
California Md ---------- 410 326-0880
The Studio
20 Ridgely Av Annapolis ---- 410 268-3430
The Talent Machine Co Inc
2060 Shore Dr Edgewater --- 410 956-0512
The Taxidman 408 Headquarters Dr
Millersville ---------- 410 729-0061
The Tech Group
2001 N Lawrence Av -------- 410 841-6452
The Time Setters
408 Pamela Rd Glen Burnie --- 410 768-1437
The Tom James Co
230 Kirkley Rd Annapolis ---- 410 841-5188
The Tom James Co
230 Kirkley Rd Annapolis ---- 410 897-0470
The Tower Company
Annapolis ---------- 410 268-3423
The Val N Eshleman Foundation
Annapolis ---------- 410 349-8586
The Villages At Marley Station
132 Southbridge Dr
Glen Burnie ---------- 410 766-3232
The Villages At Marley Station
7807 Winborne Dr Glen Burnie 301 261-1514
The Villages At Marley Station
7807 Winborne Dr Glen Burnie 410 766-7700
The Washington Post
101 N Crain Hwy Glen Burnie - 410 590-9773
The What-Not 8420 Bayside Rd
Chesapeake Beach -------- 410 286-0240
The White Swan
1460 Ritchie Hwy Arnold ---- 410 349-8859
The Whiting Co
1825 George Av Annapls ---- 301 261-1844
The Yacht Center 64 Old South River Rd
Edgewater ---------- 410 224-2600
The Yacht Center Service
64 Old South River Rd
Edgewater ---------- 410 224-3380

Therapeutic Massage
224-E Mayo Rd Edgewater --- 410 269-6032
Therapeutic Touch Of Annapolis Inc
2049 West St Annapolis ---- 410 224-8820
Therapy Systems Inc
2012 Renard Ct Annapolis --- 410 849-3820
Theri-Teck Corp Annapolis -- 410 269-5580
Theriault's
2148 Renard Ct Annapolis --- 410 224-3655
Thermal Engineering
Severna Park ---------- 410 266-3338
Thermal Engineering
Severna Park ---------- 410 841-5544
Thermal Engineering & Equipment Company 5960 Deale Churchton Rd
Deale ---------- 410 867-6770
Thermal Insulators
11 Monticello Av Annapolis -- 410 268-2448
Thermoid Inc 717 Hammonds Ferry Rd N
Linthicum Hgts ---------- 410 636-4344
Thighs And Fries 720 Church St 410 789-4120
Things Engraved Marley Station Mall
Glen Burnie ---------- 410 760-6155
Things Remembered
Annapolis Mall ---------- 410 841-6254
Things Remembered
Glen Burnie Mall ---------- 410 761-8635
3RD Dimension Technologies
---------- 410 674-7217
Third Alarm Auxiliary
Solomons ---------- 410 326-4292
Third Coast Contractors
1806-E Va Av Annapls ------ 301 858-6767
Third Coast Contractors
1806-E Virginia Av Annapolis - 410 269-0979
Third Coast Contractors
1806-E Virginia Av Annapolis - 410 280-3808
Third Floor Publishing
Arnold ---------- 410 974-1111
Third Floor Publishing
Severna Park ---------- 410 431-5279
Third Millennium Designs
57 Maryland Av Annapolis --- 410 267-6428
Thirfy Car Rental
284 West St Annapolis ------ 410 267-0900
30 Minute Photo Fox Run Shopping Center
Prince Frederick ---------- 410 535-9141
32 Plumbing & Hardware
1015 Generals Hwy
Crownsville ---------- 410 923-6076
This Cowboy's Hat
7501 Old Telegraph Rd Severn 410 863-4994
This End Up Furniture Co—
Columbia 2328 Columbia Mall --- 410 995-1620
Owings Mills 10300 Mill Run Cir - 410 363-4177
Continued—See next column

Continued—From Previous Column

This End Up Furniture Co—
Towson 820-A Kenilworth Dr --- 410 825-1173
White Marsh
8200 Perry Hall Blvd Baltimore 410 931-6937
This End Up Furniture Co
Annapolis Mall Annapolis --- 410 224-1125
Thistle Associates
404 Walnut Dr Annapolis ---- 410 267-6031
Thistle Hill Farriery Owings - 301 855-3003
Thomas A R Plumbing & Heating
14 Pafel Rd Annapolis ------ 410 266-8036
Thomas & Associates
7503 Munroe Cir Glen Burnie - 410 766-4724
Thomas Builders At Cromwell Inc
6623 Buskin Ln Glen Burnie --- 410 787-9500
Thomas Builders At Cromwell Inc
Glen Burnie ---------- 410 761-1192
Thomas Clark Associates Architects
2661 Riva Rd Annapls ------- 301 261-8700
Thomas Construction Co Inc
4881 Anchors Way Galesville - 410 867-4385
Thomas Cook Travel
301 N Charles St Baltimore -- 410 837-3100
Thomas D Stern Air Experts Inc
---------- 301 912-1415
Thomas E Shipley And Associates
1951 Aberdn Dr Dunkirk ---- 301 855-8424
Thomas Environmental Systems
---------- 410 451-0449
Thomas Fence Co Bushwood - 301 769-2274
THOMAS FENCE CO
Bushwood --------- 800 310-0830
Thomas Gillmer Naval Architect Inc
300 State St Annapolis ------ 410 268-2105
Thomas & Harding Enterprises Inc
580 A St Pasadena -------- 410 437-5558
Thomas Homes Inc 10351 Southrn Md Blvd
Dunkirk ---------- 301 855-4701
Thomas Homes Inc 10351 Southrn MD Blvd
Dunkirk ---------- 301 855-6191
Thomas James Painting & Decorating Baltimore ------ 410 553-8988
Thomas Joseph MD
Gambrills Rd Gambrills ------ 410 987-1144
Thomas P Harkins Inc Arnold 301 858-2148
Thomas Produce
Wayson's Corner --------- 410 741-9490
Thomas' Railway & Marina Inc
155 Carvel Beach Rd Baltimore 410 255-3101
Thomas Realty Inc
7432 E Furnace Branch Rd
Glen Burnie ---------- 410 761-8611
Thomas Register
3463 Rockway Av Annapolis -- 410 269-7793
Thomas S M Rev
450 Ski Ln Millersville ------- 410 987-3068
Thomas Somerville Co
2349 Solomos Island Rd
Annapolis ---------- 410 266-6022
Thomas & Thomas Painting Contractors 109 Loch Leven Dr
Severna Park ---------- 410 647-4636
Thomas Transportation Group
8400 Veterns Hwy Millersville 410 729-4103
Thomas W M Lumber Co ofc & yard
5573 Shady Side Rd Churchton 410 867-3311
Thomas W M Lumber Co Inc Shady Side
Bowie Glenn Dale
Tel No--301 261-5149
Thomas Wade P Jr atty
7 Willow St Annapolis ------- 410 841-5210
Thomas Wade P Jr
7 Willow St Annapolis ------- 410 266-5866
Thomas Wallop Kim & Lewis PA
203 Hospital Dr Glen Burnie -- 410 768-0230
Thomas Wallop Kim Lewis PA
7575 Ritchie Hwy Glen Burnie - 410 766-1444
Thomasville Galleries Of Chesapeake
corporate office 1581 Sulphur Spring Rd
Arbutus ---------- 410 242-9587
Thomasville Gallery By Mastercraft Interiors LTD
1405 Forest Dr Annapolis ---- 410 269-5530
Thomco Electric Inc
1424 Odenton Rd Odenton --- 410 551-7786
Thompkins Chas H Co
1580-B W Nursery Rd
Linthicum ---------- 410 859-0007
Thompkins Chas H Co
1580-B W Nursery Rd
Linthicum ---------- 410 859-8680
Thompson Aluminum Contracting Inc
Pasadena ---------- 410 437-7207
Thompson & Associates Inc
218 Tyler Point Rd Deale ---- 410 867-9121
Thompson Bruce C Rev
36 Cedar Rd Severna Park --- 410 647-3255
Thompson Creek Self Storage
Thompson Creek --------- 410 757-3477
Thompson David R Iwyr
130 N Washington St Easton
Baltimore Area Tel No--410 269-5587
Thompson Earl Rev
681 Swan Dr Deale -------- 410 867-2433
Thompson Home Improvements
1203 Holly Av Shady Side ---- 410 8
Thompson Investigative Agency
8424 Veterans Hwy Millersville 410 9
Thompson Kerry J MD
Anne Arundel Medical Center - 410 2
Thompson Kerry J MD
1682 Justin Dr Gambrills ---- 410 7
Thompson Management Associates
105 Eastern Av Annapolis --- 410 2
Thompson Mary realtor
102 Old Solomons Island Rd
Annapolis ---------- 410 2
Thompson Otho atty 1983 West St
Baltimore Area Tel No--410 8
Thompson Rick Communications
80 King George Way
Prince Frederick --------- 410 5
Thompson Robert William atty
134 Holiday Ct Annapls
Washington Area
Tel No--301 2
Thompson Robert William atty
134 Holiday Ct Annapolis ---- 410 8
Thompson Robert William atty
Prince Frederick --------- 410 5
Thompson Sue W MD
3001 S Hanover St --------- 410 3
Thompson & Thompson Enterprises Inc Annapolis ---------- 410 2
Thompson & Thompson Enterprises Inc Annapolis ---------- 410 9
Thompson Vernon L Rev
104 Southway St Severna Park 410 4
Thompson's Farm Market
5504 Muddy Creek Rd
West River ---------- 410 8

Thomsen W Edward Jr Rev
1605 Farnborn St Crofton --- 410 7
Thomson Consumer Electronics
Annapolis ---------- 410 2
THORN AUTOMATED SYSTEMS---
BFPE International
Thorn International Rentals
5740 Ritchie Hwy --------- 410 6
Thorne Charles J—
7138 Ritchie Hwy ---------- 410 8
2341 Forest Dr Annapolis ------ 410 5
Thorne Chiropractic Clinic—
7138 Ritchie Hwy Glen Burnie -- 410 7
580-M Governor Ritchie Hwy
Severna Park ---------- 410 5
Thornton Studios Annapolis -- 410 2
Thoroughbred Yacht Sales yacht brokers
317 Chester Av Annapolis --- 410 2
Thos Somerville Co
99 N Langley Rd Glen Burnie - 410 7
Thought Net
2000 Capital Dr Annapolis --- 410 2
Thought Systems Consulting & Engineering Inc
2000 Capital Dr Annapolis --- 410 2
Thoughts Unlimited
12878 Lake View Dr Lusby --- 410 3
Thrasher Orville
3629 5th St North Beach ----- 410 2
Three Bears Carry Out
4503 Annapolis Rd --------- 410 6
Three Bears Plumbing & Heating
45 Luke Drive Pasadena ----- 410 2
Three Brothers Pizza
2341 Forest Dr Annapolis --- 410 5
Three B's Bakery & Lunch
8711 Fort Smallwood Rd
Pasadena ---------- 410 4
THREE CENTURIES TOURS OF ANNAPOLIS—
48 Maryland Av Annapolis - 410 263-5401
48 Maryland Av Annapolis ------ 410 263-5
If No Answer Call ---------- 410 263-5
3-D Construction Lusby ----- 410 535-5
Three D's Plumbing Enterprises Inc
838 Ritchie Hwy Severna Pk
Washington Area
Tel No--301 261-1



Three Notch Veterinary Hospital
Airport View Dr Hollywood --- 301 373-8633
Three Rivers Sportsman Club
Sudley Rd Owensville ------- 410 867-1400
3 R's Tutoring Center
930 Juliet Ln Arnold -------- 410 647-3535
3-10 Insulated Walls By Topcraft
2924 Kilkenny Ct Davidsonville 410 798-5445

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A I did not ask her then.
Q Was one of the reasons for acquiring the Annapolis Tours mark related to the fact that guided tours were offered in Annapolis?
A I m sorry. Can you rephrase the question?
Q Sure. Was one of the reasons why the corporation decided to acquire Three Centuries tied to the fact that they offered guided tours in Annapolis?
A They offered a successful -- they had a successful business that we worked with for many, many years. They do guided tours, and they have been very successful. We ve worked with them, and she was ready to retire, and we bought the assets of the business and continued on, and it s a valuable, viable, good business that aligned with ours.
Q So Three Centuries was located in Annapolis?
A Yes.
Q Is that correct? And they offered guided tours in Annapolis?
A Yes.
Q All right. Not to digress, but I guess I m still having a hard time understanding when it says the commencement with the letter A located near the business -- located the business near the beginning of the alphabet. Let s take, for instance, Alabama which

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is A-l, you know, that comes before Annapolis which is A-n. Why not include another A-related city that, you know, begins with A that comes before Annapolis?
A We re -- why -- why not include the name of another city?
Q Correct.
A Because we are headquartered in Annapolis.
Q Okay. I m going to turn your attention to Deposition Exhibit 4 which are the Respondent s responses --
A Do you want this back?
Q Actually, this --
MR. SPIEGEL: I was going to say that s attached -- would you make sure it s attached because that s exhibit -- there is a paperclip in there somewhere. I don t want this to be separated.
Well, I gather that the -- just for the record, Deposition Exhibit 3 is both the verification and Chesapeake Marine Tours responses together?
MR. GOINS: Correct.
MR. SPIEGEL: Just to make sure. Okay.
BY MR. GOINS:
Q I want to turn your attention to what s been marked as Deposition Exhibit 4, Respondent s responses to Petitioner s first set of document requests. Did

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you have a chance to review these responses prior to today?
A Yes.
Q Okay. I want to turn your attention to page 6.
A My secretary can get those things.
Q Sure.
A Okay.
Q And particularly response to question no. 1 relating any and all documents regarding the selection and adoption of the Annapolis Tours mark. It says "To date, Registrant has not uncovered any documents prior to the year 2004." And at the time that this statement was made in November of last year, would you agree with that statement?
A That we haven t found any documentation as to -- of meetings or discussions?
Q As to the selection and adoption of the mark which would be inclusive of any meetings or discussions --
A Documentation of it?
Q Right, prior to the year 2004.
A Yes.
Q Okay, and then the next sentence, "The Registrant s search is ongoing, and we reserve the

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right to supplement this response." And I take it that s what your counsel is referring to when he states that you re in communications with Paula Fishback to see if there s any other documentation which may shed light on the reasons for adopting the Annapolis Tours mark?
A Well, for all of the requests that you ve made, not just this one, but for anything.
Q Okay, great. And when you say all of these requests, that would include response to request no. 13 relating to total dollar volume of sales and the last sentence, "Registrant has uncovered no documents prior to 2004." So that would be inclusive of that topic that you --
A Yeah, and since these were done, you know, we have found some.
Q Correct.
A And we re still digging.
Q Okay, perfect, and the same with respect to response to request no. 14, tied to the total dollar volume of advertising --
MR. SPIEGEL: That was asked and answered. She said with regard to every one of these just to save you some time. She said with regard to every one of these, that was her answer.

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MR. GOINS: Okay, perfect. All right, that s fine.

BY MR. GOINS:

Q I d like to refer you back to page -- end of page 6, beginning of page 7. It s the response to request no. 2 regarding any, you know, written documentation towards the use of the Annapolis Tours mark. Do you see that response there?

A Um-hum. "All documents reflecting any writings, business plans, diagrams, sketches reflecting the use of Registrant s mark in October 1992."

Q All right, and it s your understanding that the Annapolis Tours mark was -- that it s date of first use was in October 1992?

A No later than that. It could well and probably was used earlier than that, but the earliest documentation we could find was a document that you have which is an advertisement that was placed in March of 93, and generally the production time looked to have the ad in months before that. So that was why we chose that time, because it s the first time we could find documentation of it.

Q Okay. All right.

A It was -- I m sure it was used before, but I don t know how much before.

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Q Sure. And then with respect to the date of first use in commerce, that s stated as March 1993. Would you agree with --

A That s the first document, the one that we could find documentation of.

Q Okay, and --

MR. SPIEGEL: Mr. Goins, would you like me to give you the Bates numbers for that --

MR. GOINS: No, I m actually going there in just a second.

MR. SPIEGEL: Okay.

BY MR. GOINS:

Q And then on the next page, at the top of page 7, it says "Registrant has uncovered at least one document reflecting use of the mark in spring 1993."?

A Correct.

Q Aside from that one document, have you all been able to uncover any additional documents at this time?

A You have everything that we ve been able to find. As we re finding it, we re getting it to you.

Q Okay, perfect. Like to refer you to --

A As --

Q Yes, go ahead.

A -- Mr. Spiegel said earlier, there was no knowledge that anything should be saved, so things haven t been.

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Q Sure, and as you indicated earlier in your deposition testimony, you did not -- at the time that you acquired it in November 2004, you did not ask Paula Fishback or anyone at Three Centuries for any documentation regarding the selection and adoption of Annapolis Tours mark?

A I did not ask at that -- well, she gave me the state trade name registration.

Q And --

A You have all the documentation that we have.

Q Sure. Did you -- but at the time though, did you ask for any documentation to verify that the date of first use of the mark was in October 1992?

A At that time, no.

Q And what about in March of 1993?

A I did not ask her.

Q Okay. Wanted to show you what s been marked as Deposition Exhibit 5, entitled Assignment, and it s Bates numbered REG016 which was produced by your corporation in response to certain document requests as well as interrogatories as relates to the ownership and chain of title of the Annapolis Tours mark which is referenced in deposition topic no. 5 of the deposition

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notice. Have you seen this document that s identified as Deposition Exhibit 5?

A Yes.

Q Entitled Assignment?

A Yes.

Q And how do you recognize that you ve seen it before?

A Oh, I don t know how to answer that.

Q Sure.

A It looks familiar. I know that we --

Q Take your time.

A -- signed -- that we had one of these prepared for the asset purchase. So my name -- my signature is not on it, but that looks like Paula s, and I know we had this done so --

Q Why was your signature not on it just out of curiosity?

A This is prepared by counsel. It s not my -- that s a legal question. I don t know the answer.

Q Sure. To your personal awareness or knowledge, was this Assignment prepared as a part of the application to register the Annapolis Tours mark?

A I don t think so. I don t -- I think it was done when we purchased the assets as part of the asset purchase and the transfer.

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Q Oh, I see.
A 24 November. Yeah, we --
Q So essentially the Assignment was prepared about 5 days before the application was filed which was November 29th, 2004?
A It was all -- we purchased the company in November, and I don t have the specific date in my head, but you know, it all happened within a continuum.
Q Sure. Was it November 24th as identified at the bottom of the Assignment?
A Apparently according to the document.
Q So even though it doesn t have your signature, you do recall looking at this at that time?
A Yes. I don t know. I m sure I did.
Q Sure.
A I put it in the file and --
Q Sure, and you stated earlier that you recognize it as Paula Fishback s signature?
A Yes.
Q Okay. When this was -- when this Assignment was executed in November 2004, you -- I just want to confirm you stated that you -- at the time you didn t ask if there was any documentation regarding Three Centuries common law rights in the Annapolis Tours mark?

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A I -- you know, Paula had been in business for -- since 1975. I worked side by side with her, and we both know all the players, and she had the state trade name and had been using it for -- I knew she had been using it for years. I guess it wouldn t have occurred to me to ask for documentation.
Q Earlier you indicated that Chesapeake Marine Tours, also known as Watermark Cruises, had offered some guided tours in Annapolis in the 90s, in the 1990s?
A We did an environmental one in association with the boat.
Q Okay. So it s possible that you actually had some level of common law right to Annapolis Tours prior to November 2004?
A I -- that I think is a legal question. I have no idea of the answer.
Q Sure, that s fine. Would you acknowledge that you were offering guided tours in Annapolis prior to the execution of this document?
A We tried one that s an environmental one that did require an environmentalist, so I guess you could call that --
Q Okay.
A But we didn t do it under the name -- under the mark Annapolis Tours.

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Q Okay. I just want to confirm quickly towards the top, Three Centuries Corporation, their principal place of business at the time was at 8 Tolson Street, Annapolis, Maryland?
A I think that was their -- that wasn t where the office was. That s her home address, so I guess that was -- what do they call that address that s the principal?
Q Oh, the principal s mailing address I guess?
A Yeah.
Q All right. So where was it -- where was Three Centuries Corporation --
A Their office --
Q Their office?
A -- was at 48 Maryland Avenue.
Q Okay. Are you aware as to whether any other company aside from Three Centuries Corporation used the mark Annapolis Tours?
A I am not aware of any other one.
Q So to your best of your knowledge, Three Centuries was the only corporation using the Annapolis Tours mark?
A Yes.
MR. SPIEGEL: Just to clarify, are you having a time frame for that question, Mr. Goins?

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MR. GOINS: Yes, I am actually.
BY MR. GOINS:
Q At the time of the execution of this document in November 2004, you weren t aware of any prior use of others, any -- excuse me, any third-party use or any others --
A That s correct.
Q -- using the Annapolis Tours mark?
A That s correct.
Q Did you --
A For tours. Well, I don t think for anything --
Q For tours?
A -- but definitely not for tours.
Q Definitely not for tours, okay. Did you do any diligence or homework in trying to verify whether any other parties were using Annapolis Tours for tours?
A I think both Paula and I would have known if somebody else in the area was.
Q And why is that?
A Because we ve been doing business here for a long time, and it s a pretty small place, and Paula and I talked about that recently. You know, she started in 75, and she was the only person in the tour business

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in this area and has been president of Conference and Visitors Bureau and Maryland Tourism Council, and if somebody else had been operating under that mark, she would have known.
Q Okay. Why didn t Three Centuries file a federal trademark registration for Annapolis Tours?
A I don t know.
Q Prior to giving it over to you, your company?
A I don t know. She might not have known Jay.
Q All right. Did you ask Paula or anyone else at Three Centuries whether they had filed a federal trademark registration at the time of this or, you know, at the time of preparing this Assignment?
A The trade name issue was extremely important to us in the transfer of the assets, and I don t remember a specific question, but I remember ensuring that she had the state trade name, so I can t tell you how, but I didn t feel that there was any question that she might have. I think that that would have come out through the process, because the trade name was extremely -- the mark was extremely important.
Q Okay, in your discussions with Paula Fishback of Three Centuries about this Assignment, did you direct anyone to check the U.S. Patent and Trademark Office to see if there were any federal registrations

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relating to Annapolis Tours mark?
A At some point when we applied for the patent I guess. I --
Q Or the trademark?
A Yes, the -- yeah, the mark.
Q Okay, at any point in time prior to I guess November 2004 had you done any search to see if there were others using a federal registration of Annapolis Tours?
A No.
Q I m sorry, say it again?
A No.
Q Okay. I want to turn your attention to Deposition Exhibit 6.
MR. SPIEGEL: By the way, Debbie, if you need a break --
WITNESS: I might need one soon.
MR. SPIEGEL: Okay. Why don t we wait until --
MR. GOINS: You want to take one?
MR. SPIEGEL: Well, you started introducing an exhibit, so we don t want to interrupt you. Why don t you complete that, and then we ll do that.
WITNESS: Do you get this one back?
MR. SPIEGEL: Put it in the pile.

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MR. GOINS: Yes, will go there.
WITNESS: Okay.
BY MR. GOINS:
Q Earlier we had looked at responses to interrogatories and doc requests, and there was a statement, a document response that had said that the corporation had identified at least one document dating back in the spring of -- excuse me, dating back in or near the spring of 1993. Is the document you re looking at now which is identified as Deposition Exhibit No. 6 with Bates No. REG037, so this one?
A Yes.
Q 037, is that the document that you were referring to?
A Yes. It s got my sticky on it.
Q Oh, is that your handwriting?
A Yes.
Q Okay. It s very neat.
A Unless it got moved over to something else, but yes, I believe this is.
Q All right.
MR. SPIEGEL: For the record, I left that on there.
MR. GOINS: That s fine.
BY MR. GOINS:

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Q And how did you obtain this document?
A When Alcatraz challenged us, and we started looking for things -- oh, no, this would have been before that. This would have been when we were trying to apply for the mark the first time.
Q Okay.
A To try to determine how far it had gone back.
Q Sure.
A I believe it was from that process.
Q So this was during the --
A I think so.
Q -- the fall 2004 time frame?
A I believe so.
Q And so how did you go about obtaining this document?
A I asked Paula if she had anything.
Q Okay, and this was the document that she provided you?
A She came up with these two, and there may be -- have been a couple of other things, but these were the oldest two that --
Q These were the oldest two that she -- okay.
A That we have been able to find so far.
Q All right, and that s a reference --
A That we know have dates associated with them.

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You know, there s other stuff that they don t know when it was produced so --
Q Okay, and that s in reference to REG037, 038 and 039?
A Oh, yeah this is the cover of this, correct.
Q Okay. At the top of REG-037, it says, Annapolis, Welcoming Visitors Since 1649. Can you explain to me the -- I guess the author or publisher of this document with the title Annapolis, Welcoming Visitors Since 1649?
A I don t understand the question.
Q Do you know who created this document?
A I do not.
Q Okay. Do you know whether or not it s some sort of publication?
A Maryland Magazine is what it came from.
Q And what is Maryland Magazine?
A You know, I don t know. I didn t -- this is -- it s a magazine I guess that was about -- there s the cover of it, about Maryland. I don t know who published it. I --
Q Okay.
A -- but it was about -- promoted Maryland it looks like.
Q Sure.

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A And Paula at the time decided it was a good thing to advertise in. Looks like somebody other --
Q So it was a magazine called the Maryland Magazine that included advertising?
A Correct.
Q And some of that advertising related to tours in Annapolis?
A Well, ours did.
Q Okay, and then I see one to the right of -- excuse me. Let me just make sure I clarify. When you said ours did, you were referring to --
A Annapolis Tours.
Q -- the fourth-page ad that s in the bottom left-hand corner with the caption Annapolis Tours Historic Area and U.S. Naval Academy?
A With the mark Annapolis Tours at the top.
Q Okay.
A Yes.
Q And when --
A Bottom left.
Q Okay, and when you say mark, is there any symbol or -- such as a superscript SM or TM?
A No, there is not.
Q Okay. Is there any registration symbol?
A No.

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Q Is it fair to say that this ad labeled at the top Annapolis Tours Historic Area and U.S. Naval Academy is referring to the fact that it offers tours in Annapolis?
A Can you repeat the question?
Q Sure I can. Is this -- is it fair to say that this ad, which references Annapolis Tours at the top, is advertising tours in Annapolis?
A It -- to use the term as the mark Annapolis Tours as the name that she promoted the company under, it does definitely promote tours in Annapolis.
Q And it even says "Walk Annapolis with the colonials on an informative and entertaining tour."
A Um-hum.
Q Okay. You said a few times that it refers to the Annapolis Tours mark. How do you know that it s --
A It s being used as a mark.
Q That it s being used as a mark?
A Because Paula told me so.
Q Okay. Did you ask Paula whether or not it was being used as the mark when she gave you this document?
A When she gave me this, did I ask her?
Q Um-hum.
A Perhaps just to confirm, but you know, I ve

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been doing business with her for years, and so I knew that that s what she is doing.
Q All right.
A I mean that s why I -- we asked to make sure that the trade name was registered and intact with the state.
Q Above and to the right of -- well, actually there s essentially three other ads in this particular magazine. At the top we see Carol s Creek which appears to be a waterfront seafood restaurant in Annapolis. And then to the right of that, there s a caption that says "Sailing on the Chesapeake Bay just became a breeze." Do -- in your years of experience, you know, working in tourism industry here in Annapolis, are you able to recognize who is using that --
A No, I was trying to wonder who that was. I was looking at the phone number to see if I recognize it.
MR. GOINS: All right. Counsel, is there -- is it possible that you could get us, just for verification purposes, a copy of this without the sticker just so we see what that other company might be?
MR. SPIEGEL: Oh. Maybe --

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MR. GOINS: And if the --
MR. SPIEGEL: I ll try to find it.
MR. GOINS: That s fine.
MR. SPIEGEL: I ll be happy to. I mean you can see under it, it says $355.
WITNESS: Can you see? You can see.
MR. SPIEGEL: It says Annapolis Sailing School.
WITNESS: Oh, Annapolis Sailing School.
MR. SPIEGEL: I don t know --
MR. GOINS: I m not able to see that.
MR. SPIEGEL: Mr. Goins, can you look at this from here? You might be able to see through it from there. It looks like it has something to do with the Annapolis Sailing School. Maybe Ms. Gosselin can --
MR. GOINS: Oh, okay.
MR. SPIEGEL: -- get into that for you. Maybe your photocopy didn t show what that is.
MR. GOINS: Oh, okay. No, it didn t. It s --
MR. SPIEGEL: This is an earlier generation copy.
WITNESS: Annapolis Sailing School.
MR. GOINS: Oh, okay. I see.
WITNESS: That s what I figured it probably

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was but --
MR. GOINS: All right, so this is --
MR. SPIEGEL: Why don t you ask her questions about it if you can see what it is?
BY MR. GOINS:
Q Okay, so this is the Annapolis -- it appears to be the Annapolis Sailing School?
A Um-hum. I recognize the A in that logo.
Q And they offer tours of Annapolis?
A No. They offer
Q What do they offer?
A They teach people how to sail. That s what they do.
Q Okay. All right. And then to the bottom right, there s a fourth ad where it says Experience our Colonial Hospitality, and that appears to be by Annapolis and in Anne Arundel County?
A Um-hum.
Q Is that in reference to --
MR. SPIEGEL: Answer yes, not uh-huh.
WITNESS: Yes. I m sorry. Yes, sir.
BY MR. GOINS:
Q That s quite all right. Can you tell me who is Annapolis in Anne Arundel County? Is that a --
A It s our Conference and Visitors Bureau.

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Q Okay.
A So it is the public-private organization that the mission is to promote Annapolis and Anne Arundel County for tourism purposes.
Q Okay.
A It s a marketing organization.
Q Okay, and is that marketing organization separate and apart from Three Century (sic) Tours of Annapolis?
A Oh, yes.
Q That s a different company?
A It s a public-private, not-for-profit organization that s funded by hotel tax as well as membership dollars. We are and Paula was members of that organization. We have both actually been presidents of the board of that -- or chairmans [sic] of the board of that organization, but it s -- everybody -- I m sure Atlanta has one, a CVB, or a conference and visitors bureau or a convention and visitors bureau.
Q Sure.
A Everybody s got one.
Q And does that Annapolis and Anne Arundel County Visitors Bureau, the nonprofit marketing organization, do part of their services include

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offering tours in Annapolis?
A No.
Q So they --
A If you call them and ask for a tour, they ll generally send them to us.
Q I see. So when they say historic attractions, they re not referring to historic attractions in Annapolis?
A They are referring to historic -- sure, they re promoting the area to try to get people to come.
Q I see.
A But they don t do tours.
Q But when they reference to historic attraction, are they referencing to the same types of historic attractions that Three Century Tours of Annapolis offered?
A Historic homes, yeah, they re talking across the Annapolis and Anne Arundel County -- oh, I see here, historic attractions. Yeah, I imagine --
Q Yeah, both places actually.
A Sure.
Q And it even says we offer museums?
A They don t -- they re promoting them.
Q They re promoting, okay.

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A They don t offer them or take people to them. They re just letting you know what s in the area.
Q I see, and so they re -- but they re referencing to the types of attractions such as museums that a company like Three Century Tours of Annapolis would actually conduct?
A Yes. They are -- and the Chesapeake Bay which is what the Annapolis Sailing School takes boats out on, and their job is to try to get people here and take -- and use our products.
Q And you had mentioned earlier that actually one of the sites that people can see when they re doing their tours in Annapolis, you know, with your corporation, you know, they may actually, you know, see the Chesapeake Bay?
A If they re in the right place, and somebody points out to them, they could see it.
Q Okay, and then tied to that exhibit, just the next two pages --
MR. SPIEGEL: Mr. Goins?
MR. GOINS: Actually I -- go ahead.
MR. SPIEGEL: Yeah, I just wanted to mention to you that if you look at our document at REG036, it is essentially the same as 037 but doesn t have the sticker.

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MR. GOINS: Okay, perfect.
MR. SPIEGEL: And if you see in the upper right, you should have that in your own file.
MR. GOINS: I see that too. Okay.
MR. SPIEGEL: And that s the same page.
MR. GOINS: Same page, just without the --
MR. SPIEGEL: And so if you would look at that while you re on that subject, if you have any other questions you haven t asked because you couldn t see it very clearly, now you should be able to see clearly what that advertisement is for the sailing school.
MR. GOINS: Right.
MR. SPIEGEL: Do you see that?
MR. GOINS: I do. That s perfect. That s without the sticker.
MR. SPIEGEL: So do you have that document with you? You can borrow mine if you d like.
MR. GOINS: I do have it so it s --
MR. SPIEGEL: Why don t you borrow this if you d like?
MR. GOINS: Okay.
MR. SPIEGEL: And if there s anything you want to do with it, just go back to it.
MR. GOINS: All right. Oh, there s the bay.

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All right.
MR. SPIEGEL: I don t know if you brought your documents that we produced in order.
MR. GOINS: I did, and then I put them in my deposition notebook so it s most of them.
MR. SPIEGEL: Okay. I ll hang onto it if you want to --
BY MR. GOINS:
Q Are there other -- are you aware of other -- is the -- how often is the Maryland Magazine run? Is it --
A I have no idea.
Q Okay.
A I don t even think it s in business anymore.
Q Okay. All right. At that time period, 1993-1994 time period, are you aware of other publications such as the Maryland Magazine that --
A That Annapolis Tours advertised in?
Q Yes.
A Well, there s Landmarks. We know that it was in Landmarks.
Q Okay. All right. Let s refer to that then which is REG038 and 039 which is also part of the Deposition Exhibit 6.
A Um-hum.

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Q It has the title Landmarks of Annapolis.
MR. SPIEGEL: What a beautiful boat.
WITNESS: It s the Pride of Baltimore.
MR. SPIEGEL: The one that sank?
WITNESS: This is probably the second one. I don t know. It could be an old picture --
BY MR. GOINS:
Q And then on the second page, it includes what looks to be the same or very similar ad that was featured in the previous page?
A Yes, it is similar.
Q All right. Do you see any symbol such as an SM or TM superscript?
A No.
Q Next to the Annapolis Tours? Do you see any reference to any notice that it s a trademark of Three Century Tours of Annapolis?
A I don t know what that means.
Q Is there any reference to mark or trademark on this advertisement?
A Well, to me that is a reference to a trademark, because that s what I know it is. Annapolis Tours, I know that s a trademark.
Q Is the word mark or trademark actually explicitly stated on the ad?

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A No.
Q Okay. The ad above it is apparently an ad that s offering rental bicycles in Annapolis, and at the top it says Tour Annapolis.
A In the middle?
Q Excuse me, in the middle, it says Tour Annapolis. Would you consider that to be a mark?
A No.
Q Why not?
A Because I think Downtown Cycle is the mark, and here they re saying what you can do, you can tour Annapolis and rent a bicycle.
Q All right. By the same token, is Annapolis Tours, which is phrased at the top of the Three Century Tours ad, is that by the same token also referencing to what you can do?
A No.
Q So it s --
A Well, I don t know -- I mean to -- I m not --
Q Let me be more --
A I don t understand the conversation or that question.
Q Let me be more specific. The ad at the top says Annapolis Tours, and then right beneath that it says "Historic Area and U.S. Naval Academy, Walk

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Annapolis with The Colonials on an informative and entertaining tour." So is it fair to say that Annapolis Tours then describes on the next few lines what it is that it s offering, such as an informative and entertaining tour?
A I still don t understand your question, but here it says " Walk Annapolis with The Colonials " which to me is similar to tour Annapolis and rent a bicycle. We do provide tours of Annapolis, and the mark is Annapolis Tours. So I hope that answers your question.
Q That answers my question. It does. It does. All right.
MR. SPIEGEL: This would be a good time for a break?
MR. GOINS: This might be a good time for a break.
MR. SPIEGEL: Is that okay with you? I mean --
MR. GOINS: It is.
MR. SPIEGEL: -- is there something you want to continue that s in the same thread, that you don t want -- you want continuity?
MR. GOINS: No, that s fine. I can just pick up.

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MR. SPIEGEL: Okay.
MR. GOINS: That s fine.
WITNESS: Can we get you some coffee or a soda or something or --
MR. GOINS: No, I m fine --
MR. SPIEGEL: There s a -- you want to --
WITNESS: Or water?
MR. GOINS: I m sorry. Off the record.
(Brief recess)
MR. GOINS: Back on the record.
BY MR. GOINS:
Q So we ve gone through one document showing -- purportedly showing the use of -- or at least referencing to the words Annapolis Tours from the spring of 1993 time frame as well as the Landmarks of Annapolis magazine reference from the 1993- 94 time frame. Aside from those two documents, Annapolis --
A This was I think Maryland Magazine.
Q So are they -- okay. So aside from, excuse me, the Maryland Magazine and the Landmarks of Annapolis magazine, which are all a part of Deposition Exhibit 6, have you seen any other documents from that 1993- 94 time frame?
A You have everything that we have been able to find to day.

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Q Okay, all right. I want to, since we re still discussing representative documents referring to Annapolis Tours, Deposition Exhibit No. 7.
A What I do with -- is this --
Q Actually we ll put this here.
A Okay.
Q So we ll refer to Deposition Exhibit No. 7 which your corporation has produced as REG023 Bates number through REG030 Bates number. Have you seen this document prior to today?
A I probably have.
Q Okay.
MR. SPIEGEL: Please take your time and look at -- through the whole set of documents if you would.
MR. GOINS: Yes.
WITNESS: Oh, okay.
MR. SPIEGEL: Mr. Goins, did you say REG023?
MR. GOINS: Correct.
MR. SPIEGEL: I m just curious, the document that goes with that is 019 to 022 which is the application for registration. Did you mean to include that as well?
MR. GOINS: No, I did not, although, you know, it s good to point out that it s a connection with the application to register the mark Annapolis

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Tours.
WITNESS: Okay.
BY MR. GOINS:
Q This document is a communication from your counsel dated November 29th, 2004. It s a part of the application to register the Annapolis Tours mark, and towards the bottom of the first page, the last sentence, it says "Accordingly, the specimens submitted in support of actual use registration include specimens solely referring to THREE CENTURIES along with a copy of," going over to page 2, "a pertinent page from the web site of THREE CENTURIES evidencing the relationship between CHESAPEAKE and the subject mark."
And then we go to the next page, and it s referencing the mark which is for conducting of guided tours, first use October 1992, first use in commerce at least March 1993.
And then the next page, we get to the sample specimens that were submitted with the communication. Have you seen what s been Bates numbered as REG026 before?
A From the website, yes.
Q And what website is that?
A It says on the bottom annapolis-tours.com.
Q Is there a hyphen in between the --

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A Yes, there is.
Q Okay.
A Document shows that.
Q And to your knowledge, who owned the domain name of this website?
A This one that shows on the document?
Q Correct.
A Well, Three Centuries Tours Corporation owned it, and then I purchased --
Q Purchased it as a part of the --
A -- it as part of the assets --
Q -- Assignment the day that --
A Purchased, yes, in November 2004.
Q Okay, great.
A So I assume this is after the purchase, so I guess it would have Chesapeake or the corporation.
Q Okay. Earlier you had indicated that the corporation Watermark Cruises acquired Three Centuries Tours of Annapolis?
MR. SPIEGEL: That s incorrect.
BY MR. GOINS:
Q Or you can correct me.
A They acquired the assets.
Q They acquired the assets --
MR. SPIEGEL: That s correct.

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MR. GOINS: -- of Three Century Tours of Annapolis?
MR. SPIEGEL: For the record, you said acquired Three Centuries Tours, and that s why I wanted a correction because --
MR. GOINS: No, that s fine.
MR. SPIEGEL: -- the correct testimony was the assets of.
WITNESS: The assets, right.
MR. GOINS: The assets, right.
BY MR. GOINS:
Q And so they acquired the assets of Three Centuries Tours of Annapolis?
A It acquired the assets of Paula s corporation, yeah. Yes.
Q And is Three Century Tours of Annapolis, is that the --
A That is a trade name --
Q So trade name of Three Centuries Corporation?
A Corporation.
Q Okay. When it purchased the assets of -- excuse me. Let me rephrase. When Watermark Cruises purchased the assets of Three Centuries Tours of Annapolis, did it continue to be in business?
A What, Three Centuries Corporation?

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Q Three Century -- right.
A No, it did not. It did not operate anymore. I don t know when the corporation itself, you know, was dissolved, but it didn t operate.
Q I see. Based on this particular page, there appears to have been some period of time in which both companies collaborated in advertisement. Is that a fair assessment?
A What are you saying, from this document?
Q That they both -- right.
A The document speaks for itself.
Q So at the -- towards the bottom where it says Watermark Cruises and Three Centuries Tours of Annapolis, these are two separate companies, right?
A No.
Q No, they re all one company?
A They re all owned by the same corporation.
Q I see.
A Those names are owned by the same corporation at this point.
Q So Chesapeake Marine Tours -- well, let me rephrase. Watermark Cruises was not one of the trade names of Chesapeake Marine Tours prior to acquiring the assets of Three Centuries Tours of Annapolis?
MR. SPIEGEL: Objection. I think those facts

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are incorrect. You said Chesapeake. I think you meant to say -- well, I don t want to put words in your mouth, but I think it was something --

MR. GOINS: Sure. That s all right.

MR. SPIEGEL: Would you -- could you read that back please, the question that Mr. Goins posed? Aha, now you have to do something.

COURT REPORTER: Well, I have to play it back which is --

MR. SPIEGEL: Okay.

MR. GOINS: I can also rephrase if that would be better.

COURT REPORTER: This might take me a little fooling, because this is sort of a new machine for me.

MR. GOINS: Let me just rephrase.

MR. SPIEGEL: Okay, it s up to counsel.

WITNESS: Okay.

MR. GOINS: It s fine. I ll just rephrase.

COURT REPORTER: Okay.

BY MR. GOINS:

Q You are president of Chesapeake Marine Tours, Incorporated?

A Right.

Q Is that correct?

A Yes.

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Q And after acquiring the assets of Three Centuries Corporation --

A Corporation.

Q -- you also acquired the trade name Watermark Cruises?

A No. We had that before.

Q No, so when you say we had that before, Chesapeake Marine Tours?

A Chesapeake Marine Tours, yes.

Q All right, so Chesapeake Marine Tours, notwithstanding Three Centuries Corporation, was doing business as Watermark Cruises?

A Yes.

Q And then Three Centuries Corporation was doing business as Three Centuries Tours of Annapolis?

A That was a trade name, but they were really using Annapolis Tours as their service mark.

Q Okay, so this document, towards the bottom where it says Watermark Cruises and Three Centuries Tours of Annapolis, at the time that this website from annapolis-tours.com was created, this line is referring to two separate corporations?

A No, it s not.

Q Okay, and why not?

A Well, they were both owned by the same entity

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at the time, this was put out, was put on the website.

Q I see. And so this website printout was generated after Chesapeake Marine Tours acquired the assets of Three Centuries Corporation?

A Because it says Annapolis Tours and Watermark Cruises, yes.

Q Right, so what -- so essentially in their advertising efforts, Chesapeake Marine Tours would advertise as Watermark Cruises as well as Three Centuries Tours of Annapolis?

A We never advertised with that name. The document speaks for itself but --

Q Okay. But I guess at some point in time --

A I don t --

Q Sure.

A I don t know why that is there.

Q Okay.

A To be honest.

Q All right, that s what I was trying to get at. So just to make sure though, this is not how much of the advertising is stated. It s not as if most of the advertisements are saying Watermark Cruises and Three Century Tours of Annapolis?

A No, we did this Annapolis Tours.

Q You did more Annapolis Tours and Watermark

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Cruises?

A And Watermark, right.

Q Okay. Are both Annapolis Tours and Watermark Cruises at the top of this page referencing to a trademark?

A I don t -- I m a fact witness. I don t know.

Q Sure. Do you see the trademark symbol at all on this page?

A The document speaks for itself.

Q Okay. At the -- why don t we go on to the next page, REG027. Notice to the left it says Three Century Tours of Annapolis. Then to the right it also says Three Century Tours of Annapolis. This one is -- unlike the previous one, it s not also referencing to Watermark Cruises. Is that correct?

A That s correct.

Q Can you provide or do you know of a time frame from which this document was created?

A There is not a date on here. I could not give you a specific date.

Q Okay. And do you see any reference to the trademark symbol at all on this page?

A The document speaks for itself.

Q Okay. The same with respect to the next document, REG028. Is there any reference to the

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trademark symbol?
A Again, it speaks to itself.
Q I notice that on this page, REG028, the top left-hand corner, it says the phrase Annapolis Tour.
A Um-hum.
Q And then there are references to other types of tours as well, Student Tour, Black History Tour, Ghost Tour, Military Reunion Tour, Candlelight Tour, et cetera. Do you see that this is -- and when I say this, I mean Annapolis tours, is being referenced as more of a verb as opposed to a noun like the previous two pages?
A I don t know. It s -- is that -- that might be a legal question that I d refer -- I don t --
Q Would you say that Annapolis Tour in the top left-hand corner, would you say that that s being used as a noun or as a verb?
A I have -- I do not know.
Q Okay. Do you know whether Annapolis in connection with the word tour is being used as an adjective?
A This is a list of the things that are offered. You know, again, I don t know.
Q Right.
A I think you re entering into legal territory

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that I am not familiar with and --
Q Well, I m just asking in a layman s sense as, you know, someone, you know, who doesn t have a legal background, you said that there s a list of things that are explained on this page.
A Um-hum.
Q So that list --
A It lists if you re interested in ghosts, then you might want to take the Ghost Tour. If you are interested in the city of Annapolis, you might want to take the Annapolis Tour. If you re interested in a scavenger hunt, do that, which is also in Annapolis.
Q Okay. I would next like to show you what s being referenced as Deposition Exhibit 8, and it was produced by counsel as REG045. Have you seen this document prior to today?
A Yes.
Q And how is it that you are aware of having seen it prior to today?
A Just recognize it.
Q How do you recognize it?
A It looks familiar.
Q All right. Is the date that s included on the left side, 2004, is that accurate?
A To the best of my knowledge.

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Q Okay. So much like --
A That would have been prior to our purchase of the assets.
Q Okay, so that s in the 2004 time frame. Is that correct?
A To the best of my knowledge from what it says here.
Q And the specimens that were submitted as a part of the application in Deposition Exhibit No. 7, that s referencing to -- the specimens are referencing to what time frame would you say?
A Well, I can go by the date that s on the document, and the date on the document is 11/24/04.
Q All right. Would that be fair to say that that s the date that it was printed out?
A This?
Q Yes.
A I guess so. I really -- yes.
Q All right. Then is there any reference to any date on REG027?
A The document speaks for itself.
Q REG028?
A Same.
Q And REG029?
A Same.

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Q And last but not least, REG030?
A Same. I think there s a date reference on there.
Q Okay. All right, and I also want to show you what s being marked as Deposition Exhibit 9 and was produced by counsel as REG061 through 064. Have you seen this document prior to today?
A Yes.
Q Is it something that looks familiar?
A Let me check the whole thing.
Q Sure. Take your time.
A Yes.
Q Is there a particular time frame for when this document was created?
A The document speaks for itself. There are dates provided right here.
Q Okay, so that s 2005 for REG061. What about 062? I m sorry, the previous page, 062.
A Yeah, this one?
Q Yes.
A There is not a time or date on here.
Q Okay, and what about 063?
A That has 2006 written on it.
Q Okay, and REG064?
A I believe that that is the second page of 63.

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Q Okay. All right. Now I want to turn your attention to Deposition Exhibit No. 10 which is Bates numbered by Alcatraz Media as AM 145. It s a printout of the Wayback Machine archive for annapolis-tours.com, and it s providing search results from January 1st, 1996 through April 5th, 2009. Do you see that heading at the top?
A I do.
Q And do you see that from -- in 1996, there aren t any pages that show any search results for annapolistours.com?
A The document speaks for itself, yeah.
Q Okay. Are you aware of any other documents that may have been created in the 1996 time frame that are referencing to Annapolis Tours under, you know, by Three Centuries Corporation?
A I m sorry, what s the question?
Q Sure. Are you aware of any documents that were created in the 1996 time frame that reference to Annapolis Tours by Three Centuries Corporation?
A You have them if we have found them.
Q Okay.
A I mean --
Q What I ve shown you previously was a document from 1993 and 1994.

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A That were evidence of Annapolis Tours, the mark.
Q Correct.
A Yeah.
Q I have yet to have seen any document that is reflecting a creation date of 1995 or 1996. Would that be a fair characterization?
MR. SPIEGEL: I object. You do have some documents from that time frame. They re not necessarily specimens of trademark use, but you do have such documents including financial records. So the question is not accurate of what was produced.
BY MR. GOINS:
Q Are there any documents that were created in 1995 that would be considered a representative sample -- representative or a sample specimen showing use of Annapolis Tours for conducting guiding tours?
A In 95, I don t know without -- if you can show me documents.
Q I don t have any in my possession. That s what I m just trying to confirm at this point. I mean I realize that supplementation and the diligent search is continuing, but as of this date, I just want to confirm that this search report, or excuse me, this search result from the Wayback Machine archive is

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consistent with your knowledge as well?
A Yeah. I am not aware of -- I don t know. You know, we have -- we are trying to find things. There was no understanding that any of this material would be needed how many years later is it, you know, 14 years later. So I m sure somebody s got some somewhere, but if we find them, we ll get them to you.
Q Okay, great, and what about the 1997 time frame?
A It s the same answer.
Q 1998?
A I m surprised you don t have something that has those. But you know, this is Annapolis Tours without the hyphen.
Q Correct, and we re going to go over the one that s with the hyphen as well. Have you seen any document that was created in 1998 referencing to or depicting use of Annapolis Tours in connection with guiding tours?
A The same. I have the same answer. We, you know, we are trying to retrieve. We know that it continued to be used, because we ve been doing business with them, and we know the corporation, but we have not been able to find specific evidence of it.
Q And anything in 1999?

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A If you don t have it, then we haven t been able to find it yet, or we haven t been able to ascertain that that s the date of it. There s plenty of stuff that we can t confirm the date. So we have not sent it over if we couldn t confirm the date.
Q Okay. Now I want to show you what you referenced to just a minute ago which was for I believe the annapolis-tours.com which I have labeled as Exhibit 11. That was produced by your counsel and REG0 --
MR. SPIEGEL: 165.
MR. GOINS: Excuse me.
MR. SPIEGEL: REG165.
MR. GOINS: REG165.
BY MR. GOINS:
Q And in this archive printout, similar to the previous document, it doesn t list any search hits from 1996 or 1997. Is that correct?
A I ve -- this piece of paper doesn t show anything 1996 or 1997, so I guess whatever the search engine here.
Q And would that be --
A Or whatever it is.
Q -- consistent -- would the fact that there were no search results from 1996 or 1997 be consistent

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with your understanding that there -- that you haven t seen any documents that were created in that time frame showing use of Annapolis Tours?

MR. SPIEGEL: I have an objection to this.

MR. GOINS: Sure.

MR. SPIEGEL: This document that you ve identified as Exhibit 11 purports to be an Internet archive search concerning the possibility that there are pages on a website during those time periods that are listed on this document, but that is not all inclusive of all possible documents that there could be -- that could exist concerning use of the mark, and your question seems to be open-ended to try to use this as proof that because it says zero in 1996 and zero in 1997, that means that there are no such documents. I don t think your question corresponds to the document. So why don t you ask another question?

MR. GOINS: So duly noted, counselor.

BY MR. GOINS:

Q Can you answer the question, please?

A What is the question?

Q I ll repeat it. You would agree that that archive printout page of Wayback Machine for annapolis-tours.com does not show any search results for 1996?

A This page shows that, yes.

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Q And does not show any search result -- excuse me, does not show any search results for 1997?

A The document speaks for itself.

Q And in a more general sense, is it your understanding that the fact that there are no search results for 1996 or 1997 be consistent with the fact that you haven t seen any written documentation created during that time frame showing use of the --

A No, I think there s no connection at all.

Q Okay, but it is true that you haven t seen any written documentation created during the 1996 or 1997 time frame showing use of Annapolis Tours mark?

A We can t find any that has the time stamp. There may be some that we found that don t -- that we can t prove was from that time period. We do have -- we found the part of the financial statements from 1997, and it shows an amount for advertising which is right in line with the other years of advertising, and in talking with the previous president or the president of Three Centuries Corporation, she did -- she said that they had maintained the same -- similar advertisements in Landmarks and -- minimally in Landmarks and the Conference and Visitors Bureau throughout that time. So the advertising expenses, from what we can prove, I mean we know what she says,

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the documentation shows that there is similar amounts, and her statement to me was that of course they ve continued their advertising as always. They cannot find one for you. That is true, but that doesn t mean that they didn t exist.

Q Okay. Would you --

A I do know that they purchased annapolis-tours I believe it s in 1996, so at some point from that time, they were building the website and getting it going. And when it exactly went online, I couldn t tell you.

Q Okay. So based on what we ve discussed today we ve -- I just want to confirm that I understand this correctly. We ve found written documentation that was created in the 1993-1994 time frame. That would be the three pages that were referenced in an earlier deposition exhibit. Is that your understanding as well?

A We have looked at the Maryland Magazine and Landmarks to show at least how far back we know that the mark was used.

Q All right, and just so we re clear, that s in reference to Deposition Exhibit No. 6?

A I don t know.

MR. SPIEGEL: Take a look at it.

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MR. GOINS: That s fine.

WITNESS: Yes.

BY MR. GOINS:

Q And then we ve also uncovered at least one document that was submitted as part of the application for Annapolis Tours in the 2004 time frame?

A Application for the mark?

Q For the Annapolis Tours mark.

A Yes.

Q Okay. And then we see at least one other document that was likely created in the 2005 time frame?

A Yes.

Q And then we see a few Wayback Machine archive printouts which was reflecting a gap --

A It may not be a gap.

Q Or it may not be a gap, but it s at least not reflecting any search results in the --

A Well, I think they purchased the URL in December -- I believe it was December 96.

Q Okay, and by purchase -- are you --

MR. SPIEGEL: Here s the first page of that, Mr. Goins.

MR. GOINS: Sure.

BY MR. GOINS:

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Q And this would be REG099 and 100 regarding the WHOIS search domain name registration for annapolis-tours.com. Have you seen these two documents before?
A Yes, and here it does show records dated December 1996, so there would be no reason for anything to be -- to show up before 96, you know, in 96.
Q Sure. And just so we re clear, this is a registration record of when a domain name was created?
A It s the WHOIS results, so this is a software that tries -- it looks like it tries to, yes, find out who owns actually URLs.
Q Sure, but that doesn t evidence that an actual website showed advertising of Annapolis Tours?
A That s correct.
Q Okay.
MR. SPIEGEL: Mr. Goins, would you like us to get a copy of that for you, mark that maybe Exhibit 11B? I know you have these all set up in order.
MR. GOINS: That s fine.
MR. SPIEGEL: Why don t we do that? I ll get somebody --
MR. GOINS: I m perfectly fine with that.
MR. SPIEGEL: -- to copy that. That way I don t have to give you my original. I ll just get them

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to copy one and bring it back. Do you need to ask any questions about it right now?
MR. GOINS: No, that was it. That was all.
MR. SPIEGEL: Okay.
MR. GOINS: Would you like for me to wait until you come back?
MR. SPIEGEL: Okay. Yeah, that s fine.
MR. GOINS: All right, let s go off the record.
(Off the record)
(On the record)
MR. GOINS: I d like to show you what s been marked as Deposition Exhibit 12 which is referencing to documents that were produced by your counsel starting with REG166 going all the way through REG186. Please feel free to take a minute to look through those documents.
MR. SPIEGEL: Mr. Goins, while my client is looking through these documents, I will tell you that I am not certain if she knows what the significance of these typed sections are, and so if she -- you can certainly feel free to ask her, but if she doesn t know the answer, I m happy to explain to you what those are.
MR. GOINS: Okay.
MR. SPIEGEL: If that comes up. That s up to

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you.
MR. GOINS: Why don t you go ahead as she s going over it?
MR. SPIEGEL: Okay. This was prepared by one of Chesapeake s employees from the document that s identified by Bates No. REG165, and what these typed lists are before each document are --
MR. GOINS: I m sorry. You re referencing 165. That s -- that was Exhibit 11A?
MR. SPIEGEL: 165 was the -- I guess that corresponds to 11A, yes.
MR. GOINS: Okay, great.
MR. SPIEGEL: And it s REG165, and the typed lists, for example, what is shown on REG166, is the list of all of the dates that are shown on REG165 where the exhibit under it appears. So for example, just as one example, if you look at REG167, what she found was that this page that s shown as REG167 appeared in that listing of Exhibit 11A at all of the dates that are set forth on REG166, and what you can see is those strings of letters and numbers are a code. And just looking at the first one, if you see the first listing at REG166, if we look at that, Mr. Goins, on the left it says January 25, 1999. And then when you look at the string of numbers, you see it says 19990125 and then another

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further string of numbers, and that string 19990125 is January 25, 1999. So this was -- we thought it was -- would be helpful to produce this in this form by creating these entries so that you would be able to see, and you can certainly verify it on your own and -- how many times we found the document REG167 in that Internet archive listing by clicking on all of those links. And the same is true, for example, REG168 shows two entries, and the very next page is what we found at those two locations, and it goes on and on like that.
MR. GOINS: All right.
MR. SPIEGEL: And so --
MR. GOINS: Thank you for that very thorough instruction and authentication of --
MR. SPIEGEL: Well, that s -- I don t know if it was an authentication, but I ve explained to you --
MR. GOINS: Sure.
MR. SPIEGEL: -- what I asked for and what Chesapeake s employee gave us.
BY MR. GOINS:
Q Does that explanation make sense, Debbie?
A Yes.
Q All right. I d like to go over the first search result that s a part of that document. If you go to the second page, it s referencing to a document

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from the 1999 time frame. And towards the top it says Three Century Tours of Annapolis. It -- anywhere on that document, do you see the exact phrase Annapolis Tours?
A The document speaks for itself.
Q Okay. Let s go on to the next page. That is a printout of -- I m sorry, let s go back to the last page since you pulled it back. Yes.
A Actually --
Q Yes.
A But the document speaks for itself.
Q Okay, so when you say document speaks for itself, you re referring to the main name that references to Annapolis Tours. Is that correct?
A I m just saying the document speaks for itself.
Q Okay. Do you see anywhere in the substance or the content of the page that is mentioning the exact phrase Annapolis Tours?
A The document speaks for itself.
Q Okay.
A Looks like there s stuff missing too --
Q All right, and then there s a reference to an archive web page dated back in December of 1998. Same with this document. Do you see in the document of the

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actual archive web page any reference to the exact phrase Annapolis Tours?
A The document speaks for itself.
Q Okay. Let s move forward. March 2000, it s another printout of an archive web page. Same here. Is there any specific reference to exact phrase Annapolis Tours as a trademark?
A The document speaks for itself.
Q Okay. Let s move forward, another archive web page dating back to 2000.
A Do you want me to turn?
Q Yes. Any reference on that page to the exact phrase or trademark Annapolis Tours?
A The document speaks for itself.
Q Okay. Just so we re --
MR. SPIEGEL: I d just like to interpose at this point, just to save some time, Mr. Goins, I mean that s the answer. These are documents --
MR. GOINS: Sure.
MR. SPIEGEL: -- you re asking her to read you from a document that s been produced, and whatever the document says it says. And so maybe we can save some time by just stating for the record that they all speak for themselves.
MR. GOINS: Sure, I m getting to that,

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counselor. I appreciate the instruction.
BY MR. GOINS:
Q And just to verify in these documents that we ve seen thus far, although the phrase or exact trademark Annapolis Tours is not referenced, are we -- are you seeing some reference to the fact that tours are offered in Annapolis?
A The document speaks for itself.
Q Okay. And so essentially, we can stipulate that these website archived printouts from Wayback Machine, that these documents speak for themselves with respect to the lack of explicit or depicting the exact phrase or trademark Annapolis Tours?
A I didn t say that. I just said they speak for themselves.
MR. GOINS: Okay. All right. Just for the record, we were referring to a document identified as Deposition Exhibit No. 12, Bates numbered REG166 through REG186.
BY MR. GOINS:
Q I now want to refer you to what I ve identified as Deposition Exhibit 12B which is an Internet printout of your company s -- at least one of your company s websites. Does this document look familiar to you?

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A Yes.
Q And how does it look familiar to you?
A The format and the pictures.
Q Are these pictures that are --
A And the language.
Q Okay, and the language. Any language in particular that jumps out to you?
A Well, Annapolis Tours, the mark.
Q Okay. Is there a trademark symbol or any TM superscript next to Annapolis Tours on this document?
A The document speaks for itself.
Q To your best of your knowledge, when do you think this document was created or at least this particular web page?
A Well, it looks like it was printed out on February 27th. When was it created? I don t know.
Q Okay. And that s February 27 of 2009?
A 2009, right.
Q All right.
A According to what the document says.
Q So essentially in -- I just want to make sure we re clear. Throughout the website printouts of archive pages that you ve seen just now, there is no explicit reference to the exact phrase, with the exception of AM 57 and 58 and 59 -- oh, I m sorry,

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actually let me rephrase that because that s not true.
A The documents speak for themselves.
Q Okay, so essentially the documents speak for themselves. All right. And I do want to note that on pages AM 58 and AM 59 they re essentially printouts of that same page, watermarkcruises.com.
A It looks like a continuation.
Q Correct, that s -- and at the end of that page on AM 59, we see a reference to your company Watermark, Annapolis, Maryland with the phone number (410) 268-7601. Is that correct?
A The document speaks for itself.
Q All right.
A Put this up here?
Q Yes, please. Thank you.
MR. SPIEGEL: Do you want to renumber the other one 12A or do you --
MR. GOINS: We can do that. That s fine.
MR. SPIEGEL: -- are you fine with 12 and 12B.
MR. GOINS: We can label the other one 12A.
MR. SPIEGEL: Or A12.
MR. GOINS: Just want to reference to the court reporter that we re relabeling instead of 12 it s 12A, Deposition 12A which is Bates numbered REG166

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through REG186.
Just want to do a quick recap, because I know that we went through a lot of pages just now. Actually, no, I think we covered it quite thoroughly. We have it. Never mind.
BY MR. GOINS:
Q Would you like to take another break or --
A I m good.
Q You re okay?
MR. SPIEGEL: Well, how are we doing on time in terms of how are you doing on time? How much more do you think you have?
MR. GOINS: Maybe an hour at the most.
MR. SPIEGEL: Okay, where are we now?
WITNESS: 12:50.
MR. GOINS: 12:45.
MR. SPIEGEL: A quarter to 1. Want to take 5 minutes? Let s take 5 minutes, and then we ll just go through the rest of it.
MR. GOINS: That s fine.
WITNESS: Is that okay?
MR. GOINS: That s perfect.
MR. SPIEGEL: All right with you?
COURT REPORTER: Certainly.
(Brief recess)

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MR. SPIEGEL: Back on the record.
MR. GOINS: We re back on the record.
Just as a quick recap, we ve pretty much covered topics of the deposition notice enumerated as No. 1, 11, 13, 14, 15, 2, 5, 3, 7, 8 and 6.
MR. SPIEGEL: What about 10?
MR. GOINS: Yeah, I know, there s an inadvertent omission for No. 10, so just for clarity s sake we ll keep it that -- the numbers of where they are.
BY MR. GOINS:
Q I do want to just confirm quickly with respect to No. 7 how the mark has been used in advertising and marketing. We ve seen printouts of a few magazines. We ve seen printouts of Internet web pages. Aside from websites and magazines, are there other publications for which the Annapolis mark is advertised in?
A Well, there were rack cards --
Q Rack cards, okay.
A -- that are distributed and the field trip brochures.
Q Field trip brochures?
A Yeah.
Q And is that the 2005 brochure that we went

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through earlier that was a part of the submission with the application?
A Yes, and there were -- there have been field trip brochures printed every year.
Q Okay.
A We ve got as many, you know, that we could find. But the rack cards, the field trip brochures and some of the standard magazine advertisements are what traditionally has been done.
Q And --
A Year to year, every year.
Q Okay, and that -- from what time frame would you say roughly?
A Well, really the -- not the website certainly, but from talking to Paula, you know, she started using the rack cards and the field trip brochures even before she started using the name -- the mark Annapolis Tours. But -- so when she started using Annapolis Tours on those media, on the vehicles, was at least 1993 or, you know, late 1993. That s the earliest that we can find documentation of.
Q Well, sure. I mean we --
A But she used the same media.
Q Okay, same media form throughout basically?
A Correct.

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Q Okay, that makes sense. And is there any, you know, particular media documentation that we ve covered in advertising out there that we haven t discussed? Because we ve seen a brochure from 2005. We ve seen a card from, all right, from 2006?
A Um-hum. We ve seen some samples of rack cards and the field trip brochures. I m sure that there was some advertising that we just don t have samples of but, you know, I m assuming so I shouldn t do that.
Q So it s fair to say exactly what was said in some of the interrogatory documents responses which is that written documentation regarding the Annapolis Tours mark, particularly in advertising, as well as maybe some other areas that we ve discussed previously, wasn t necessarily kept year by year prior to 2004?
A Not necessarily. It wasn t kept year by year, yeah.
Q Okay.
A And you know, it s a small company. I mean it s valuable for us, but in the big picture, it s a small company, and when you ve got few employees, you re focused on what you re doing next and just getting business going, and you don t really focus on what you ve done.

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Q I can appreciate that. I d like to move on to deposition topic no. 16 regarding identification of competitors. In Deposition Exhibit 3 regarding the responses to interrogatories, you could go back to that if you -- there we go. In response to interrogatory no. 23 --
A No. 23 or is that page 23?
Q No. 23, right, interrogatory no. 23.
A Okay.
Q In which we asked for -- identify all competitors of Registrant, and the two sentences I want to focus on are -- in the response are "Registrant considers its competitors to be anyone within its marketing territory that offers tour guiding services whether concerning the historic district of Annapolis or otherwise." Would you agree with that statement?
A Those are certainly competitors.
Q That s in reference to the next sentence starting with the actual identification of some of the competitors. Let me just make sure I ve got the -- my question answered. In that first sentence in which the Registrant is essentially defining what it considers to be its competitors "anyone within its marketing territory that offers tour guiding services," would you agree with that statement?

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A That that s exclusively who our competitors are?
Q No, that is inclusive of who your competitors are, meaning that it could be more than just that.
A Oh, it could be more than this?
Q Correct.
A Okay, I m not --
Q Let me rephrase it.
A Okay.
Q I ll rephrase again.
A Okay.
Q Is it fair to say that your competitors are anyone within your marketing territory that offer tour guiding services?
A Yes.
Q So anyone who offers tour guiding services --
A Is competition to us.
Q In Annapolis or about Annapolis is competition with you?
A They are, yeah. Yeah, there are probably others -- anything that competes for our discretionary dollar is really a competitor, but these are our direct competitors.
Q Okay, and I think you just answered the next question which you had anticipated so kindly which is

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that some of those competitors include Capital City Colonials?
A Yes.
Q Baltimore Rent A Tour?
A Yeah.
Q DC Guide Services, Greenspring Tours, USNA Guide Service and Alcatraz Media?
A Um-hum.
Q And would you say that this is correct?
A Yes.
Q Would you also say that this listing of the entities of competitors is not exclusive?
A I would --
Q Meaning that this is just a handful of competitors?
A These are some, yes.
Q Of your corporation. Does it have to be an entity that has a physical office in Annapolis?
A No.
Q All right, so it can be anyone throughout wherever they may be that offers tours in Annapolis?
A Yes. Anybody that can compete for those discretionary dollars in our area.
Q Okay. Are there any -- aside from Alcatraz Media, are there any enforcement efforts that your

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corporation has undertaken?
A What do you mean?
Q To protect its Annapolis Tours mark?
A The only one has -- that has been with Alcatraz.
Q Okay. So even though these other competitors -- excuse me. Even though you consider these other entities to be competitors of your corporation, you haven t had to monitor whether or not they re using Annapolis Tours?
A As far as I know, I m not aware that there is any use by them of Annapolis Tours for promoting --
Q Okay. Do you have any trademark enforcement policy in place?
A No. What --
Q And by trademark enforcement policy, I mean are you periodically monitoring to see if anyone else is using the Annapolis Tours mark for guiding tours?
A We don t have a specific program for that, no.
Q Do you have any in-house counsel?
A No.
Q Okay. And how are you able to figure out whether or not there s others who might be using an Annapolis Tours or some close, confusingly similar

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variation?
A If it comes to our attention, then we look at it.
Q I d like to refer to you what s been marked as Deposition Exhibit 13 which is what Alcatraz Media --
A We putting this back then?
Q Yes. What Alcatraz Media produced as Bates number -- or excuse me, what your counsel has produced as Bates No. REG058 through 060, and that is a printout of Alcatraz Media s website. And you can take a few minutes to look at that if you d like.
Is there any trademark symbol, whether a TM superscript or R registration circle?
A The document speaks for itself.
Q Okay, and by document speaks for itself, you mean that the answer to my question is on those pages?
A The document speaks for itself.
Q Okay. All right. Do you see the word mark or trademark anywhere on that document?
A The document speaks for itself.
Q Okay, and by document speaks for itself meaning that if I don t see there s any mark or trademark on there, then I m to presume that there isn t one. Is that what you mean by document --

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MR. SPIEGEL: Objection. No, that s mischaracterizing the testimony. The --
BY MR. GOINS:
Q All right. What do you mean when you say document speaks for itself?
A That the document has been produced, and you have it, and it says what it says and I don t -- it s not up to my interpretation. It speaks for itself.
Q Right. So if I reference to something that s not in the document, then it s not in the document?
A The document speaks for itself.
Q I just want to make sure I understand what you mean by that.
A You re making a statement. All I m saying is is that the document here speaks for itself.
Q And I just want to make sure --
A I m not agreeing to you speaking for it. I m saying that it s right here and it s part of the --
Q And that s why I want to make sure I understand what you mean by that, because that s somewhat of a legal term of art, the document speaks for itself. Sounds like something an attorney would say. Let me just confirm -- tell me what your understanding of the phrase document speaks for itself means.

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A I think that s -- I m a fact witness, so this document was part of the fact, and I don t know about interpretation.
Q All right. Do you know what that phrase means, since you used it?
A That this is the document, and it s right here, and it says what it says.
Q Okay. Do you have any particular objection to what the substantive content of this website document depicts?
A I m just here to tell you the facts.
Q So the document speaks for itself.
A Right.
Q So if I want to conclude that there is no problem with a competitor using Annapolis Tours to describe their services that they provide in Annapolis, the document speaks for itself?
MR. SPIEGEL: Objection. The premise doesn t follow the conclusion. The question you asked was if I want to decide that. This is a document that was produced. It says what it says. It s got all sorts of words in it. It s got a few pictures in it, and it s not Chesapeake s obligation to interpret the document. Alcatraz wants to believe what it will believe about what this document is, and I gather that Alcatraz will

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assert its belief when this case comes to trial, if it does, and then we ll assert what we think it is, and you ll assert what you think it is, and then the Trademark Trial Appeal Board will decide.

MR. GOINS: Duly noted, counselor.

BY MR. GOINS:

Q Have you seen this document before?

A I ve reviewed it.

Q And when did you review it?

A During the production of documents I believe. This -- it -- that s when I saw this.

Q Sure. Do you see anything in the substance of this document that is problematic to you?

MR. SPIEGEL: Objection. Calls for legal conclusion on the part of the witness.

BY MR. GOINS:

Q You can answer the question.

A The use of our mark.

Q And where do you see the use of your mark?

A On the URL.

Q On the URL, and by that you re referring to annapolistours.us?

A Yes.

Q So by stating that if it said annapolistours.net, would you think it s being used as

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a mark as well?

A I would call my attorney and ask for legal advice.

Q Do you see any particular stylized design or font in large text of Annapolis Tours in the document?

A The document speaks for itself.

Q Okay. Thanks. Next want to refer you to what s been marked as Deposition Exhibit 14, and this will be produced as a part of responses to your document request --

MR. SPIEGEL: So we haven t seen this before you re saying?

MR. GOINS: Not yet, no, but you will.

MR. SPIEGEL: But now we are.

MR. GOINS: You are now, and you will within 2 days.

MR. SPIEGEL: Okay.

MR. GOINS: It s part of the continuing or ongoing investigation of responses to requests by your counsel.

MR. SPIEGEL: Okay.

MR. GOINS: Particularly regarding our understanding of what your corporation considers to be a competitor.

MR. SPIEGEL: Okay.

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BY MR. GOINS:

Q Have you seen this website discover- -- excuse me, discover-annapolis.com before?

A Discover Annapolis? I think I ve gone there once or twice.

Q And do you find that the person operating this website to be a competitor?

A He is a competitor in the big sense of the discretionary dollars that we talked about before. He doesn t provide guide services that we do.

Q Does he provide tours?

A He has bus rides.

Q Offering tours in Annapolis?

A He has -- he does trolley tours.

Q Oh, I see, so a particular type of tour in Annapolis?

A And transportation. He does a lot of transportation.

Q Does he also do tours of land -- and excuse me, let s be clear. When you say he, who are you referring to?

A Oh, Matt Grubbs is the owner and main person at Discover Annapolis.

Q Is that Matt Grubbs? Is that G-r-u-b-b-s?

A b-b-s, yeah.

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Q And is he an officer of Discover Annapolis?

A I don t know.

Q Okay. Is he an employee of Discover Annapolis?

A I don t know.

Q That you re aware of?

A He is Discover Annapolis. What his technical --

Q Oh, I see.

A -- relationship is, I couldn t tell you.

Q So when you think of Discover --

A He s the bus driver. He s the -- he books the sales, so you know.

Q I see, so he --

A We wave when he goes by.

MR. SPIEGEL: Chief cook and bottle washer.

BY MR. GOINS:

Q So he works on behalf of Discover Annapolis then?

A Yeah.

Q Okay. Do you see any trademark symbols, the TM superscript or the registration symbol on these.

A The document speaks for itself.

Q Four pages. Okay. Do you think that Discover Annapolis Tours is using Annapolis Tours as a

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trademark?
A I do not. As a mark, I do not.
Q Okay. And why not?
MR. SPIEGEL: Objection, calls for legal conclusion.
You can answer.
WITNESS: Everybody calls it Discover Annapolis or the trolley tour. The term Annapolis Tours is never associated with his product or his company that I am aware of.
BY MR. GOINS:
Q So it s not as if he s using Annapolis Tours in any particular or distinctive stylized design or logo?
A It has nothing to do with the stylized design or logo.
Q So nothing that would automatically identify the type of services that he offers, that Mr. Grubb of Discover Annapolis Tours offers?
A I m not quite following. Sorry.
Q Let me rephrase it. What s your understanding of what Discover Annapolis Tours offers?
A They offer trolley tours and transportation. That s it.
Q Are those tours being conducted in Annapolis?

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A In and around, yes, the trolley tours.
Q All right. I want to refer you to a few pages over.
A This one or something different?
Q Same document.
A Yeah.
Q A few pages over where at the top it references to another website and this one is --
MR. SPIEGEL: Would you show the witness what the page looks like?
MR. GOINS: Yes, I will.
WITNESS: Okay, I think that s this one.
MR. GOINS: Yes, and it s --
MR. SPIEGEL: It s HometownAnnapolis.com at the top?
MR. GOINS: Exactly, it says HometownAnnapolis.com at the top.
MR. SPIEGEL: Okay.
BY MR. GOINS:
Q And at the bottom it s referring to the domain name hometownannapolis.com. And it s two pages, and you ll see page 1 of 2.
A Okay.
Q And page 2 of 2, and these are website printouts dated January 28th, so just a few days ago,

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referencing to a business that s operating a website called hometownannapolis.com. Do you see towards the top where it says Tour Annapolis?
A Um-hum.
Q And then it also says "Welcome to Tour Annapolis, your guide to Maryland s capital"?
A Um-hum.
Q Would you consider this website to be in competition with your company s website?
A This is the newspaper. This is the newspaper s website. I don t consider --
Q It s the newspaper s website?
A -- the newspaper in competition with us.
Q Okay, and by the newspaper you re referring to --
A The Capital which is the Annapolis newspaper.
Q All right, and so is that the Capital-Gazette Communications, Incorporated?
A Yes.
Q On page 2?
A We call it The Capital, but I guess that s the whole name.
Q And so why are they not a competitor?
A The newspaper?
Q Um-hum, or the Capital-Gazette. That s --

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A We use them to sometimes to advertise and help promote us but --
Q Are they using the -- based on what you see here, are they using the phrase tour Annapolis? Is that something you see identified on the document?
A The document speaks for itself.
Q Okay.
A Those words are there but --
Q So is it fair to say from looking at this document that someone can use the phrase tour Annapolis in describing --
A The document speaks for itself.
Q Okay. If it said Annapolis tours, then we would have a problem, right?
MR. SPIEGEL: Objection, calls for legal conclusion.
You may answer.
WITNESS: I don t know. That s a what-if. I d have to see what the whole, you know, how it was used. If they were saying please call Annapolis Tours at (410) 268-7601, I wouldn t have a problem at all.
BY MR. GOINS:
Q I see. You wouldn t have a problem at all with that because what exactly?
A Because they d be sending it to our company.

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Q Okay. So it s -- so your company is doing business on some advertising as Annapolis Tours as of now?
A That s our mark.
Q Okay, and that is referencing to where your company is -- has its principal place of business which is Annapolis. Is that correct?
A We went over this before.
Q Okay.
MR. SPIEGEL: Yeah, objection. Asked and answered.
MR. GOINS: I just want to make sure. All right.
BY MR. GOINS:
Q All right, let s turn just a few pages over to the website printout of what s entitled "Take a walk with us...Tour Annapolis, Capital City Colonials," and this is a two-page Internet printout of what I found this morning using two different website addresses which didn t show up in the printout, but they re www.annapoliswalkingtour.com, and then there was another one to www.capitalcitycolonials.com. Both reference me directly to this page.
Have you heard of Capital City Colonials before?

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A Yes.
Q And who is Capital City Colonials?
A It s a small tour company that started in 2005 in Annapolis.
Q Is it a competitor of your corporation?
A They were our employees. We trained them.
Q They were -- I m sorry. Say it again.
A They were our employees. We trained them.
Q So they used --
A Yes, they offer very similar services.
Q I see. Have you sent any cease and desist letter to them objecting to what they re doing under annapoliswalkingtour.com and by --
A annapoliswalkingtour.com? No.
Q All right, so you don t have any problem with former employees forming another entity that also provides the same or similar services that you do?
A Competition is always interesting. Makes you work harder.
Q All right.
MR. SPIEGEL: Even our court reporter knows that. Is that your father dressed up in the outfit, witness?
MR. GOINS: Actually that s -- you pick up on a good point.

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BY MR. GOINS:
Q I notice that in some of your previous advertising materials that there is a picture of an elderly gentleman with I guess a colonial-looking type of attire. Is that something particular in the tourism industry or that your corporation is -- uses --
A It s something that we -- that Three Centuries Corporation started in 1975.
Q In 1975, okay, and is it -- what do you call that type of attire that we see?
A We call it period dress. In particular, this is colonial attire. But it -- this specific costume is colonial attire, but we call it period dress.
Q And it s referencing to a particular time frame or period in Annapolis?
A This particular is -- harkens to the colonial period in Annapolis which is the late 1700s primarily.
Q Okay. Do you see any R symbol, R registration symbol with a circle around it or TM superscript on this website?
A The document speaks for itself.
Q The document speaks for itself?
A Yes.
Q Do you see towards the bottom, bottom right-hand side in emphasized blue font saying The Annapolis

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Food & History Tour? Do you see that?
A Yes.
Q Earlier you mentioned that you would prefer if an ad or website page said if you would like to visit a or if you would like to be on a tour, please call us at Annapolis Tours. And I take it that s because you re referring to the phrase Annapolis Tours as a noun?
MR. SPIEGEL: Objection, calls for legal conclusion of the witness.
BY MR. GOINS:
Q Okay. You stated earlier that you prefer in some of your advertising or marketing materials that, you know, one should call you at phone number Annapolis Tours. Is that correct?
A Yes.
Q And then here at the bottom of one of your competitors, Capital City Colonials, we see they re saying an Annapolis Food & History Tour. Do you find that noun phrase to be problematic?
A The document speaks for itself.
Q Okay. I notice that it also references to the Waterfront Warehouse, St. Anne s church and the Maryland State House. Are those three particular buildings in Annapolis?

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A They are three buildings in Annapolis.
Q Are they particular landmarks that you often see --
A Well, you already asked about the State House.
Q Okay.
A Yes, it is.
Q So yes for the State House, okay.
A St. Anne s church is generally considered, I believe, a landmark. I don t think that there is a lot of recognition of the Waterfront Warehouse.
Q Okay. Do you all -- excuse me. Does the corporation, aside from Maryland State House, offer tours that include the Waterfront Warehouse or St. Anne s church?
A It could. Yeah, it could.
Q Okay. I ll try to keep moving along here. I want to show you a printout of a sampling of Google search results for the phrase Annapolis Tours. This is actually produced already.
MR. SPIEGEL: Let the record show it s Bates Nos. AM 240 through 259.
MR. GOINS: Correct.
BY MR. GOINS:
Q Does it surprise you that there are

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approximately 896,000 results for the phrase Annapolis Tours that s shown at the top right-hand side?
A I don t -- web searches are -- no, it doesn t surprise me.
Q Okay, and we see in some of the earlier hits on the first page --
A I m surprised it s not more, because you re picking up everything that says Annapolis and everything that says tour.
Q Okay. You see on the first page it s referencing -- there s at least a few search results that are referencing to your company, Watermark Tours labeled in the -- I guess labeled with the red balloon E and then Chesapeake Marine Tours labeled with the balloon F?
A Um-hum.
Q So essentially your corporation will offer ads for tours in Annapolis under different website domain names. Let me rephrase.
A I m sorry.
Q Let me rephrase. In the balloon E, there s the website that says watermarkjourney.com?
A Right.
Q All right, and then it s referencing to Watermark Tours, Charters and Cruises, and that s in

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reference to your corporation, right?
A Watermark is us, yes, and so is Chesapeake Marine Tours.
Q And so is Chesapeake Marine -- and then -- but underneath Chesapeake Marine Tours the domain name is watermarkcruises.com?
A Right.
Q And then you also advertise under annapolistours.com?
A Let s make sure we re not --
Q Yes.
A -- saying that this is a result of advertising.
Q Correct.
A We do advertise using Annapolis Tours.
Q Okay, and --
A That s very separate from what you see there.
Q So what is the difference? Is it the type of tour that s being offered under the different --
A This is not advertising. This is a Google search. I have no idea. If we could have the key to SEO, I d be a billionaire.
Q I see. So is watermarkcruises.com one of your company s domain names?
A Watermark Cruises, we do own that URL, yes.

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Q Okay, so if I go to www.watermarkcruises.com, I m going to possibly see tours being offered by your corporation?
A Yes.
Q Okay. Are those type of tours I guess relating to guiding tours in Annapolis?
A We -- this is our main website, and you will find reference to Annapolis Tours on there as well.
Q I see. So I can get to, as a customer let s say, I can get to information about wanting to purchase a tour in Annapolis by your company through more than one website?
A Through more than one website, yes, and more than one URL.
Q And more than one URL. So I can go to annapolistours.com. I can go to annapolis-tours.com.
A Um-hum.
Q I can go watermarkcruises.com. I can go to watermarkjourney.com.
MR. SPIEGEL: Let the record show that she s answering yes to each of these questions for the purpose of the court reporter.
WITNESS: Oh, yes.
MR. GOINS: Thanks.
BY MR. GOINS:

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Q Now I almost got confused, because I said I could also go to discover-annapolis.com, but I know that s incorrect, because we just went over a website printout of --
A That s the trolley tour.
Q -- of the trolley tour, right. Okay, and then we see in red flag -- excuse me, in the red balloon labeled C, capitalcitycolonials.com, which is one of the website printouts that we just went over, discover-annapolis.com. Is that correct?
A I m -- Capital City Colonials is a separate company called Capital City Colonials.
Q Okay, and then we have discover-annapolis.com.
A Discover --
Q At the top towards the red balloon symbol A.
A Oh, okay.
MR. SPIEGEL: And also down here.
WITNESS: Yeah.
BY MR. GOINS:
Q And then we also have New Century Tours, Incorporated. Is New Century Tours, Incorporated a -- would you say that they re a competitor of your --
A I ve never heard of them before.
Q Never heard of them before, okay.

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A Have to check that out.
Q Okay. All right.
A -- G.
MR. SPIEGEL: They re way out of town.
BY MR. GOINS:
Q Then we go on to the second page with the Bates No. AM 241, and towards the top you see a few more references to your company s -- at least one of your companies domain name websites. And then we see ghostsofannapolis.com?
A Um-hum.
Q Is Ghosts of Annapolis a competitor of your corporation?
A Yes.
Q And why is that?
A Because we do ghost tours, and they do ghost tours.
Q Okay. What about baydreaming.com?
A You know, we can t figure out who that is. Where do you see that, Bay Dreaming --
Q That s the fourth reference, Annapolis, Maryland tours.
A I -- we can t -- that s -- I don t know who that -- what that is. It -- I don t -- they don t actually produce things. They just sort of list

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people s -- so they promote, but I don t know who that is. They don t actually do anything that I can determine.
Q All right.
A They just have a website that brings a lot of websites together.
MR. SPIEGEL: It looks like -- for the record, it looks like they re talking about the services rendered by Chesapeake. Looks like they are listing the services rendered by the trolley tour people.
WITNESS: Right.
BY MR. GOINS:
Q Right. So "There are lots of ways to see Annapolis. Join guides in colonial garb for a walking tour, take a trolley tour of the city, or take a tour by water on a tour."
A It sends people to us.
Q Oh, you think baydream.com (sic) personnel may send certain types of tours to you?
A Well, I think that they promote -- when it says colonial garb for a walking tour, and then a trolley tour, they re talking about our company, and they re talking about Discover Annapolis.
Q All right, and then we see on page Bates

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numbered AM 242, this is just the next page, towards the top we see the second website search result, we see dctours.us.
A I imagine that s you all, Alcatraz.
Q And is that not referencing to D.C. guide services that were listed in the response to interrogatory no. 23?
A I don t know.
Q Don t know, okay. All right. How is it that you know that dctours.us is one of the websites of Alcatraz?
A I don t know for sure. I m just guessing because it has that US. I shouldn t have said that. I don t know for sure.
Q Oh, the .us. I see. No, that s quite all right, because I believe you re right actually. Do you understand the type of business of Alcatraz Media?
A I understand what our business relationship was. I don t know more than that.
Q Okay, and based on the parties previous relationship, you re referring to I guess discussions about coordinating efforts to provide tours in Annapolis, or how would you describe it?
A You basically sold our tickets and took a 20 percent cut of our ticket price, you meaning

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Alcatraz.
Q All right. Sure. So it doesn t surprise you that there are these many search results that are showing up, you know, after a Google search of Annapolis Tours?
A No, not the way search engines -- the way I understand -- like I said, I thought there might be more.
Q All right. Same with Deposition Exhibit No. 16. Instead of Google, we have Yahoo search results for Annapolis Tours and this is --
MR. SPIEGEL: I wonder if we could take a 5-minute break here?
MR. GOINS: Sure.
MR. SPIEGEL: Would that be okay?
MR. GOINS: Let me just finish this real quick.
MR. SPIEGEL: Okay, sure.
MR. GOINS: Let me do that only because it s in the same reference.
MR. SPIEGEL: Okay, sure.
BY MR. GOINS:
Q It s AM 1179 through AM 1193, and that s basically a snippet of -- do you see in the upper left-hand corner where it says 2.35 million results for

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Annapolis Tours?
A I see that.
Q Okay, and much like the previous document, we re seeing references to entities offering tours in Annapolis. Is that correct?
A Could be, yeah. The document speaks for itself.
Q Okay. All right. Does your corporation ever utilize Google search engine or Yahoo search engine in trying to ascertain who its competitors are?
A We do some Google news alerts. We do not have any specified program for -- no, we really don t. We don t.
MR. GOINS: All right.
MR. SPIEGEL: We ll take about 5 minutes.
(Off the record at 1:33 p.m.)
(On the record at 1:42 p.m.)
COURT REPORTER: All right, we re back on.
BY MR. GOINS:
Q So I want to finalize deposition -- probably No. 20 regarding third-party information awareness of others using Annapolis tours or Annapolis tours in the tourism industry. We ve seen sample representative website printouts of a few competitors in a few of the previous deposition exhibits. Would that be something

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you would agree with?
A That we have seen some printouts, yes.
Q Yes, of competitors of your corporation?
A Of competitors.
Q That are -- and I know the document speaks for itself, that are at least reference to Annapolis or tours or Annapolis tours. Would that be a fair summation?
A The documents speak for themselves.
Q Okay, and then we ve seen just now in Deposition Exhibit Nos. 15 and 16 references to Google and Yahoo search results that are just a sample of the numerous search results with the phrase Annapolis tours. Would that be a fair characterization of what we ve seen?
A With the keywords -- you did a keyword search.
Q Correct.
A And you used those two keywords.
Q Correct, Annapolis tours.
MR. SPIEGEL: And let the record show that these are summaries of the results from use of those keywords.
MR. GOINS: Correct.
MR. SPIEGEL: In Deposition Exhibits 15 and

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16, yes.
MR. GOINS: For the most part, with the exception of the actual website printouts of some of the ones that were --
WITNESS: Specific.
MR. GOINS: -- specifically referenced.
MR. SPIEGEL: But those are not in Exhibits 15 and 16. That s not what you re saying in your question.
MR. GOINS: No, those are part of previous exhibits.
WITNESS: Right.
MR. SPIEGEL: Your question was regarding Exhibits 15 and 16.
MR. GOINS: Right.
MR. SPIEGEL: Exhibits 15 and 16 are solely directed to summaries of printouts from conducting searches of keywords.
WITNESS: Of search engines of keywords.
MR. GOINS: Correct, some of which --
MR. SPIEGEL: From Google and Yahoo.
MR. GOINS: -- right, correct, some of which reference to earlier exhibits that we ve seen including 14 and -- sorry, go ahead.
WITNESS: These -- I m not sure what the

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question is. These do appear to be Google and Yahoo searches for the keywords Annapolis and tours.
MR. GOINS: Okay. I want to show one other resource regarding third-party use of Annapolis Tours which will be produced as a part of our production. We ve recently ordered what s called a Thomson CompuMark research report. And again, this is something that will be produced as a part of our document production, and what I ve included here as Deposition Exhibit No. 17 is just a handful of the actual search report.
MR. SPIEGEL: Will you be producing the entire probably 4- or 500-page report?
MR. GOINS: Yes, I will, not as part of this deposition transcript, no --
MR. SPIEGEL: But --
MR. GOINS: -- but as -- it s actually about I think 270 pages.
MR. SPIEGEL: Okay.
MR. GOINS: But just so you know, there s an easy way to go through it because it s referencing -- it has basically reference captions towards the beginning of particular sections.
MR. SPIEGEL: I often use Thomson CompuMark.
MR. GOINS: Okay. All right, perfect.

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MR. SPIEGEL: And we ll use this after we re finished with Alcatraz to enforce against other third-parties that it brings up.
MR. GOINS: Correct. That would be a useful tool for it actually. We re doing the --
MR. SPIEGEL: We appreciate you doing that for us.
MR. GOINS: We re doing the same actually. No problem.
BY MR. GOINS:
Q Have you heard of Thomson CompuMark before, Debbie?
A No.
Q Okay. Have you used any trademark agencies or vendors that can kind of allocate or find certain phrases that may be of particular interest to you?
A I don t think so.
Q Okay. Well, essentially Thomson CompuMark is one of many reputable trademark vendors that can, based on a phrase or search that you want them to look for, similar to Yahoo or Google --
A Okay.
Q -- locate for you certain phrases or reference. All right, and so what I ve done, and I ordered it just right before Christmas, December 2009

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you see on the first page, is a search report that s inclusive of what you see on page 167 which is --
MR. SPIEGEL: So you ve had this for 5 weeks but haven t produced it?
MR. GOINS: Actually, this is when it was ordered. Sure.
MR. SPIEGEL: Well, it says it was produced on December 22 which is 5 weeks ago.
MR. GOINS: No, that s the date it was completed. That wasn t the date I actually received it, and I can actually send you an email if you like of when I actually received it, but I did receive it though in the late part of 2009, early January this year. Because of the voluminous number of hits, it certainly did take a lot of time to go through it and review some of the specific hits for each one. And it is, like I said, something that we re definitely going to produce as a part of our documentation obligation.
MR. GOINS: So what I ve printed out for you is the web common law section which is essentially compiling basically search hits from the website -- excuse me, search hits from the web that include or contain the phrases Annapolis tours. And you ll see that reference actually at the bottom of page 167.
MR. SPIEGEL: Right there.

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WITNESS: Oh, that s 187.
MR. GOINS: Where it says --
MR. SPIEGEL: Oh, I m sorry.
MR. GOINS: But you can also see it throughout other pages as well though. You can see it throughout other pages as well.
MR. SPIEGEL: Um-hum.
MR. GOINS: It s just that page 167 gives you the -- what they call the search strategy.
BY MR. GOINS:
Q And so essentially I wanted to try to just confirm that some of these results are from either competitors or businesses that you ve heard of. And if I could direct your attention to page 168, and you ll see that it s referencing to particular websites from the search results. Do you see that?
A I see what s on the page.
Q Okay.
A I don t really know what it is. I mean it does have some URLs here but that s all, and I don t know what it means.
Q All right, let s walk through it briefly just to give you a framework. Let s take no. 5 which has the URL www.ghostsofannapolis.com. Do you see that reference?

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A I do.
Q All right. And then do you see that reference?
A I do.
Q All right. And then do you see that it s referencing to the web page titled Ghosts of Annapolis?
A I see what it says here. I --
Q Okay, and then next to that do you see a particular page reference that says 178?
A Yes, certainly.
Q All right, so then if we flip to page 178, we ll see a printout referencing to information about that URL web page, and then on the second page, 179, you ll see an enlarged photo of what s on that URL page, ghostsofannapolis.com.
A Okay, that is 179.
Q Correct. Does that make sense?
A If you say so. I see what you have here.
Q All right. Does it -- do you understand that it s basically referencing --
A This is the Ghosts of Annapolis website. That s what you re saying?
Q Correct.
A Okay.
Q And does that, you know, correspond to what

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we ve seen previously in earlier deposition exhibits that are referencing to ghost -- excuse me, Annapolis ghost tours?
A I don t -- this looks like Annapolis ghost tours website.
Q Okay, so in other words, whether it s this particular deposition exhibit or the other two deposition exhibits that are referencing to Yahoo and Google, all three are including ghostsofannapolis.com?
A The documents speak for themselves.
Q Okay. I mean, in other words, I m just -- was trying to I guess provide a short tutorial on how you can go about finding different parties that are using Annapolis tours or phrases or varied, you know, varied phrases there.
A Okay.
Q And so is this type of search something that your company has done before?
A We ve never done one of these, whatever this is, the Thomsons, anything like that.
Q All right. Has it -- has your corporation done any kind of search of others that might be using Annapolis tours before?
A Oh, we do a keyword search from time to time on Annapolis tours.

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Q Okay, and what type of resource do you use and --
A What type -- we just do Google.
Q Google, okay. So you would -- would that be similar to the page results that we saw in Deposition Exhibit --
A I don t know. I don t ever actually see the report. I just am told where we are listed, where our ranking is.
Q Oh, I see.
A We just do it to see where our ranking is.
Q Who actually generates the reports?
A Somebody in our marketing.
Q Is there a particular person that s in charge of marketing that does that --
A It s changed over the last few years but --
Q Okay. I m sorry.
A -- there is somebody who s got that right now.
Q Okay. All right. I just wanted to get a sense of that. That makes sense.
Do you see on page 168 that there s references to a few websites that we ve seen previously including record no. 11, hometownannapolis.com?
A I see that on here.

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Q And no. 12, capitalcitycolonials.com?
A (No audible response)
MR. SPIEGEL: Let the record show the witness said yes.
WITNESS: Oh.
MR. SPIEGEL: And nodded her head.
WITNESS: Thank you.
BY MR. GOINS:
Q All right. So in looking at this list, are there references to entities that you recognize?
A We re on there, but the document speaks for itself.
Q Okay, all right. Are there other references that you recognize that we haven t gone over before?
A Some of them I recognize.
Q Do you recognize the Annapolis Food Tasting Tours reference as record no. 6?
A No.
Q What about Annapolis Tours, Sightseeing Tours of Annapolis, Maryland and Beyond, reference to record no. 7?
A I recognize that one.
Q All right. What about no. 4, KAYAK - Annapolis, LLC?
A I m not familiar with that one.

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Q And what about no. 3, Discover Annapolis Tours?
A That s the trolley. We talked about that one before.
Q And what about no. 1, Welcome to the Annapolis Website?
A No. 1?
Q Oh, excuse me, no. 2, Welcome to the Annapolis Website?
A I believe that s the Conference and Visitors Bureau.
Q Okay. So I know that your counsel had made a statement that was somewhat in jest, but just to confirm, is it the corporation s intentions moving forward that, you know, they re going to put any particular emphasis on trying to see whether or not there are others using phrases such as Annapolis tours?
A I don t know what we will do.
Q Okay. All right. I want to move on to topic no. 4 and go through the -- I want to particularly reference to what I ve labeled as Deposition Exhibit No. 18. Have you seen this document before?
A Yes.
Q And could you describe your impression of the document or your understanding of the document?

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A It speaks for itself.
Q Okay.
MR. SPIEGEL: Let the record show it s an Office Action in the application for registration of the service mark Annapolis Tours.
MR. GOINS: Correct. Thank you, counsel.
MR. SPIEGEL: Just so our record is clear. It was being very mysterious.
MR. GOINS: I was attempting to see what Debbie wanted to say about the document.
MR. SPIEGEL: Okay.
MR. GOINS: So that s all right.
BY MR. GOINS:
Q So I m sorry, just to make sure I understand this, you stated that you have seen the Office Action that --
A This was part of the documents that were produced, correct --
Q Correct, yes.
A -- so I have looked at all of them.
Q Okay, and what is your understanding of what this Office Action discusses?
MR. SPIEGEL: Please read it in full.
MR. GOINS: And yes, please take your time.
MR. SPIEGEL: Before answering.

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MR. GOINS: I m sorry. I actually have given you my copy of that. Let me give you the -- should be labeled.
MR. SPIEGEL: Oh, this is the one with the highlighting and the handwritten notes that tell her what the answer is?
MR. GOINS: Right, exactly.
WITNESS: Darn it, too soon.
MR. GOINS: I ll direct you there though.
WITNESS: So I have read it except for the last -- what does that say --
MR. SPIEGEL: Mr. Goins, did you mean for the Declaration to be attached to a document that you -- that was represented as an Office Action? The last couple pages is the Declaration of Applicant. Did you mean that to be a part of the exhibit?
MR. GOINS: I did because it s in response to --
MR. SPIEGEL: But let the record show that s not the complete response. That s just a part of the response.
MR. GOINS: That is correct.
MR. SPIEGEL: So that wouldn t be a fair characterization of what the response is.
MR. GOINS: No, it would only be a fair

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characterization of what s a part of the response.
MR. SPIEGEL: That s correct.
WITNESS: So I m sorry, I m not good at legalese, so this Declaration, it goes with this?
MR. GOINS: Actually, no, I m sorry. I stand corrected, counselor. That should not be a part of --
MR. SPIEGEL: I didn t think so. So ignore that Declaration for now.
MR. GOINS: -- that -- it s actually the next --
MR. SPIEGEL: What Mr. Goins wanted you to look at --
WITNESS: Should it come off of here?
MR. SPIEGEL: -- was the Office Action, so we should separate that off.
MR. GOINS: Yeah, actually you can --
MR. SPIEGEL: And give that back to you. So that s --
MR. GOINS: So I ll take that back because actually -- that s actually a part of --
MR. SPIEGEL: Of another exhibit?
MR. GOINS: -- the full response. That s the next exhibit. So --
MR. SPIEGEL: So let the record show that Exhibit 18 is an Office Action and only the Office

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Action with whatever attachments it has.
MR. GOINS: Correct, and that s --
MR. SPIEGEL: And it s Bates numbers --
MR. GOINS: It s Bates numbered REG008 --
WITNESS: Is this --
MR. SPIEGEL: Yeah.
MR. GOINS: -- through REG013.
MR. SPIEGEL: That s correct.
WITNESS: I -- again, I m not very good at legal writing, but is the Office Action this right here?
MR. SPIEGEL: The whole thing is the Office Action.
WITNESS: Right, but is that the --
MR. SPIEGEL: That s part of it. I imagine Mr. Goins will ask you some questions about it.
WITNESS: Right.
MR. GOINS: Right, and to your point, Debbie, I m actually not going to focus on the legalese or the legal term of art aspects of this. I want to focus on some of the layman words, just to get your understanding of what the initial refusal of the application related to. At the bottom of REG008, there s a heading that says "Refusal Under Section 2(e)(2) - Geographically Descriptive, and then

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in the second full paragraph, the first sentence at the bottom of that page, it says "A three-part test is applied to determine whether a mark is primarily geographically descriptive of the services within the meaning of Trademark Act Section 2(e)(2)," and then it lists three particular subparts. And what I want to do is just read the layman term aspects of that three-part to get, you know, a sense of what you think about that. Subparagraph 1, it said the mark," and it s referring to Annapolis Tours, "names a particular geographic place or location."
MR. SPIEGEL: Where are you reading from, counselor? No. 1, it says "the primary significance of the mark must be geographic."
MR. GOINS: Right. And then it says "i.e., the mark names a particular geographic place or location."
BY MR. GOINS:
Q And that s in subparagraph 1 in the top of REG010?
A It says here 09.
Q I m sorry, 09, yes, that s correct, REG009. So essentially this is a response to the initial application that was submitted. As a part of this response, it s giving particular reasons about its

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response. One of those reasons includes that Annapolis Tours mark names a particular geographic place or location. So my question is do you agree that Annapolis Tours, that it names a geographic --
A The document speaks for itself.
Q Okay. Would it be fair to suggest that Annapolis Tours is referring to tours in Annapolis?
A The document speaks for itself.
Q Okay, notwithstanding the document, let s not even look at the document. Just you and I talking, so no documents. Matter of fact, we ll just --
A I think we talked about it before.
Q Okay, but I just want to confirm though that -- and what we talked about before, Annapolis Tours does refer to providing tours in Annapolis?
A Tour guide services in the Annapolis area.
Q All right. When earlier we talked about the customer base and visitors and the types of customers that come to your corporation, do you remember I was talking about that?
A Yes.
Q I just want to confirm that when customers call you or email you, and they want more information about your corporation, could you describe for me what it is that they are seeking?

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A They could be seeking many, many different kinds of things.
Q Okay. Is one of those kinds of things to be a part of a guided tour in Annapolis?
A Certainly that could be one of the type of things, yes.
Q What are the other types of things that can be included?
A Well, they call and ask for all kinds of things. Some of them we can do. Some of them we can t do.
Q All right. Are some of those tied to I guess different types of tours in Annapolis?
A I don t want to hazard a guess. You know, we just -- we get so many inquiries I, you know, but we do provide tours.
Q I want to direct your attention to REG010. Towards the top, it s suggesting that the corporation must disclaim tours apart from the mark as shown, because the word is, and this is how it s written, "be generic in the context of Applicant s services." Do you see that statement?
A I do.
Q And then towards the middle of the second -- excuse me, toward the middle of the first block

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indented paragraph beginning with "A properly worded disclaimer should read as follows," do you see that?
A Yes.
Q And then towards the middle of that paragraph, it s saying "the Office can refuse registration of the entire mark where it is determined that the entire mark is merely descriptive, deceptively misdescriptive, or primarily geographically descriptive of the goods."
A I m looking for that.
Q Sure.
A I -- the document speaks for itself.
Q Okay, so do you understand that the Office Action includes a grounds of refusal to be able to register the mark because of what s referenced in their three-part prong of what they had labeled geographically descriptive?
A Again, I m a fact witness, and that s legal and --
Q Okay. All right.
A Refer it to Jay.
Q Do you understand that the Office Action is including an amendment or suggestion that the application should be -- that a part of the mark, tours, should be disclaimed?

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A Again, I m a fact -- I m here to give the facts, not what I understand or interpretation.
Q All right. Did you -- were you at all privy to this Office Action?
A I understand that it was refused the first time.
Q Okay, and do you understand why it was refused?
A Not entirely.
Q Okay. Do you understand that one of those reasons included that --
A And I m not saying it wasn t explained to me but --
Q No, no, not at all. Not at all. Just trying to ascertain your understanding. Is it your understanding that one of those reasons included the fact that to the examining attorney, Annapolis Tours is simply describing that tours are offered in Annapolis?
A I really don t want to respond to a legal conclusion.
Q Okay. All right.
MR. SPIEGEL: And I want that to be a continuing objection to all these questions concerning this Office Action, that all of this calls for a legal conclusion on the part of the witness. She s not a

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lawyer. Ms. Gosselin is a fact witness and she -- and questions concerning whether she was advised, what was -- about this Office Action are questions that are covered by the attorney-client privilege, and she s not obliged to answer those at all.
MR. GOINS: Sure. Well, you are aware that one of the deposition topics we re here to cover in the deposition 30(B)(6) notice relates to any and all trademark applications regarding the Annapolis Tours mark as set forth more specifically with respect to deposition topic no. 4.
MR. SPIEGEL: No, we understand that, but that doesn t extend to asking a fact witness to give legal conclusions and to reveal attorney-client communications. You can ask whatever questions you want to ask that a fact witness would answer in regard to no. 4, but she s not obliged to answer things that call for legal conclusions. She s not a lawyer. She s a fact witness.
MR. GOINS: Sure.
MR. SPIEGEL: So if you want -- you can ask 100 questions if you want that are factual concerning these, but she s not obliged to answer things that have to do with legal conclusions that she s not trained to answer and has no knowledge about, and she s not

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obliged to answer things that fall into the attorney-client privilege just because it s in a deposition notice.
MR. GOINS: Well --
MR. SPIEGEL: So please proceed.
MR. GOINS: I d like to note for the record that what I m attempting to do is provide some context to her sworn Declaration which is a part of the response to the Office Action --
MR. SPIEGEL: Right.
MR. GOINS: -- that a particular set of sentences that Debbie signed and sworn to and provide for. In order for me to get to that Declaration, however, which is a part of a response to the Office Action, I first need to understand what her awareness was of what she s responding to. So if it s your suggestion that what I m asking in the Office Action is protected by attorney-client privilege, or it s tied more directly to legal questions, then are you able and willing to testify regarding at least the Office Action portion of this.
MR. SPIEGEL: Well, I m not a witness in this case, but the Declaration you re referring to says, and you have it because we just handed it back to you, that she swore that her use of the mark Annapolis Tours was

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substantially exclusive and continuous for at least the 5 years prior to the date of signing of that Declaration. And I don t know what that has to do with specific legal questions concerning interpretation of an Office Action, nor does it have anything to do with anything else having to do with the Office Action. The Declaration is a document that accompanied a response, and in that document she was -- she signed the Declaration and she can testify -- if you want to ask her whether she believed that Declaration to have been true when she signed it, that s a fair question.

MR. GOINS: Sure, sure.

MR. SPIEGEL: But asking her to give legal interpretations as to why the application was refused is not a fair question in my view. So you can ask any question you want about her -- what her knowledge was when she signed that Declaration as to whether she knew it to be true when she signed it, because the Declaration is sworn under penalty of perjury. So I mean you can feel free to do that but --

MR. GOINS: So do you agree that though that the sworn Declaration was in response to Section 2(f) supplemental registry comment that was made in the Office Action?

MR. SPIEGEL: Well, it was made --

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MR. GOINS: I mean essentially I m trying to be able to -- in order to get to the Declaration, I need to have some frame of reference. Otherwise it s kind of isolated.

MR. SPIEGEL: Well, I mean the file history of the service mark application makes it very --

MR. GOINS: Or maybe what we can do is say that it speaks for -- that the document is an Office Action that is of its own printed --

MR. SPIEGEL: Well, let me --

MR. GOINS: -- publication, and it speaks for itself. Go ahead.

MR. SPIEGEL: Let me give this explanation, and see if it s acceptable to you.

MR. GOINS: Okay.

MR. SPIEGEL: This is not testimony. This is the counsel to Chesapeake speaking --

MR. GOINS: Correct.

MR. SPIEGEL: -- and what the counsel to Chesapeake says is that the Office Action refused registration, and it refused registration on a basis that allegedly the mark was geographically description under Section 2(e)(2) of the Lanham Act. One option, the Applicant could entertain would be to amend the application from seeking registration under Section

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2(a) of the Lanham Act to Section 2(f) based upon acquired distinctiveness. One level of proof of acquired distinctiveness, as set out in Section 2(f) of the Trademark Act, of the Lanham Act, is 5 years continuous use of the -- substantially continuous and exclusive use of the mark in interstate commerce. And the witness signed such a Declaration, and it was filed in the U.S. Patent and Trademark Office along with the response, which made reference to it, and as a result of that, without any further evidence being requested or required, the Patent and Trademark Office accepted that evidence as proof of acquired distinctiveness, and as a result, the application was published for opposition, and it was registered.

Is that a fair and accurate statement of what happened?

MR. GOINS: To the extent that you re I guess speaking on behalf of Chesapeake Marine Tours as the attorney for them --

MR. SPIEGEL: Right, yeah.

MR. GOINS: -- at the time of the preparation of your Office Action response --

MR. SPIEGEL: Yes.

MR. GOINS: -- that does cover I guess the more general aspects of what was entailed in the Office

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Action.

MR. SPIEGEL: But taking it a step further, I understand that one of the counts in the cancellation proceeding is a count alleging fraud.

MR. GOINS: We re not there yet. I ll get to that. I --

MR. SPIEGEL: So I don t know if --

MR. GOINS: -- sure, go ahead.

MR. SPIEGEL: -- what you talked about in this Declaration has to do with that. But you can ask this witness any question you want about that Declaration in terms of any factual question. The answer you re -- you re not going to get an answer that the document speaks for itself if you ask a question having to do with whether the witness knew the statements to be true when she made them.

MR. GOINS: But document speaks for itself, I m referring to the fact that it s a self-authenticated document as recognized by the Board s discovery rules that it corresponds directly from the, you know, a --

MR. SPIEGEL: The USPTO.

MR. GOINS: Right, but that s what I m saying. Okay.

MR. SPIEGEL: And we are not denying that

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this is a true copy. We have never denied that this is a true copy of the Office Action that was issued in the USPTO. But to ask a fact witness to -- who is not a lawyer, who wasn t involved in the prosecution other than being the person on behalf of the entity making the decisions about what course of action to take, you know, that s always in consultation with counsel.

MR. GOINS: Aside from the fraud count, there are other claims relating to genericness and descriptiveness.

MR. SPIEGEL: That s true.

MR. GOINS: One of the areas I m trying to ascertain, as it ties to the Declaration, so outside of fraud, I m also trying to ascertain whether or not Debbie understood the grounds of the Office Action.

MR. SPIEGEL: Okay.

MR. GOINS: That what you just described to me is what you explained to her, that she was aware of the reasons for the ground of the Office Action.

MR. SPIEGEL: But the only problem --

MR. GOINS: Not in any specifics, because that s protected by attorney-client privilege, yeah.

MR. SPIEGEL: But the problem, of course, is that you can t discover what conversations I had with Ms. Gosselin concerning this application.

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MR. GOINS: Correct.

MR. SPIEGEL: You can certainly ask her what her understanding was and -- of the grounds of refusal, and again, the document does speak for itself. But if you want to ask a legal question, I mean I think that, you know, we can give you an answer.

MR. GOINS: Would it be appropriate to ask either you or Debbie, and you can direct me one way or the other, why the genericness grounds was not refuted such that you were able to maintain principal registry request initially when -- at the time of the Office Action?

MR. SPIEGEL: I don t --

MR. GOINS: I mean, in other words, as opposed to accepting the grounds of genericness and then supplementing under the Section 2(f).

MR. SPIEGEL: There was no ground of refusal on genericness in this application.

MR. GOINS: I m sorry, the ground of geographic descriptiveness.

MR. SPIEGEL: Yes. The -- let s make the record very clear, there was never a ground of refusal of this application based upon an allegation by an examining attorney that the mark was generic. There was a requirement to disclaim tours apart from the mark

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as show, because the trademark examining attorney determined that the expression tours is generic for tour guiding services, and this was something that was a routine disclaimer of tours, but it was a disclaimer apart from the mark as shown. And so that was not a disclaimer of Annapolis Tours. That was a disclaimer of tours.

MR. GOINS: Right, but tours is one element of Annapolis Tours.

MR. SPIEGEL: But -- yes, and you know, this is not the place for legal arguments --

MR. GOINS: Sure, I understand.

MR. SPIEGEL: -- but the mark is Annapolis Tours taken as a whole.

MR. GOINS: Right.

MR. SPIEGEL: And so there was never a refusal of the mark Annapolis Tours on any ground of genericism. The mark was refused on the ground that the mark was primarily geographically descriptive based upon its inclusion of the word Annapolis in the mark. And for whatever reason, without waiving any attorney-client privilege, Chesapeake decided that the appropriate course of action was to amend the application to Section 2(f) and to give a statement that was a true statement that the mark had acquired

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distinctiveness based upon substantially continuous and exclusive use over a 5-year period of time prior to the date on which the Declaration was signed. The U.S. Patent and Trademark Office had the option, as they always do, to either accept that Declaration as sufficient evidence of acquired distinctiveness, or the examining attorney, on behalf of the U.S. Patent and Trademark Office, could have said no, that evidence is insufficient to demonstrate acquired distinctiveness and require additional evidence to demonstrate it. The examining attorney concluded that there was no need for any additional evidence to demonstrate the acquired distinctiveness of the mark Annapolis Tours, and as a result of that response with the Declaration from Ms. Gosselin, did publish the application for opposition, and it was registered. Now that s the record in this case.

Now your opposition proceeding --

MR. GOINS: It s a cancellation proceeding.

MR. SPIEGEL: Or cancellation proceeding alleges that the mark is descriptive and that perhaps the examining attorney should have required that additional evidence, and that s something we re litigating.

MR. GOINS: Objection, and self-testimony is

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so duly noted. We can discuss at a later date whether any of what you just paraphrased, characterized or described is something that should be a part of the record. We can discuss whether or not --

MR. SPIEGEL: That s fine.

MR. GOINS: -- that aspect is stricken as much as some of what I said. I will note for the record, however, because you indicated otherwise, I have to make clear on my own behalf that a reference to genericness was made quite clearly.

MR. SPIEGEL: Only in the context of --

MR. GOINS: Let me finish, counselor. I let you finish for 5 minutes, so let me finish.

MR. SPIEGEL: Okay.

MR. GOINS: This is not up for dispute as you said. It s simply a means of us both preserving our opinion or contention on this issue.

MR. SPIEGEL: That s fine.

MR. GOINS: We can discuss the substantive aspects back and forth afterwards.

MR. SPIEGEL: Fine.

MR. GOINS: But in response to what you said, our characterization is different. We believe that the examining attorney with respect to tours of Annapolis Tours, it can be interpreted and implied that a

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genericness finding was made as a result of this reference at the time of REG010. We can also interpret that because it was already refuted on grounds of primarily geographically descriptiveness under Section 2(e)(2), there was no need to go into whether or not it was generic under Section 2(e)(1), particularly since the attorney for Applicant subsequently accepted that finding by then going under the supplemental register under 2(f) of the Declaration of 5 years continuous use.

MR. SPIEGEL: That s not the supplemental register, Mr. Goins.

MR. GOINS: I m sorry. What would you call that?

MR. SPIEGEL: Section 2(f) is not the supplemental register.

MR. GOINS: I m sorry, Section --

MR. SPIEGEL: This mark is registered under principal register, and we ve produced the certification of registration which so states. The Section 2(f) registration, Mr. Goins, is not a supplemental registration. It s a principal registration.

MR. GOINS: Right, I m sorry. I apologize. Not 2(f) but the supplemental register.

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MR. SPIEGEL: There was no supplemental registration of this mark. It was registered under principal register under Section 2(f).

MR. GOINS: I understand that. What I m trying to ascertain is something that I think you re not going to discuss which is why the Board s -- excuse me, the examining attorney s finding under -- as it relates to being permanently geographically descriptive was not refuted, you know, essentially why you did not challenge the fact that they told you to disclaim tours as a part of Annapolis Tours, because that was really the only way around what they were telling you under the geographically descriptive term, because they re saying the Applicant must disclaim tours apart from the mark as shown, because that wording is generic, in order for it to be registered on the principal registry under Section 2(f). And I take it you re probably not going to get into why it chose not to I guess refute that grounds.

MR. SPIEGEL: So just --

MR. GOINS: Notwithstanding the opportunity to provide a declaration of continuous use.

MR. SPIEGEL: Yeah. I gather so --

MR. GOINS: Does that make sense?

MR. SPIEGEL: Well, I understand your point

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of view.

MR. GOINS: All right.

MR. SPIEGEL: And what you re saying is that the Applicant had two options. One option was to disclaim tours apart from -- no, the disclaimer didn t have anything to do with it. One option was to amend the application to seek registration under Section 2(f) on the principal register. The other option was to argue against the finding of primarily geographically descriptive.

MR. GOINS: That s correct.

MR. SPIEGEL: And under the law, where a primarily geographic term Annapolis is combined with a term that is minimally descriptive rather than generic, descriptive, suggestive or arbitrary and fanciful, well, then there is a good argument against the mark being primarily geographically descriptive. But where the second term, other than the primarily geographically descriptive term, is a generic term, well, then there is no such opportunity, and for whatever reason, covered by the attorney-client privilege --

MR. GOINS: Sure.

MR. SPIEGEL: -- the decision was made to accept the route of Section 2(f) and accompanied by a

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disclaimer of tours apart from the mark as shown.
MR. GOINS: Sure.
MR. SPIEGEL: And that s the decision that was made, but that doesn t mean that the mark was refused on the ground of genericism. It was because when you re talking about refusal of the mark, you re talking about the entire mark, not just a piece of it. And so I think it s inaccurate to characterize the Office Action as having refused the mark on the ground of genericism, because the mark was not so refused. The examining attorney indicated that he considered a portion of the mark to be generic and that the mark was considered to be primarily geographically descriptive, and that s the entire mark. And so the entire mark was amended to seek registration under Section 2(f). And so that s, you know, that s just basically the truth of it.
MR. GOINS: Right. Well, that s the truth of it according to your interpretation, which is --
MR. SPIEGEL: Well --
MR. GOINS: -- not always the same as opposing counsel s as we know in just litigating --
MR. SPIEGEL: Well, I m just looking --
MR. GOINS: -- trademark cases that may involve this kind of a dispute. But what --

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MR. SPIEGEL: Well, I ll look forward to rebutting that argument at the Trademark Trial and Appeal Board if you pose an argument that there was a refusal, that the mark was generic. I d be very happy to file a brief on that one. But let s go ahead and --
MR. GOINS: Well, I mean I do want to be clear. One of the additional grounds of why the registration should be cancelled is because there should have been a finding explicitly on genericness under Section 2(e) --
MR. SPIEGEL: Is that 2(e)(1) I think.
MR. GOINS: Under 2(e)(1).
MR. SPIEGEL: And you re absolutely correct. That s one ground of --
MR. GOINS: And --
MR. SPIEGEL: -- that s separate and apart from the Office Action. That s true.
MR. GOINS: Sure. And one of the --
MR. SPIEGEL: That s absolutely true.
MR. GOINS: And what we will be producing in our production this week is a finding that was referenced to in the Thomson CompuMark search report of Cincinnati Tours that was essentially denied on at least the same grounds of why Annapolis Tours was initially denied. That s --

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MR. SPIEGEL: Okay. We can t comment on something we haven t seen.
MR. GOINS: No, but I will provide you with a copy of it now just so you have it.
MR. SPIEGEL: Okay. Thank you for that.
MR. GOINS: All right. Needless to say, after our litany and diatribe of why we disagree --
MR. SPIEGEL: I thought it was polite.
MR. GOINS: I know, we were -- but we -- I think we both were --
MR. SPIEGEL: Let the record show that it was a polite discussion between opposing counsels.
MR. GOINS: That s right and that more likely than not, that portion of the transcript will be stricken and discussed more substantively at a later date.
BY MR. GOINS:
Q I now want to go back to you, Debbie, if I can. Just briefly I want to make sure that you re at least aware of an Office Action that was in response to the application to register Annapolis Tours?
A To the initial application, yes.
Q And were you aware of the grounds for that Office Action?
A I was aware that there were grounds. I can t

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say that I fully understood it. I can t say I fully understand after listening to the two of you just now.
Q Okay.
A But that s -- I m not an attorney, and I don t understand all the ins and outs.
Q That s fine. I do now want to move on to part of the response to the Office Action, and that s what is being identified as Deposition Exhibit 19. And this is a Response to the Office Action, and you ll see that this has actually been produced as a part of Bates Nos. AM 9 through AM 13, and this is in response to the Office Action. And while, of course, this is part of the record and is something that s probably self-authenticating, because it s a publication of the USPTO, I do note that the responses include grounds -- excuse me, includes one disclaiming no exclusive right to use tours. Two, amending the application to request registration under Section 2(f) based on acquired distinctiveness, and three, replacing the identification of services or the description of recited goods from conducting of guided tours to conducting guided tours of historic districts and other areas of cities.
I m not asking for an opinion on that three-part summary, Debbie, but I am asking if you are aware

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of what that response includes?
A I am aware that this was a follow-up, the next step in acquiring the mark.
Q Okay.
A Legally I don t -- I d have to defer to my counsel.
Q All right, and moving forward just a few pages to AM 12.
A Um-hum.
Q AM 12 and AM 13. Is this a document that you ve seen before today?
A Yes.
Q And it s labeled with the caption at the top, in re service mark application of Chesapeake Marine Tours, Incorporated, doing business as Watermark Cruises. It s regarding the application serial no. 76/622,508 which was filed November 29th, 2004 for the mark Annapolis Tours. Do you see that caption at the top?
A Um-hum.
Q And then underneath that it has a title called Declaration.
A Yes.
Q And so do you recall reviewing this Declaration on or about --

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A Five years ago, six years ago.
Q -- August of 2005?
A I signed it. The document speaks for itself. I would have read it before I signed it.
Q Like to draw your attention to the subparagraph (2) where it says the mark has become distinctive -- matter of fact, I m not even going to read that part, because I don t want to get into legalese. I m just going to go straight to the part where it says that the mark includes substantially exclusive and continuous use in commerce by Applicant and its predecessor for at least the 5 years immediately before the date of this statement.
Do you remember seeing that or reading that paragraph back in August of 2005?
A I am sure that I read it. Do I remember specifically reading it? No. It s --
Q Did you -- and drawing attention specifically to -- actually, let me do it this way so that I m avoiding any kind of legalese. Do you understand that this paragraph is stating that you as the President of Chesapeake Marine Tours and as a representative of the Applicant Chesapeake Marine Tours, you are making the statement that the Annapolis Tours mark has been used substantially exclusive and continuous in commerce for

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at least 5 years --
A For --
Q From --
A For the use that we use it.
Q Right, and that s from August 2005 at least, if not earlier. Is that correct?
A I -- yes, I am not aware of any other use for the 5 years prior to this of people -- of somebody else using Annapolis Tours as a mark for what we do.
Q Did you conduct any diligent search at the time that you were executing this document to see whether or not there were others using Annapolis Tours?
A No, we didn t do a search. I mean I think we talked about this earlier in the deposition. I knew that Paula had used the term for -- well, since at least, you know, the 90s and that if somebody else was using it, we would have -- we believe we would have been aware of it. If somebody was using it in California, you know, but in our area where we were operating, I think -- we believe that we would have known because of our position in the industry.
Q So you re not ruling out the possibility that there could have been others using Annapolis Tours?
A I am not aware of any others when we had the state certification, the URL. I am not aware of anyone

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else using it.
Q Did -- was any type of Google search done around the time of this August 2005 time frame to see whether or not there were --
A I don t know.
Q Was there any type of Yahoo search of Annapolis Tours done?
A I couldn t tell you.
Q All right. Was there any --
A I don t think so.
Q Did you direct to anyone to do a search of whether there was an reference or use to Annapolis Tours?
A No.
Q Of the references of third parties that we went over earlier in some of the Google search results, the Yahoo search results, the Thomson CompuMark search results, were any of those parties, to the best of your knowledge, operating tours of Annapolis between 2000 and 2005?
A I know that Capital City Colonials was not. The other one I don t know. I don t remember. I mean I couldn t tell you exactly when they started.
Q Did you --
A But there was nobody else using the term

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Annapolis Tours, the mark Annapolis Tours for our services.
Q Did you conduct any survey to see whether or not that was true?
A No.
Q The sentence in question says that the mark has been used substantially exclusive and continuously, and I m paraphrasing to get to this point, for at least the 5 years immediately before the day of this statement, meaning for at least as early as August 18th of 2000. Is that correct?
A That -- yes.
Q So can I take that to also mean that your corporation had substantially exclusive and continuous use prior to August of 2000?
A Prior -- well, Three Centuries did.
Q All right, and to that point, and that s where I was going actually so I m glad you said --
A Yeah, and its predecessor.
Q Yeah, I m actually glad you said that. It says by Applicant and its predecessor.
A Right.
Q And as we went over through the Assignment, your corporation did not acquire the mark Annapolis Tours until November 2004?

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A Correct.
Q And neither then in November of 2004 or less than a year later in August 2005 did you conduct any search to see whether or not there were others using Annapolis Tours?
A Correct, we did not.
Q Did you direct anyone to conduct any search to see if there was third-party use?
A No.
MR. SPIEGEL: Please wait until the questions are completed before answering them.
WITNESS: Sorry. Thank you.
MR. GOINS: No, that s quite all right. It s --
MR. SPIEGEL: I realize you re very clairvoyant and a mind reader but --
MR. GOINS: It s been a long day.
MR. SPIEGEL: You never know, they might take a strange turn in the middle of them.
WITNESS: You re right.
BY MR. GOINS:
Q Knowing then what you know now, would you have changed anything in this paragraph?
A Oh, in this paragraph -- in which paragraph? Can you show me which paragraph?

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Q In paragraph (2). Sure, I m sorry, in paragraph (2).
A This one right here?
Q Yeah, particularly the second and third lines where it s saying that the mark has been in substantially exclusive and continuous use --
A It s my belief that that is true.
Q Do you think that in reviewing past documents with respect to Chesapeake Marine Tours use of Annapolis Tours that -- actually, let me rephrase. We know that November 2004 is the date in which Chesapeake Marine Tours acquired the assets of --
A Three Centuries Corporation.
Q -- Three Centuries Corporation, also known as Three Centuries Tours of Annapolis, that they acquired the Annapolis Tours mark in November 2004, right?
A Yes.
Q We know that in a lot of the responses to document requests and discovery requests in general, including interrogatories, that the bulk of records evidencing use of Annapolis Tours was not prior to 2004. Is that correct?
A You have the documents.
Q Would that be a fair characterization?
A I can t qualify. I can t sit here and

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qualify.
Q Would you say that documents of Chesapeake Marine Tours were not kept in the ordinary course of business year by year prior to 2004?
A Of Chesapeake Marine Tours or Three Centuries?
Q Correct. Of Chesapeake Marine Tours.
A The documents of Chesapeake Marine Tours were not kept prior to 2004. Is that the question?
Q That ordinary business records regarding the Annapolis Tours mark, particularly advertising --
A Regarding the Annapolis Tours mark?
Q Right.
A We didn t have it before 2004. Chesapeake Marine Tours did not have it before November 2004, so we wouldn t have any.
Q Right. So you wouldn t have anything prior to November 2004?
A Correct, from Chesapeake Marine Tours.
Q From Chesapeake Marine Tours. And just want to make sure that s clear, when you were in discussions about acquiring assets of Three Centuries Corporation, particularly the Annapolis Tours mark, neither you nor I guess any other employee of Chesapeake Marine Tours reviewed any kind of documents that were evidencing use

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of Annapolis Tours by Three Centuries Corporation?
A I got a copy of the certification of ownership of the mark through the State Department of Assessments and Taxation. I think you have a copy of that. I knew -- I don t know if there is a document, but I knew that they had been using annapolis-tours.com for a number of years. I knew who had annapolistours, without the hyphen, .com, and that it wasn t being used for this purpose, and I ve been in the hospitality business in Annapolis since 1982, and Paula has been since 1975. So there were a few documents that supported it as well as considerable personal knowledge and the belief that if someone else had been using it, we would have known.
Q Even though no search of any kind was --
A We re a small business. We re not going to spend money or time on searches if we don t think it s necessary.
Q Did -- and I m not asking you to get into attorney-client privilege. I m just trying to ascertain whether or not the question itself was asked at the time frame of November 2004 --
A I do not remember.
Q -- whether -- okay, whether -- okay. Would you feel more confident if this statement said for at

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least as early as 2004?
A No.
Q So you re fully confident then in August 2005 as you are now in February 2010 that the Annapolis Tours mark was substantially and exclusively -- excuse me, was substantially exclusive and continuously -- excuse me, was substantially exclusively and continuously used in commerce?
A I believe that.
Q Okay. I want to make sure that I ve had a chance to adequately cover this response.
MR. SPIEGEL: Mr. Goins, I just had a little question. I m just curious. Maybe you know the answer. Could we go off the record for a minute? Off the record.
COURT REPORTER: Sure.
(Off the record at 2:50 p.m.)
(On the record at 2:52 p.m.)
BY MR. GOINS:
Q One last question tied to the Declaration that was submitted as a part of the response to the Office Action regarding the Annapolis Tours mark and it s -- we re still referencing to Deposition Exhibit 19. In subparagraph (2), it s saying that the mark has become distinctive for the services through

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substantially exclusive and continuous use in commerce by Applicant and its predecessor for at least the 5 years. And the only predecessor we re referring to here is Three Centuries Corporation?
A Correct.
Q Is that correct, also doing business as --
A Annapolis Tours.
Q I thought they were doing business as Three Centuries of --
A They used that name also.
Q -- of Annapolis Tours?
A Three Centuries of Annapolis I think.
Q Or Three Centuries of Annapolis, okay. All right.
MR. SPIEGEL: Was there a question?
MR. GOINS: Yes, I m sorry.
I just want to confirm that when you purchased it in 2004 in addition to when you read and signed this in 2005, you didn t make any kind of inquiry at all about whether there was any type of use by a third party of Annapolis Tours?
MR. SPIEGEL: Objection, asked and answered.
BY MR. GOINS:
Q You may answer the question.
A I can t remember if I m supposed to say yes

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or no, but it s the same answer that I had before.
Q All right, and as a part of this response, it included a disclaimer of exclusive use of tours. Is it your understanding that as a part of the response to the Office Action that for the mark Annapolis Tours you disclaimed the tours portion of Annapolis Tours?
A You re getting into legal territory.
Q All right. Actually, let me just go back to AM 9, and I just want not to get into legal territory at all, just want to get you to confirm this statement: "No claim is made to the exclusive right to use TOURS apart from the mark as shown." Is that an accurate statement?
A Speaks for itself.
Q It speaks for itself?
A Yes.
Q Okay, so when you say in your Declaration that the mark has been used substantially exclusive and continuous for at least 5 years, are you referring to --
A Annapolis Tours.
Q -- Annapolis or are you --
A Annapolis Tours.
Q All right, so you re not --
A The two words together.

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Q So even though tours is disclaimed --
A The mark is Annapolis Tours.
Q All right. So you re not claiming an exclusive ownership of Annapolis?
A It s legal, so I m not sure, but I don t think I am.
Q Okay.
A Is that correct?
Q No, that s more than fair.
MR. SPIEGEL: Can I give her her grade?
WITNESS: I get an A.
MR. GOINS: Yeah, no she did --
All right, I just want to make sure that I ve covered --
MR. SPIEGEL: Why don t we take a 5-minute break? You can go through everything you have and see if there s anything else you want to ask.
MR. GOINS: Yeah, that s fine. Yeah, it won t take long at all.
MR. SPIEGEL: And then you just go through everything, and if there s anymore you want to ask let s -- just -- why don t you --
WITNESS: I do need some more water.
MR. GOINS: That s fine. Yeah, it won t take long.

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(Off the record)
(On the record)
BY MR. GOINS:
Q All right, Debbie, almost done. I just want to show you what s been marked as Deposition Exhibit 20 which is -- Petition for Cancellation. And without going into the substance of a lot of what we ve already covered that s actually in the Petition, I just want to confirm that you ve actually had a chance to review this document at some point in time prior to today?
A Review.
Q Okay. And based on what you reviewed, what s your understanding of why Alcatraz is seeking to cancel the Annapolis Tours mark?
A It s legal. I would have to refer that.
Q Sure. In your personal factual observation, what s your general understanding of this proceeding?
A Again, I can talk to the facts but not to the --
Q Right, so let s talk about the facts then. What s your factual understanding of why we re seeking to cancel the mark? And when I say we, I mean Alcatraz Media.
A The mark is generic and geographically descriptive and fraud.

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Q All right. Do you have a general understanding of what each of those claims are --
A I know what fraud means.
Q All right, and what does that mean?
A That means that you weren t honest.
Q All right, but in -- do you understand what generic means? Okay, just --
A Not the full legal definition.
Q All right. And not full legal definition --
A I understand that it is something that can be used -- that it s important in service marks, but I don t understand all the legal background.
Q All right. Do you understand that it s basically -- that it s in part suggesting that there is no particular uniqueness about the mark Annapolis Tours?
A I m going to defer.
Q Okay.
A I can tell you the facts about what we do.
Q All right, and then with respect to the primarily geographic descriptiveness, what s your understanding, just personal factual observation understanding of that --
A I know that Annapolis is a geographic term, but again, the legal background for the ground, I do

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not have the background to --
Q Okay, and then I want to show you briefly --
MR. SPIEGEL: By the way, for the record, this exhibit is missing page 5 from the Petition to Cancel which is page AM 83.
MR. GOINS: That s -- right, it s -- do you not have it in there?
MR. SPIEGEL: It s not in this exhibit.
WITNESS: It s not in this one.
MR. GOINS: Well, I will include it, because I have it here.
MR. SPIEGEL: Unless it s at the end. No, it isn t. It s missing.
MR. GOINS: There you go. I included that. For the record, the page 5 has been included.
MR. SPIEGEL: And that s AM 83 is the Bates number.
MR. GOINS: Right.
BY MR. GOINS:
Q And then real quickly, I want to show you the Answer to the Petition for Cancellation which I m identifying as Deposition Exhibit 21. It s entitled the Answer and Affirmative Defenses of Chesapeake Marine Tours, Incorporated. Prior to just now, have you seen this document before?

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A I have seen it. It s part of the produced documents.
Q And what s your understanding of what this Answer is?
A It speaks for itself.
Q Okay. Are you aware that the Answer includes affirmative defenses of waiver, estoppel, acquiescence, ratification and laches as identified and enumerated paragraph 2 of page 4?
A It speaks for itself.
Q Okay.
MR. SPIEGEL: Let me object. It calls for a legal conclusion on the part of the witness.
MR. GOINS: Sure.
BY MR. GOINS:
Q Are you aware that those defenses have been asserted in this case?
A I understand that there has been a defense but I have --
MR. GOINS: And counsel, I ll just assume that with respect to topic no. 23 --
MR. SPIEGEL: Topic no. 23 --
MR. GOINS: Any facts regarding why we -- regarding why Chesapeake believes that the petition is barred by way of estoppel acquiescence, application and

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laches, are you going to allow the witness to at least give her factual understanding of why those defenses are being asserted?
MR. SPIEGEL: Well, those are legal defenses, and I think those call for legal conclusions on the part of the witness, and while you did include that in your notice of deposition, it still is something that I m not sure what can be testified to factually other than to confirm that they are in the answer which speaks for itself, because it s right there on page AM 127.
MR. GOINS: Okay.
MR. SPIEGEL: I don t know what else she could say about them.
MR. GOINS: Are you aware that under Trademark Trial and Appeal Board jurisprudence that at least estoppel, acquiescence and laches are not applicable defenses in a cancellation proceeding?
MR. SPIEGEL: Well, you know, I m not the witness here.
MR. GOINS: All right. So do I direct my question to the witness?
MR. SPIEGEL: Well, the witness is not going to testify as to legal matters. The witness is a fact witness, not a lawyer.

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MR. GOINS: All right, well, I ll just note for the record that it s -- the reason we asked this topic, the topic of affirmative defenses as a part of the 30(B)(6) notice was to ascertain whether or not there s any particular position that the principal Debbie Grosselin (sic) -- am I pronouncing it --
WITNESS: Gosselin.
MR. GOINS: Gosselin, I m sorry, had, and it appears as if, you know, aside from what s already put in the answer and aside from I guess certain facts that we could pick out from the testimony that related to other topics that that s not one that she s capable of discussing, because it s more involving legal opinion.
MR. SPIEGEL: I don t believe the witness is conversant on these legal issues.
MR. GOINS: Okay, that s fine. I also want to note for the record that we included these topics to see whether or not there was any particular, I guess, reason to the contrary and that we do want to note for the record that we do not believe these affirmative defenses are applicable in a cancellation proceeding.
MR. SPIEGEL: Okay, and we ll flesh that out as time goes by.
MR. GOINS: Okay, that s fine.
MR. SPIEGEL: That s fine.

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BY MR. GOINS:
Q All right, and then with respect to just recapping, I want to make sure that we ve adequately covered these deposition topics, which I believe we have for the most part, we ve gone through 1, 2, 3. With respect to 4, I just want to confirm that there is no other trademark application or registration with regard to the Annapolis Tours mark. Is that correct, Debbie?
A Correct.
Q Okay. We ve gone through no. 5, ownership of title no. 6, domain name annapolistours.com, no. 7. All of what you have available at this point in time for no. 8.
MR. SPIEGEL: Right.
MR. GOINS: No. 9, we were in receipt within the last 24 hours of some documentation regarding to the subject matter of this topic which we ll review and follow up with counsel to the extent there s any questions about that.
MR. SPIEGEL: Okay, right.
MR. GOINS: I don t believe that continuing the deposition over the phone or written question will be necessary for that --
MR. SPIEGEL: Okay, that s fine.

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MR. GOINS: -- information unless for some reason the document is just incoherent or unclear as to what it means but I would need --

MR. SPIEGEL: And if you need a clarification, we can try and provide it.

MR. GOINS: Okay. All right. That s fine. Then no. 11 we ve gone over today. No. 12 we ve gone over.

MR. SPIEGEL: I believe we ve gone over the rest of them, yeah.

MR. GOINS: With the -- yeah, with the exception of the Annapolis -- I mean, excuse me, with the exception of the annual expenditures. Seven is the sales. There was some advertising expenditures that you provided in the last 24 hours which we re going to take a look at.

MR. SPIEGEL: Yes.

MR. GOINS: That seems to be somewhat responsive to that aspect.

MR. SPIEGEL: Yeah, now those, just so you know, now those documents that we produced, they have a listing of advertising expenditures, for example, one year showed $12,000 specifically under advertising, but there was an additional 3,000 on that same one, and I can t remember what it was for, but I think it needed

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to be lumped in with that.

WITNESS: Dues and subscriptions or something like that.

MR. SPIEGEL: Oh, it was something having to do with different dues for different organizations, for example, the Visitors Bureau, and for some subscriptions to magazines where advertising had been placed and that sort of thing, and I believe just for that 1 year, as an example, there was around 12,000 for advertising and another 3,000 in that category. So you know, 12,000 plus 3,000 is 15,000 for that particular year.

MR. GOINS: And for both the total sales topic and this aspect of topic 12, the annual expenditures, are those specific to the Annapolis Tours mark, or are those specific to guiding tour services that are being offered by Chesapeake?

MR. SPIEGEL: I think the witness can testify. I don t think they re broken down, but the ones from the 90s, which is from the predecessor in interest, Three Centuries Tours, the witness can testify as to whether those advertising expenditures were through exclusive exploitation of the Annapolis Tours mark as compared to something else. You can ask that question if you d like.

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MR. GOINS: Yeah, let me just confirm that real quick then.

BY MR. GOINS:

Q With respect to topic no. 9, for each year since March 1993 regarding the total dollar volume of sales in the U.S. that are derived from the services offered under Registrant mark, in other words, total annual sales from March 93 to the present that are generated from the guiding tour services you provide under the Annapolis Tours mark, are those -- are the documents that you did provide, do they -- are they specific to the Annapolis Tours mark?

A The -- prior to our purchase of the assets, all of the services were offered under the same mark, and so the advertising numbers that you see there are for all of those services. After Chesapeake purchased the assets, there is not a distinct division. We don t record it based on whether it s under Annapolis Tours or under Watermark. There are some things that we know specifically, like for rack cards that were published with the Annapolis Tours or the URL, you know, the domain name, if we can identify it specifically, then we provided it, but where we couldn t break it down, because we didn t keep records that way, we didn t.

Q Okay.

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MR. SPIEGEL: And to follow up, there are some documents that were produced, for example, the invoices that were paid for things like rack cards and for URLs, and you ll see those in the documents we produced.

WITNESS: And the membership. We have a membership with the Conference and Visitors Bureau under the name Annapolis Tours.

BY MR. GOINS:

Q All right, and are those still sales broken down annually from March 93 to the present or from whatever you were able to ascertain?

A We just provided the documentation, and the years I believe are shown wherever we had them to show.

Q All right, so whatever you had you basically produced?

A Yes.

Q All right, but it wasn t identified year by year per se?

A Correct, and it s not identified, and we don t know the total amounts that --

Q Okay, that s fine, and then the same with respect to topic no. 12, that annual --

MR. SPIEGEL: Advertisements.

BY MR. GOINS:

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Q -- expenditures?
A Oh, that s what I thought we were talking about. I m sorry.
Q Oh, I m sorry. I was referencing -- actually, you know what, you --
A The revenues? Revenues we provided.
Q Okay. Actually, so basically let me just confirm what you just discussed with me regarding the -- what s in the possession of your corporation is tied to the annual expenditures?
A Expenditures, correct.
Q Expenditures, okay.
A Marketing and advertising.
Q All right, perfect. And then with respect to no. 9 --
MR. SPIEGEL: No, no. 12.
MR. GOINS: Right, that was no. 12 she went over, yeah.
MR. SPIEGEL: That was 12, okay. All right, yeah.
MR. GOINS: And now we re moving on to no. 9 tied to the --
MR. SPIEGEL: Right, correct.
MR. GOINS: -- total dollar volume of sales.
MR. SPIEGEL: Right.

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BY MR. GOINS:
Q That is what you re saying -- that topic is what you re saying is what s produced basically whatever you had? Go ahead.
A Yeah, for the total dollar volume of sales, you have that for once Chesapeake bought the assets --
Q So 2004, yeah.
A -- because that is separated out.
Q Okay.
A But as far as the expenses, it wasn t. Prior to 2004, I think we ve given you 3 or 4 years worth and we re still -- as Jay said, we re trying to go back to the accountant to see if he has the records, because we ve searched high and low. Can get you payroll records but haven t been able to find --
Q All right, perfect. I appreciate your time. We ve gone over marketing, promotional and advertising efforts and activities, early part of topic 12. We ve gone over topic no. 13 tied to your targeted customer base. Fourteen we ve gone over. Fifteen we ve confirmed that no market research was conducted. Well, let me rephrase that. There were no surveys or public opinion polls or focus group studies. Is that an accurate assessment?
A Yes.

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Q Okay. But there was in what we discussed earlier some strategic analysis done regarding the training of what kind?
A Oh, not strategic or analysis. Just based on anecdotal things that our customers told us.
Q Oh, I see. Would you -- would that be characterized as market research? Would you -- you wouldn t call that market research it sounds. Seems like it has more --
MR. SPIEGEL: It s not scientific, is it?
WITNESS: Yeah, it s not research. Yeah, it s not scientific.
BY MR. GOINS:
Q Okay, all right, so we ve confirmed that then. Basically it s -- that there isn t any. No. 16 we ve covered. No. 17, just want to confirm that there aren t any written contracts, agreements or licenses between you and any third party?
A Regarding the use of Annapolis Tours?
Q Regarding -- correct.
A Right.
Q All right, so you re basically --
A There are no existing ones.
Q You basically are the sole user of Annapolis Tours with respect to your particular registered mark?

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A Yes.
Q Okay. And then we did just briefly touch on, and we just want to -- I believe it was touched on in the transcript. I just want to make sure that there was at least some discussion with Alcatraz Media regarding collateral efforts in promoting tours in Annapolis, Maryland. Is that your --
A We -- you all actually sold some of our -- you all, Alcatraz sold some of our tickets.
Q Okay, sort of like as --
A For several seasons.
Q Sort of like as a broker?
A I guess, yeah.
MR. SPIEGEL: And the earlier testimony was that Alcatraz signed a credit card authorization to allow --
WITNESS: And we use that --
MR. GOINS: Right.
MR. SPIEGEL: -- use their credit card to charge tours in keeping with that arrangement.
BY MR. GOINS:
Q And I did briefly look at that. It s not -- that wasn t any written contract, was it?
A There was an agreement.
Q Okay.

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A No one can find a signed copy.
Q All right.
A And -- but there was an agreement that we operated under, and there was money that changed hands. We had the credit card number for 3 years. I think it was three seasons.
Q All right, it was so --
MR. SPIEGEL: And that agreement was produced.
MR. GOINS: Right.
WITNESS: Yes.
MR. GOINS: Well, when we say agreement you re referring to --
MR. SPIEGEL: In blank without being signed.
MR. GOINS: Right.
BY MR. GOINS:
Q So we re basically talking about a supplier agreement or a supplier form.
A You have the document.
Q Okay.
A I couldn t tell you the name of it. It was -- to me it was an agreement.
Q All right.
A But --
MR. GOINS: If there s any follow-up

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regarding that, you know, we can ask, but I don t think there s going to be, particularly since we kind of maintained that information tied to this topic is somewhat inapplicable, because we think it s being used in supportive at least affirmative defenses. But all right. BY MR. GOINS:
Q So moving on to number -- topic no. 18, any disputes aside from Alcatraz Media. There haven t been any disputes with other parties regarding the Annapolis Tours mark?
A Correct.
Q No. 19, there haven t been any written trademark enforcement policies in watching or reviewing whether or not there were others using the mark?
A (No audible response)
Q All right, no. --
A That was a no.
Q We did discuss that. Go ahead, I m sorry.
A I shook my head. I should have said no.
Q All right. That s -- it s -- it can happen. I mean I think I may have done it once or twice myself.
Topic no. 20, we discussed the "awareness or knowledge of third-parties using the terms ANNAPOLIS, TOURS and/or ANNAPOLIS TOURS in the tourism industry." Is that your understanding?

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A I think I answered that, but you know, I can t --
Q Okay.
MR. SPIEGEL: That was answered.
WITNESS: Yeah.
MR. GOINS: All right.
MR. SPIEGEL: We covered that category. I don t want her to make a brief answer to a topic here and change what her earlier testimony was. Her testimony is what it is.
MR. GOINS: All right. We discussed no. 21 in general and no. 22 in general, no. 23 --
MR. SPIEGEL: We talked about that.
MR. GOINS: And no. 24 and 25 was somewhat discussed throughout the --
MR. SPIEGEL: And that s it.
MR. GOINS: All right.
MR. SPIEGEL: So we ve covered everything?
MR. GOINS: We have --
MR. SPIEGEL: Okay. And I don t have any cross-examination.
MR. GOINS: All right.
MR. SPIEGEL: I don t have any cross, so --
MR. GOINS: Great.
MR. SPIEGEL: -- so we re done.

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MR. GOINS: All right. Sounds good.
MR. SPIEGEL: And we want to read and sign.
COURT REPORTER: You also -- you want a copy of this?
MR. GOINS: Yeah.
MR. SPIEGEL: I guess we ll have one, whatever the -- what is the regular service on that?
MR. GOINS: He said --
COURT REPORTER: It s 10 days. It s the same as --
MR. SPIEGEL: Okay, we don t need it expedited.
MR. GOINS: Is that fine with you?
MR. SPIEGEL: We don t need it expedited.
MR. GOINS: All right, and I just want to confirm, essentially what your counsel is referring to, Debbie, that you ll get a chance to review the transcript of what we discussed today.
MR. SPIEGEL: Make any corrections of errors by the stenographer.
WITNESS: Okay.
MR. GOINS: Right, you ll get a chance to make any corrections or any -- you see something that --
WITNESS: Doesn t look right.

MR. GOINS: -- doesn t look right or wasn t consistent with what you stated, you ll have a chance to make a clerical -- I mean clerical correction basically is what they call it.

MR. SPIEGEL: And then the court reporter will be giving each of us a complete set of the copies of what the exhibits are. Is that correct?

COURT REPORTER: Right.

MR. SPIEGEL: Okay, and here they are, so before we leave the room, why don t you, Mr. Court Reporter, go through this entire list and make sure you can find every number so that you know that when you leave you ve got everything. I think we ve kept them there, but let s not make any mistakes about that.

WITNESS: I m not sure they re in the right order.

MR. SPIEGEL: Where is the men s room?

MR. GOINS: All right, but before -- are we still on the record?

WITNESS: You go out the door, take a right and it s very quickly on the left-hand side --

COURT REPORTER: Well, I don t know whether -- we can put that on if you want. Here s --

MR. SPIEGEL: I ll be right back.

MR. GOINS: Well, let s just -- I just want

to put real quick on the record, just real quick.

MR. SPIEGEL: Okay.

BY MR. GOINS:

Q In closing, are there any answers to questions that you were asked today that you would like to change?

A I don t think so.

Q All right, and is there any information that you remember now but did not remember earlier today

A No.

Q All right. Thank you for your time.

A Sure.

Q I appreciate it.

MR. SPIEGEL: I ll be right back.

WITNESS: Okay.

MR. GOINS: We re off.

(Signature not waived)

(Whereupon, the taking of the instant deposition ceased at 3:25 p.m. on February 2, 2010.)

CERTIFICATE OF NOTARY REPORTER

I, DAN HAWKINS, hereby certify, as the Notary Reporter, that the witness, DEBBIE GOSSELIN, whose testimony appears in the foregoing deposition, was duly sworn by me, that the testimony of said witness was duly recorded and accurately transcribed by me or under my direction; further, that said proceedings are a true and accurate record of the testimony given by said witness; and that I am neither counsel for, related to, nor employed by any of the parties to the action in which this deposition was taken; and, further, that I am not relative or employee of any of the parties or counsel employed by the parties, and I am not financially or otherwise interested in the outcome of the action.

Dan Hawkins

Dan Hawkins
Notary Public

My Commission Expires:
November 1, 2010

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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

ALCATRAZ MEDIA, INC.	)	
	)	
Petitioner,	)	Cancellation No. 92050879
	)	
v.	)	Mark: ANNAPOLIS TOURS
	)	
CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES	)	Registration No.: 3048114
	)	
Respondent.	)	
	)	

PETITIONER'S REVISED NOTICE OF RULE 30(B)(6) DEPOSITION OF RESPONDENT

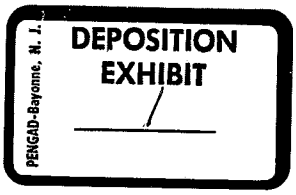
TO:

jayspiegel@aol.com
H. Jay Spiegel
P. O. Box 11
Mt. Vernon, Virginia 22121-0011

Debbie Gosselin
Paula Fishback
Chesapeake Marine Tours, Inc
P.O. Box 3350
Annapolis, Maryland 21403

PURSUANT TO THE PARTIES' AGREEMENT, Petitioner Alcatraz Media, Inc. ("Petitioner" or "Alcatraz") will take the deposition upon oral examination of Respondent Chesapeake Marine Tours, Inc., d/b/a, Watermark Cruises ("Respondent" or "Chesapeake") on Tuesday, February 2, 2010 at 10:00 a.m. at Conte Building, 4th Floor, 116 Defense Highway, Annapolis, Maryland, for the purposes of discovery before a notary public or other officer duly authorized to administer oaths. The deposition will be recorded by stenographic means, and will continue from day to day until the examination is complete.

Respondent is requested to designate one or more officers, directors, managing agents, or other persons most knowledgeable and who consent to testify on behalf of Respondent regarding the topics listed in the attached Schedule A. At least ten (10) business days prior to the



deposition date, please provide the undersigned counsel for Petitioner in writing with the names and job titles of the persons testifying regarding each of the topics listed in the attached Schedule A.

Dated: January 7, 2010

Respectfully submitted,

By: __/E.Michelle Tyde/_____

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ALCATRAZ MEDIA. INC.

SCHEDULE A

DEFINITIONS

1. "Petitioner" refers to Alcatraz Media, Inc., including all persons and entities acting or purporting to act with or on its behalf, including attorneys, officers, directors, owners, partners, subsidiaries, predecessors, successors, licensees, affiliates, subdivisions, employees, or other representatives.

2. Unless stated otherwise, "Respondent" or "You" or "Your" refers to Chesapeake Marine Tours, Inc., d/b/a, Watermark Cruises, including all persons and entities acting or purporting to act with or on its behalf, including attorneys, officers, directors, owners, partners, subsidiaries, predecessors, successors, licensees, affiliates, subdivisions, employees, or other representatives. To be clear, and again unless stated otherwise, the term "Registrant" includes Three Centuries Tours of Annapolis, Chesapeake Marine Tours, Inc., and Watermark Cruises.

3. "Person" means an individual, firm, partnership, corporation, proprietorship, association or any other organization or entity.

4. "Identify" or "Identification" means:

(a) in connection with a person, the full name, job title, short job description, last known work or home address, and last known work or home telephone number;

(b) in connection with a business entity, the full name, last known address, last known telephone number, and the jurisdiction under whose laws it is organized and has a principal place of business;

(c) in connection with a document, the title, date, author, recipient and short description of the subject matter of the document, with such reasonable particularity as would be sufficient to permit them to be sought by subpoenas duces tecum or discoverable information as

provided for under the provisions of Rules 26, 33, 34 and 45 of the Federal Rules of Civil Procedure.

(d) in connection with oral statements and communications, to (i) state the date they were made; (ii) identify each of the makers and recipients thereof, in addition to all others present; (iii) indicate the medium of communication; and (iv) state their substance.

5. "Document" is defined to be synonymous in meaning and the same in scope as the term 'document' as used in Rule 34 of the Federal Rules of Civil Procedure and the phrase 'writings and recordings' as defined by Rule 1001 of the Federal Rules of Evidence, and includes without limitation any kind of written, typewritten, printed, graphic, or recorded material whatsoever, including without limitation notes, memoranda, letters, reports, studies, electronic mail messages, telegrams, publications, contracts, manuals, business plans, proposals, licenses, drawings, designs, data sheets, diaries, logs, specifications, brochures, product or service descriptions, periodicals, schematics, blueprints, recordings, summaries, pamphlets, books, prospectuses, interoffice and intra office communications, offers, notations of any sort of conversations, working papers, applications, permits, surveys, indices, telephone calls, meeting minutes, databases, electronic files, software, transcriptions of recordings, computer tapes, diskettes, or other magnetic media, bank checks, vouchers, charge slips, invoices, expense account reports, hotel charges, receipts, freight bills, agreements, corporate resolutions, minutes, books, binders, accounts, photographs, and business records. This shall include all non-identical copies, no matter how prepared; all drafts prepared in connection with such documents, whether used or not; and any deleted or erased documents that may be retrieved from hard drives, floppy disks, electronic back-up files, or any other back-up systems, regardless of location, together with all attachments thereto or enclosures therewith, in the possession, custody or control of

Applicant or any attorney, employee, agent, or representative of Applicant.

6. The term "information" shall be construed in the broadest sense to mean relating to, referring to, describing, reflecting, alluding to, responding to, connected with, commenting on, in respect of, about, regarding, concerning, relating, discussing, showing, analyzing, constituting, and/or evidencing, in any manner, whether directly or indirectly, the subject matter of the Request.

7. The words "and" and "or" shall be construed conjunctively or disjunctively as necessary to bring within the Interrogatory all information which might otherwise be construed as outside its scope.

8. The phrase "Respondent's Mark," unless otherwise indicated, means the ANNAPOLIS TOURS mark that is the subject of U.S. Registration No. 3,048,114.

9. The term "Registration" refers to U.S. Registration No. 3,048,114.

DEPOSITION TOPICS

1. The type of business conducted in connection with, and the type of services offered under, Respondent's Mark;

2. The facts, dates, and other circumstances surrounding Respondent's decision to select, adopt, and use or intent to use and register the ANNAPOLIS TOURS mark, including without limitation, any search, study, investigation, or other inquiry, whether formal or informal, conducted in connection with Respondent's selection, adoption, and use or intent to use and register the ANNAPOLIS TOURS mark;

3. The dates of first use and first use in commerce of the ANNAPOLIS TOURS mark;

4. Any trademark applications and registrations (whether state or federal) for the ANNAPOLIS TOURS mark (or any variation thereof), the file history or wrapper thereof, specimens submitted therewith, and all correspondence with the Trademark Office related thereto, including the August 22, 2005 sworn declaration that the ANNAPOLIS TOURS mark had become distinctive of the services through substantially exclusive and continuous use in commerce by Registrant and its predecessor for at least the five (5) years before August 18, 2005;

5. The ownership chain-of-title and circumstances involving the ownership or transfer of ownership rights of Registrant's Mark from October 1992 to the present;

6. Information regarding the <www.annapolistours.com> domain name from 2000 to the present;

7. For each year since March 1993, information regarding how Registrant's Mark has been advertised, including (a) the mode and manner of media outlets; (b) all channels of marketing, (c) all channels of trade or distribution, and (d) all geographical locations, for which services under Registrant's Mark have been marketed, distributed or otherwise advertised;

8. For each year since March 1993, information regarding at least five (5) representative or sample specimens showing use of Registrant's Mark in connection with "conducting guided tours of historic districts and other areas of cities" as recited in the Registration;

9. For each year since March 1993, information regarding the total dollar volume of sales in the United States that are derived from services offered under Registrant's Mark;

11. Your marketing or business strategy as it relates to communicating to the public the type of services offered under Registrant's Mark;

12. Marketing, promotional or advertising efforts or activities that Respondent has undertaken, the time periods in which such activities have occurred, and the annual expenditures for such activities, in connection with services offered by Respondent under its ANNAPOLIS TOURS Mark;

13. Information regarding Your targeted customer base or class(es) of customers in connection with the services offered under Registrant's Mark, and include at least five (5) representative customers, purchasers, retailers or distributors regarding the same.

14. The geographic areas and channels of distribution and trade in which Respondent has offered its services under its ANNAPOLIS TOURS Mark;

15. Market research, including surveys, public opinion polls, focus group studies or other analysis, performed by Respondent concerning its ANNAPOLIS TOURS mark;

16. Information regarding competitors of Respondent;

17. Any contracts, agreements, or licenses between Respondent and any third party concerning the ANNAPOLIS TOURS mark, or services offered in connection with the ANNAPOLIS TOURS mark;

18. Any disputes in which Respondent has been involved in, as a party or otherwise, which concerned the ANNAPOLIS TOURS mark;

19. All enforcement efforts taken by Respondent to protect its exclusive use of its ANNAPOLIS TOURS mark;

20. Information regarding Respondent's awareness or knowledge of third-parties using the terms ANNAPOLIS, TOURS, and/or ANNAPOLIS TOURS in the tourism industry;

21. The facts, dates, and other circumstances surrounding how Respondent first became aware of Petitioner, including without limitation, the pendency of any agreements with

tour

tour definition

tour (toor)

noun

1. a turn or shift of work; esp., a period of duty or military service at a single place
   in full tour of duty
2. a long trip, as for sightseeing
3. any trip, as for inspection; round; circuit; specif., a trip, as by a theatrical company or speaker, to give performances, lectures, etc. at a number of cities

Etymology: ME < MFr <OFr *to(u)rn* < *tourner*, to turn

intransitive verb

to go on a tour

transitive verb

1. to take a tour through
2. to take (a play, theatrical company, etc.) on a tour

tour idioms

on tour

touring, as to give performances, lectures, etc.

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An·nap·o·lis [*uh*-**nap**-*uh*-lis] Show IPA

–noun

a seaport in and the capital of Maryland, in the central part, on Chesapeake Bay: U.S. Naval Academy. 31,740.

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Annapolis
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TheEducationEdge.com

Mar·y·land [**mer**-*uh*-*luh* nd] Show IPA

–noun

a state in the E United States, on the Atlantic coast. 4,216,446; 10,577 sq. mi. (27,395 sq. km). *Capital:* Annapolis. *Abbreviation:* MD (for use with zip code), Md.

Related forms:
Mar·y·land·er, noun

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An·nap·o·lis (ə-nāp'ə-lĭs)
The capital of Maryland, in the central part of the state on an inlet of Chesapeake Bay south-southeast of Baltimore. Settled in 1649, it was the site of the Annapolis Convention in 1786, which led to the federal Constitutional Convention of 1787. The U.S. Naval Academy, founded in 1845, is in Annapolis. Population: 36,400.

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Cultural Dictionary

Annapolis [(uh-nap-uh-lis)]

Capital of Maryland.

Note: Location of the United States Naval Academy.

Maryland

State in the eastern United States bordered by Pennsylvania to the north, Delaware to the east, and Virginia and West Virginia to the south and west. Its capital is Annapolis. Baltimore is its largest city.

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» School gear
» Literary terms

Annapolis

annapolis definition

Annapo·lis (ə nap'ə lis)

capital of Md., on Chesapeake Bay: pop. 36,000: site of U.S. Naval Academy

Etymology: after *Anna*, Princess, later Queen, + Gr *polis*, city

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Annam	Anne of Cleves
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annaliste	annealer
annalist	annectent

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- Middle East peace conference begins in Annapolis, Maryland
- Statement of "joint understanding" released after Annapolis Conference

- Annapolis, Maryland (redirect from Annapolis)
  Annapolis is the capital of the U.S. state of Maryland , as well as the county seat of Anne Arundel County . Washington D.C. Annapolis is ...
  40 KB (5,056 words) - 04:20, 30 January 2010
- United States Naval Academy
  The United States Naval Academy is an undergraduate college in Annapolis , Maryland , United States, that educates and commissions ...
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- Annapolis County, Nova Scotia
  Annapolis County (2006 population 21,438) is a county in the Canadian province of Nova Scotia located in the western part of the ...
  10 KB (1,010 words) - 13:40, 24 January 2010
- Annapolis Royal, Nova Scotia
  Annapolis Royal (2006 Population 444) is a Canadian town located in the western part of Annapolis County , Nova Scotia . Known as Port- ...

16 KB (2,074 words) - 13:40, 24 January 2010

- Annapolis, Nova Scotia
  Annapolis, Nova Scotia can refer to: Annapolis Royal, Nova Scotia , a historic town, former colonial capital of Nova Scotia and currently ...
  718 B (102 words) - 11:57, 18 June 2009
- Annapolis (electoral district)
  Annapolis was a federal electoral district in Nova Scotia , Canada , that was represented in the Canadian House of Commons from 1867 to ...
  3 KB (330 words) - 18:47, 7 May 2009
- Annapolis (provincial electoral district)
  Annapolis is a provincial electoral district in Nova Scotia , Canada , that elects one member of the Nova Scotia House of Assembly . ...
  25 KB (1,281 words) - 18:10, 17 December 2009
- Annapolis (film)
  Annapolis is a 2006 motion picture starring James Franco , Tyrese Gibson , Jordana Brewster , Donnie Wahlberg , Roger Fan , and Chi McBride ...
  9 KB (1,273 words) - 18:13, 12 January 2010
- Annapolis River
  The Annapolis River is a Canadian river located in Nova Scotia 's Annapolis Valley . Geography : where it empties into the Annapolis Basin . ...
  6 KB (735 words) - 01:18, 14 June 2009
- Annapolis Conference
  The Annapolis Conference was a Middle East peace conference held on November 27, 2007, at the United States Naval Academy in Annapolis ...
  15 KB (2,058 words) - 21:56, 29 December 2009
- Navy Midshipmen football
  United States Military Academy at West Point, New York (Army) and United States Naval Academy at Annapolis, Maryland (Navy) against one another. ...
  23 KB (3,020 words) - 00:16, 30 January 2010
- Music of Annapolis
  The music of Annapolis, Maryland played a major role in the music history of the United States during the colonial era and has since ...
  15 KB (2,165 words) - 21:59, 19 November 2009
- Annapolis High School
  Annapolis High School is an American high school located in Anne Arundel County on Riva Road, near the city of Annapolis, Maryland . ...
  6 KB (934 words) - 20:14, 31 January 2010
- USS Annapolis (PG-10)
  The first USS Annapolis (PG-10/IX-1) was a gunboat in the United States Navy . She was named for Annapolis, Maryland . Annapolis was laid ...
  12 KB (1,861 words) - 04:37, 11 January 2010
- USS Annapolis (SSN-760)
  USS Annapolis (SSN-760), is the tenth "improved" Los Angeles-class submarines , and is sister-ship to the USS Springfield (SSN-761). ...
  9 KB (1,272 words) - 21:03, 12 January 2010
- Annapolis, Missouri
  Annapolis is a city in Iron County , Missouri , United States . The population was 310 at the 2000 census. Geography: Annapolis is located at ...
  5 KB (560 words) - 02:43, 29 November 2009
- NSS Annapolis

NSS Annapolis, officially known as Naval Communications Station Washington, D.C. Transmitter or NavCommStaWashingtonDC(T), was a Very Low ...
3 KB (470 words) - 18:57, 8 June 2009

- Annapolis class destroyer
  The Annapolis class destroyer escort was a class of ships that saw service with the Royal Canadian Navy and Canadian Forces from the ...
  6 KB (907 words) - 20:33, 15 January 2010
- Annapolis High School (Michigan)
  Annapolis High School is a high school located in Dearborn Heights, Michigan at the corner of Annapolis and Clippert. Annapolis High, ...
  5 KB (327 words) - 22:01, 29 April 2009
- Town class destroyer (redirect from Annapolis destroyer)
  USS MacKenzie became HMCS Annapolis on 29 September 1940; towed to Boston for scrapping on 22 June 1945. USS Maddox became HMS Georgetown ...
  28 KB (3,049 words) - 14:56, 1 January 2010

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Annapolis, Maryland

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(Redirected from Annapolis)

Annapolis is the capital of the U.S. state of Maryland, as well as the county seat of Anne Arundel County. It has a population of 36,524 (July 2008 est.),[2] and is situated on the Chesapeake Bay at the mouth of the Severn River, 26 miles (42 km) south of Baltimore and about 29 miles (47 km) east of Washington D.C. Annapolis is part of the Baltimore-Washington Metropolitan Area. The city was the temporary capital of the United States in 1783–1784 and the site of the Annapolis Peace Conference, held in November 2007, at the United States Naval Academy. St. John's College is also in Annapolis.

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- 1 History
  - 1.1 Colonial and early United States (1649–1808)
  - 1.2 Civil War era (1849–late 1800s)
  - 1.3 Contemporary (1900s–present)
- 2 Facilities and Attractions
  - 2.1 The State House
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  - 2.4 Museums, Historical Sites, and Monuments
  - 2.5 Other
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- 3 Geography
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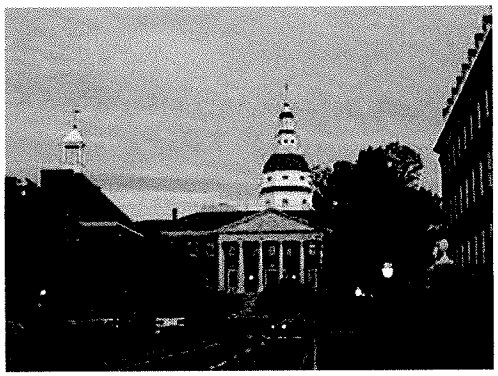
- 6 Transportation
  - 6.1 Bus
  - 6.2 Railway
- 7 Government
  - 7.1 City Government
  - 7.2 State government

City of Annapolis

— City —



Sunset over the State House in Annapolis.

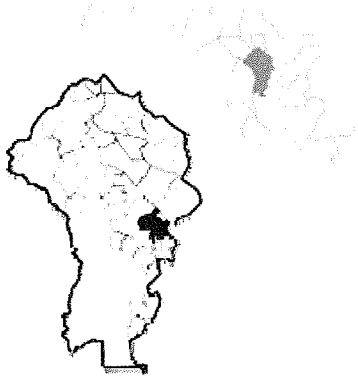
Flag

Coat of arms

Nickname(s): "America's Sailing Capital" , "Sailing Capital of the World", "Naptown"

Coordinates: 38°58'22.6"N 76°30'4.17"W

Motto: *"Vixi Liber Et Moriar"* - "I have lived, and I shall die, free"



Location in Anne Arundel County,Maryland

Coordinates: 38°58'22.6"N 76°30'4.17"W

Country	United States
State	Maryland
County	Anne Arundel

- 8 Education
- 9 Publications
- 10 Noted natives and residents
- 11 Neighborhoods and suburbs
- 12 Sister cities
- 13 See also
- 14 References
- 15 Further reading
- 16 External links

Founded	1649
Incorporated	1708
Government	
- Mayor	Josh Cohen (2009-)
- City Council	**Council members**
	Richard E. Israel (D) Fred M. Paone (R) Classie G. Hoyle (D) Sheila M. Finlayson (D) David H. Cordle (R) Julie Stankivic (I) Samuel Shropshire (D) Ross H. Arnett III (D) [1]
Area	
- Total	7.6 sq mi (19.7 km^2)
- Land	6.7 sq mi (17.4 km^2)
- Water	0.9 sq mi (2.3 km^2)
Elevation	39 ft (12 m)
Population (2008)	
- Total	36,524
- Density	5,451.3/sq mi (2,099.1/km^2)
Time zone	EST (UTC-5)
- Summer (DST)	EDT (UTC-4)
ZIP Codes	21401-21405, 21409, 21411-21412
Area code(s)	410, 443
FIPS code	24-01600
GNIS feature ID	0595031
Website	City of Annapolis (http://www.annapolis.gov/)

History

Colonial and early United States (1649–1808)

A settlement in the Province of Maryland named Providence was founded on the north shore of the Severn River in 1649 by Puritan exiles from Virginia led by Governor William Stone. The settlers later moved to a better-protected harbor on the south shore. The settlement on the south shore was initially named "Town at Proctor's," then "Town at the Severn," and later "Anne Arundel's Towne" (after the wife of Lord Baltimore who died soon afterwards). The city became very wealthy through the slave trade.

In 1654, after the Third English Civil War, Parliamentary forces assumed control of Maryland and Stone went into exile in Virginia. Per orders from Lord Baltimore, Stone returned the following spring at the head of a Cavalier force. On March 25, 1655, in what is known as the Battle of the Severn, Stone was defeated, taken prisoner, and replaced by Josias Fendall as Governor. Fendall governed Maryland during the latter half of the Commonwealth. In 1660, he was replaced by Phillip Calvert after the restoration of Charles II as King in England.

In 1694, soon after the overthrow of the Catholic government of Thomas Lawrence, Sir Francis Nicholson moved the capital of the royal colony to Anne Arundel's Towne and re-named the town Annapolis after Princess Anne, soon to be the Queen of Great Britain. Annapolis was incorporated as a city in 1708.

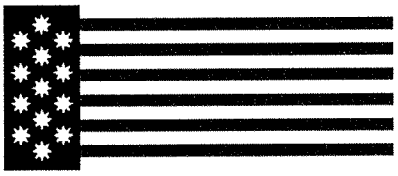
From the middle of the 18th century until the American Revolutionary War, Annapolis was noted for its wealthy and cultivated society. The *Maryland Gazette*, which became an important weekly journal, was founded there by Jonas Green[3] [4] in 1745; in 1769 a theatre was opened; during this period also the commerce was considerable, but declined rapidly after Baltimore, with its deeper harbor, was made a port of entry in 1780. Water trades such as oyster-packing, boatbuilding and sailmaking became the

city's chief industries. Currently, Annapolis is home to a large number of recreational boats that have largely replaced the seafood industry in the city.

Annapolis became the temporary capital of the United States after the signing of the Treaty of Paris in 1783. Congress was in session in the state house from November 26, 1783, to June 3, 1784, and it was in Annapolis on December 23, 1783, that General Washington resigned his commission as commander-in-chief of the Continental Army.

John Shaw Flag (red first variation)

For the 1783 Congress, the Governor of Maryland commissioned John Shaw, a local cabinet maker, to create an American flag[5]. The flag is slightly different from other designs of the time. The blue field extends over the entire height of the hoist. Shaw created two versions of the flag: one which started with a red stripe and another that started with a white one.



John Shaw Flag (white first variation)

In 1786, a convention, to which delegates from all the states of the Union were invited, was called to meet in Annapolis to consider measures for the better regulation of commerce; but delegates came from only five states (New York, Pennsylvania, Virginia, New Jersey, and Delaware), and the convention, known afterward as the "Annapolis Convention", without proceeding to the business for which it had met, passed a resolution calling for another convention to meet at Philadelphia in the following year to amend the Articles of Confederation. The Philadelphia convention drafted and approved the Constitution of the United States, which is still in force.

Civil War era (1849–late 1800s)

During this period, a Parole Camp was set up in Annapolis. As the war continued, the camp expanded to a larger location just outside of the city. The area is still referred to as Parole. Wounded Union soldiers and Confederate prisoners were brought by sea to a major hospital in Annapolis.

Contemporary (1900s–present)

In 1900 Annapolis had a population of 8,585.[6]

View of Annapolis from the State House dome, 1911

To the north of the state house is a monument to Thurgood Marshall, the first black justice of the US Supreme Court and formerly a Maryland lawyer who won many important civil rights cases.

Close by are the state treasury building, erected late in the 17th century for the House of Delegates; Saint Anne's Protestant Episcopal church, in later colonial days a state church, a statue of Roger B. Taney (by W.H. Rinehart), and a statue of Baron Johann de Kalb.

Annapolis has many 18th century houses. The names of several of the streets—King George's, Prince George's, Hanover, and Duke of Gloucester, etc.—date from colonial days. The United States Naval

Academy was founded here in 1845. Many of these streets, including the Ego Alley area of Annapolis were known as "Hell's Point" during the 1920s.[*citation needed*]

Annapolis is the seat of St. John's College, a non-sectarian private college that was once supported by the state; it was opened in 1789 as the successor of King William's School, which was founded by an act of the Maryland legislature in 1696 and was opened in 1701. Its principal building, McDowell Hall, was originally to be the governor's mansion; although £4000 was appropriated to build it in 1742, it was not completed until after the War of Independence.

In the summer of 1984 The Navy Marine Corps Memorial Stadium in Annapolis hosted soccer games as part of the XXIII Olympiad

During September 18–19, 2003, Hurricane Isabel created the largest storm surge known in Annapolis's history, cresting at 7.58 feet (2.31 m). Much of downtown Annapolis was flooded and many businesses and homes in outlying areas were damaged.[7] The previous record was 6.35 feet (1.94 m) during a hurricane in 1933, and 5.5 feet (1.68 m) during Hurricane Hazel in 1954.

Currently facing the many difficult challenges of American cities today, Annapolis is undergoing rapid low-density development along its edges, ever-increasing traffic congestion, as well as ecological destruction of the very bay that it depends upon. The 1998 Comprehensive Plan will soon be replaced with a new document, containing initiatives and directives of the city government on development and infrastructure. This process was mandated by Maryland state law in the Economic Growth, Resource Protection, and Planning Act of 1992 (http://www.mdp.state.md.us/planningact.htm) . Annapolis Charter 300 and EnVISIONing Annapolis are co-sponsoring a public lecture series from September 2007 through June 2008 exploring these issues.

From mid-2007 through December 2008 the city will celebrate the 300th Anniversary of its 1708 Royal Charter, which established democratic self-governance. The many cultural events of this celebration will be organized by Annapolis Charter 300 and will include historical symposia at St. John's College and evening events such as the Queen Anne's Ball.

Facilities and Attractions

The State House

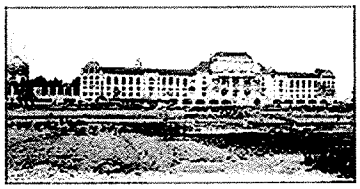
The Maryland State House is the oldest in continuous legislative use in the United States. Construction started in 1772, and the Maryland legislature first met there in 1779. It is topped by the largest wooden dome built without nails in the country.[8][9] The Maryland State House housed the workings of the government from November 26, 1783 to August 13, 1784, and the Treaty of Paris was ratified there on January 14, 1784, so Annapolis became the first peacetime capital of the US.

It was in the Maryland State House that George Washington famously resigned his commission before the Continental Congress on December 23, 1783.

According to some, George Washington, who had argued vigorously for Annapolis to become the permanent home to the United States Capitol, had a strong attachment to the Maryland State House and instructed Pierre L'Enfant to model the dome of the Capitol building in Washington DC after it. [*citation needed*] However, as noted in the United States Capitol topic, that building was not designed by Pierre L'Enfant, and no mention of this claim is found in a comprehensive history.[10]

United States Naval Academy

The United States Naval Academy was founded in 1845 on the site of Fort Severn, and now occupies an area of land reclaimed from the Severn River next to the Chesapeake Bay.



US Naval Academy, Bancroft Hall (ca. 1908)

Theatre

Annapolis has a thriving community theatre scene which includes two venues in the historic district. On East St. is Colonial Players, a company that produces approximately six shows a year on its small theatre-in-the-round stage. From 1981 through 2008, Colonial Players produced a musical version of A Christmas Carol, which they commissioned. During the warmer months, Annapolis Summer Garden Theatre presents three shows on its stage, which is visible from the City Dock. All shows put on by King Williams Players, the student theatre group at St. John's College, are free and open to the public. Annapolis is also host to The Bay Theater Company (http://www.baytheatre.org) , a non-profit professional drama group. The Naval Academy Masqueraders put on several productions annually in Mahan Hall.

Museums, Historical Sites, and Monuments

The Banneker-Douglass Museum (http://www.bdmuseum.com) located in the historic Mount Moriah Church at 87 Franklin Street, documents the history of African Americans in Maryland. Museum offers free admission, educational programs, rotating exhibits, and a research facility (http://www.sylvetteonline.blogspot.com) .

Hammond-Harwood House (http://www.hammondharwoodhouse.org/) originally belonged to Matthias Hammond, and has now been restored. Tours are now offered.

The Kunta Kinte- Alex Haley memorial (http://www.kintehaley.org/memorial.html) is located on downtown Annapolis, right on the harbor. It commemorates the place of arrival of Alex Haley's African ancestor, Kunta Kinte. The story of Kunta Kinte is related in Alex Haley's book *Roots.*

A number of structures are listed on the National Register of Historic Places.[11]

Other

The Annapolis area was the home of a VLF-transmitter called NSS Annapolis,that was used by the United States Navy to communicate with its Atlantic submarine fleet. Annapolis often serves as the end point for the 3,000 mile annual transcontinental Race Across America bicycle race.

Middle East Peace Conference

Main article: Annapolis Conference

As announced by United States Secretary of State Condoleezza Rice, Annapolis was the venue for a Middle East summit, with the participation of Israeli Prime Minister Ehud Olmert, Palestinian President Mahmoud Abbas ("Abu Mazen") and various other leaders from the region. The conference was held on Monday, November 26, 2007.

Geography

Annapolis is located at 38°58′23″N 76°30′04″W[12], 28 miles (45 km) east of Washington DC, and is the closest state capital to the national capital, Washington, DC.

The city is a part of the Atlantic Coastal Plain, and is relatively flat, with the highest point being only 50 feet (15 m) above sea level.

According to the United States Census Bureau, the city has a total area of 7.6 square miles (19.7 km²), of which, 6.7 square miles (17.4 km²) is land and 0.9 square miles (2.3 km²) (11.70%) is water.

Climate

Annapolis lies within the humid subtropical climate zone, with hot summers and cool winters. Low elevation and proximity to the Chesapeake Bay give the area more moderate temperatures, with warmer winter temperatures and cooler summer temperatures than locations further inland, such as Washington, DC.

Weather data for Annapolis, MD

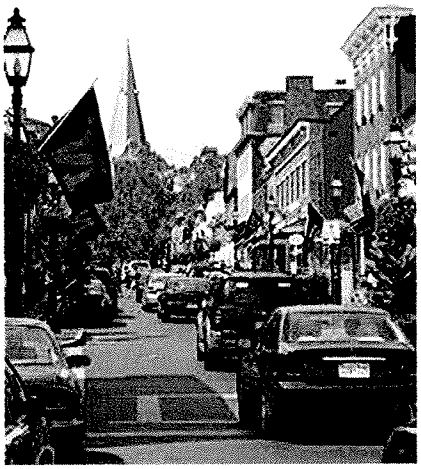
Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
Record high °F (°C)	78 (26)	85 (29)	97 (36)	97 (36)	99 (37)	103 (39)	106 (41)	105 (41)	101 (38)	96 (36)	87 (31)	85 (29)	106 (41)
Average high °F (°C)	46 (8)	51 (11)	58 (14)	69 (21)	78 (26)	86 (30)	90 (32)	87 (31)	81 (27)	69 (21)	60 (16)	53 (12)	68 (20)
Average low °F (°C)	31 (-1)	34 (1)	42 (6)	50 (10)	56 (13)	68 (20)	72 (22)	71 (22)	64 (18)	54 (12)	47 (8)	36 (2)	52 (11)
Record low °F (°C)	-2 (-19)	-5 (-21)	12 (-11)	16 (-9)	31 (-1)	45 (7)	54 (12)	53 (12)	37 (3)	30 (-1)	14 (-10)	0 (-18)	-5 (-21)
Precipitation inches (mm)	3.52 (89.4)	3.12 (79.2)	4.12 (104.6)	3.15 (80)	4.23 (107.4)	3.26 (82.8)	4.04 (102.6)	4.12 (104.6)	4.28 (108.7)	3.12 (79.2)	3.59 (91.2)	3.77 (95.8)	44.32 (1,125.7)

Source: The Weather Channel[13] *November 2009*

Demographics

As of the census[14] of 2000, there were 35,838 people, 15,303 households, and 8,676 families residing in the city. The population density was 5,326.0 people per square mile (2,056.0/km²). There were 16,165 housing units at an average density of 2,402.3/sq mi (927.4/km²). The racial makeup of the city was 62.66% White, 31.44% Black or African American, 0.17% Native American, 1.81% Asian, 0.03% Pacific Islander, 2.22% from other races, and 1.67% from two or more races. 8.42% of the population were Hispanic or Latino of any race. The Hispanic population of Annapolis however has continued to grow in recent years and will encompass significantly more of Annapolis' population percentage by the next census reading.

There were 15,303 households out of which 24.5% had children under the age of 18 living with them, 36.6% were married couples living together, 16.3% had a female householder with no husband present,


Main Street in downtown Annapolis

and 43.3% were non-families. 32.9% of all households were made up of individuals and 9.2% had someone living alone who was 65 years of age or older. The average household size was 2.30 and the average family size was 2.93.

In the city the population was spread out with 21.7% under the age of 18, 9.3% from 18 to 24, 33.4% from 25 to 44, 23.7% from 45 to 64, and 11.9% who were 65 years of age or older. The median age was 36 years. For every 100 females there were 90.0 males. For every 100 females age 18 and over, there were 86.8 males age 18 and over.

The median income for a household in the city was $49,243, and the median income for a family was $56,984 (these figures had risen to $70,140 and $84,573 respectively as of a 2007 estimate [15]). Males had a median income of $39,548 versus $30,741 for females. The per capita income for the city was $27,180. About 9.5% of families and 12.7% of the population were living in poverty, of which 20.8% were under age 18 and 10.4% were age 65 or over.

Transportation

Bus

The Annapolis Department of Transportation (ADOT) provides bus service with eight routes in a system dubbed Annapolis Transit. The system serves the State capital with recreational areas, shopping centers, educational and medical facilities and employment hubs. ADOT also offers transportation for elderly and persons with disabilities.[16] Several Maryland Transit Administration commuter buses also allow for access to Baltimore or Washington, DC.

Railway

Annapolis is the only capital city in America east of the Mississippi River without rail transport of any sort. From 1840 to 1968, Annapolis was connected to the outside world by the railroads. The Washington, Baltimore & Annapolis Railroad (WB&A) operated two electrified interurban lines that brought passengers into the city from both the South and the North. The southern route ran down King George Street and Main Street, leading directly to the statehouse, while the northern route entered town via Glen Burnie. In 1935, the WB&A went bankrupt due to the effects of the Great Depression and suspended service along its southern route, while the newly created Baltimore and Annapolis Railroad (B&A) retained service on the northern route. Steam trains of the Baltimore and Ohio Railroad also occasionally operated over the line to Annapolis, primarily for special Naval Academy movements. Passenger rail service on the B&A was eventually discontinued in 1950; freight service ceased in 1968 after the dilapidated trestle crossing the Severn River was condemned. The tracks were eventually dismantled in 1976.[17]

The popular Baltimore & Annapolis Trail now occupies the former railway line between the Severn River and Glen Burnie. The equally popular Washington, Baltimore and Annapolis Trail occupies the WB&A's southern route into Annapolis.

Government

City Government

Annapolis is governed via the mayor council system. The city council consists of eight members who are elected from single member wards. The mayor is elected directly in a citywide vote.

State government

The State Capitol is located in Annapolis. In addition several state agencies are headquartered in Annapolis. Executive departments include the Comptroller of the Treasury,Department of Budget and Management,[18] the Department of Natural Resources,[19] the Department of Information Technology, [20] and the Department of Veterans Affairs.[21] Independent agencies include the Maryland State Ethics Commission.[22] *The Maryland State Archives are located in Annapolis.*[23]

Education

Annapolis is served by the Anne Arundel County Public Schools system.

Founded in 1898, Annapolis High School has an internationally recognized IB International Program. Nearby Broadneck High School (founded in 1982) and Annapolis both have Advanced Placement Programs. St. Mary's High School and Elementary School are located in downtown Annapolis on Spa Creek. St. Anne's School of Annapolis, Eastport Elementary School, Aleph Bet Jewish Day School, Annapolis Area Christian School, St. Martins Lutheran School, Severn School, and Indian Creek School are also in the Annapolis area. The Key School, located on a converted farm in the neighborhood of Hillsmere, has also served Annapolis for over 50 years.

Publications

- *The Capital Newspaper* (http://www.hometownannapolis.com/cgi-bin/read/TOP.html) The news of Annapolis and Anne Arundel County
- What's Up? Annapolis (Website) (http://whatsupmag.com) A regional magazine that focuses on local events, dining and the Annapolis lifestyle.

Noted natives and residents

- John Henry Alexander (1812–1867), born in Annapolis, noted scientist, businessman, and author [24]
- John Beale Bordley (1727–1804), noted government official, farmer, and author[24]
- James M. Cain, journalist and crime writer.[25]
- Charles Carroll (1723–1783), Continental Congressman from Maryland[24]
- Charles Carroll of Carrollton (1737-1832), United States Senator and signer of United States Declaration of Independence[24]
- John Wilson Danenhower (1849-1887), Arctic explorer of the *Jeannette* expedition [26]
- John Beale Davidge (1768–1829), doctor associated with the development of several surgeries, author, co-founder of University of Maryland, and professor there[24]

- Henry Winter Davis (1817–1865), United States Representative from Maryland [24]
- Daniel Dulany the Younger, (1722–1797), born in Annapolis, prominent Loyalist and one of the most powerful lawyers in America prior to the American Revolutionary War [24]
- Robert Duvall, actor, lived in downtown Annapolis [27]
- John Davidson Godman, (1794–1830), born in Annapolis, noted naturalist, anatomist, college professor and author.[24]
- John Hall, (1729–1797), born in Annapolis, delegate to the Continental Congress from Maryland. [24]
- Alexander Contee Hanson (1749–1806), born in Annapolis, noted jurist.[24]
- Alexander Contee Hanson, (1786–1819), born in Annapolis, son of the above, United States Congressman and Senator from Maryland.[24]
- Reverdy Johnson, (1796–1876), born in Annapolis, United States Senator from Maryland and Attorney General of the United States.[24]
- Barbara Kingsolver, fiction writer[28]
- James Booth Lockwood, (1852–1884), born in Annapolis, army officer and Arctic explorer, was the person who named Lockwood Island.[24]
- Margaret Mercer, (1791–1846), born in Annapolis, noted author, educator, and member of the American Colonization Society.[24]
- William Duhurst Merrick, (1818–1889), born in Annapolis, lawyer, professor at George Washington University, and United States Senator from Maryland.[24]
- Debbie Meyer, Olympic swimmer.[29]
- William Paca (October 30, 1740–October 23, 1799), was a signatory to the United States Declaration of Independence as a representative of Maryland.[30]
- Christian Siriano, fashion designer and winner of the fourth season of *Project Runway*[31]
- Leo Strauss, (September 20, 1899–October 18, 1973), was a German-born Jewish political philosopher who specialized in the study of classical philosophy. Spent his last three years of life teaching at St. Johns in Annapolis.
- St. Clair Wright, (1910-1993) Preservationist and gardener.
- Mark Teixeira, (April 11, 1980-), professional baseball player for the New York Yankees.[32]
- Travis Pastrana, (October 8, 1983-), professional motocross racer, freestyle motocross champion, rally car racing champion, star of MTV's The Nitro Circus.

Neighborhoods and suburbs

- Admiral Heights
- Annapolis Cove
- Annapolis Walk
- Anchoredge
- Archstone Annapolis Bay
- Arnold
- Arundel on the Bay
- Bay Head
- Bay Ridge
- Blackwalnut Creek
- Bywater
- Cape St. Claire
- Cape St. John
- Fishing Creek Farms Water Front Neighborhood
- Forest Drive
- Germantown
- Harness Creek
- Homewood Historic Neighborhood
- Hillsmere Shores
- Hunt Meadow
- Keys Farm
- Murray Hill
- Oyster Harbor
- Parole
- President's Hill

- Crofton
- Crownsville
- Davidsonville
- Downtown (Also known as the *Historic District*)
- Eastport
- Edgewater
- Epping Forest
- Riva
- Rolling Knolls
- Severna Park
- Sherwood Forest
- St. Margarets
- Wardour
- West Annapolis
- Whispering Woods

Sister cities

Annapolis is a sister city of these municipalities:[33]

- Tallinn, Estonia
- Newport, Wales, United Kingdom
- Dumfries, Scotland, United Kingdom
- Wexford, Ireland
- Annapolis Royal, Nova Scotia, Canada
- Karlskrona, Sweden
- Redwood City, California, USA
- Niteroi, Brazil

Preceded by	**Capital of the United States**	Succeeded by
Princeton	1783–1784	**Trenton**

See also

- WNAV
- Music of Annapolis
- WRNR-FM
- The Capital

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VERIFICATION

Debbie Gosselin declares and says that she is President of Chesapeake Marine Tours, Inc., d/b/a, Watermark Cruises, and that she is duly authorized to make this Declaration on its behalf. She further states that she has read the foregoing Petitioner's First Set of Interrogatories and knows the contents thereof, and the same are true and correct to the best of her present knowledge or upon information and belief, subject to inadvertent or undiscovered errors and limited by information not in evidence or undiscovered. She declares under penalty of perjury that the foregoing is true and correct.

Dated: November 4, 2009

Debbie Gosselin, President
Chesapeake Marine Tours, Inc.,
d/b/a, Watermark Cruises

PENGAD-Bayonne, N. J.
DEPOSITION EXHIBIT 3

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

ALCATRAZ MEDIA, INC.	)	
	)	
Petitioner,	)	Cancellation No. 92050879
	)	
v.	)	Mark: ANNAPOLIS TOURS
	)	
CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES	)	Registration No.: 3048114
	)	
Registrant.	)	
	)	

REGISTRANT CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES RESPONSE TO PETITIONER'S FIRST SET OF INTERROGATORIES

Pursuant to Rule 33 of the Federal Rules of Civil Procedure, Registrant CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES ("Registrant" or "Chesapeake"), hereby submits its response to Petitioner ALCATRAZ MEDIA, INC.'s ("Petitioner" or "Alcatraz") first set of Interrogatories.

GENERAL STATEMENT

1. Registrant based upon its current knowledge, understanding, and belief of the facts and information available to it as of the date on which this response is made responds and objects as set forth below to Petitioner's first set of Interrogatories. This response, while being based on diligent exploration by Registrant and its counsel, reflects only the current state of Registrant's knowledge, understanding and belief respecting the matters about which inquiry was made. Further, Registrant has not completed its investigation of all of the facts relating to this action, and anticipates that as this action proceeds, further facts may be discovered by it, and, without in

any way obligating itself to do so, Registrant reserves the right to modify or supplement its responses with such pertinent information as it may subsequently discover.

2. Registrant's responses are made without in any way waiving or intending to waive, but, on the contrary, intending to preserve and preserving:

a. The right to raise all questions of authenticity, relevancy, materiality, privilege and admissibility as evidence for any purpose of any documents produced in response to these requests, which may arise in any subsequent proceeding in, or the trial of, this or any other action;

b. The right to object to the use of the documents in any subsequent proceeding in, or the trial of, this or any other action on any grounds;

c. The right to object on any ground at any time to other document requests or other discovery involving the documents or the subject matter thereof;

d. The right to use or rely on at trial, or otherwise, subsequently discovered information or information omitted from this response as a result of error, oversight or inadvertence;

e. The right to produce additional facts and evidence at trial, or otherwise, and to object on appropriate grounds to the introduction of any evidence included in this response.

3. Words and terms used in the following responses shall be construed in accordance with their normal meanings and connotations and shall in no way be interpreted as terms of art or statutorily defined terms as used in Trademark laws, and Registrant specifically disavows any such meaning or connotation that might be accorded such terms unless explicitly stated otherwise.

4. Specific objections to a request are made on an individual basis in the responses set forth below. In addition to these specific objections, Registrant makes the following general objections to the requests and incorporates these objections into each of Registrant's responses, whether or not explicitly referenced.

GENERAL OBJECTIONS

I. The information contained in these objections and the following discovery responses are provided in accordance with the provisions and intents of the Federal Rules of Civil Procedure, which require the disclosure of non-privileged facts within the recipient's knowledge that may be relevant to the claims and/or defenses involved in the action. These objections and the following discovery responses are made without waiving any rights or objections or admitting the authenticity, relevancy, materiality or admissibility into evidence of the subject matter or facts contained in any discovery request or Registrant's response thereto. Furthermore, Registrant specifically reserves the right to object to the uses of such responses on any ground in any further proceeding in this action as well as the right to object on any ground at any time in response to a demand or request by Petitioner.

II. Registrant objects to each and every request to the extent it seeks information protected from disclosure by the attorney-client privilege and/or work product doctrine or that would singularly or in combination reveal the mental impressions or thought processes of Registrant's attorneys. Such documents are immune from discovery and will not be produced. The specific objections stated below on the grounds of attorney-client privilege and/or work product doctrine in no way limit the generality of this objection. Nothing contained in these responses is intended to be nor should be considered a waiver of any attorney-client privilege, work product doctrine protection, the right of privacy or any other applicable privilege or

doctrine and to the extent that any Interrogatory may be construed as calling for disclosure of information or documents protected by such privileges or doctrines, a continuing objection to each and every such request is hereby imposed.

III. Registrant objects to each and every Interrogatory to the extent it seeks information in Registrant's possession the disclosure of which is subject to or precluded by restrictions of confidentiality imposed by or pursuant to an agreement with a third party or a Court order.

IV. Registrant objects to the Interrogatories to the extent that they are unreasonable, unnecessary, burdensome and oppressive, irrelevant and not reasonably calculated to lead to the discovery of admissible evidence.

V. Registrant objects to Petitioner's Interrogatories to the extent that they are unclear, vague and/or ambiguous. Registrant objects to each Interrogatory using "refer", "relate" or "respecting" or similar terms to the extent that they are used in a manner that would render such requests overly broad, vague or ambiguous or require subjective judgment and speculation on the part of Registrant.

VI. Registrant objects to each and every one of these Interrogatories to the extent they seek to impose obligations beyond those of the Federal Rules of Procedure. Registrant's responses to these Interrogatories will be in accordance with those Rules.

VII. Registrant objects to Petitioner's Interrogatories and to "definitions" set forth therein insofar as they seek information beyond the scope of any claim or defense asserted herein.

VIII. Registrant objects to any interrogatory which fails to define a relevant time period or limit itself to information regarding activities within the United States. Any such

interrogatory is overly broad, seeks irrelevant information not calculated to lead to discovery of admissible evidence, and would subject Registrant to unreasonable and undue annoyance, oppression, burden and expense.

IX. Registrant objects to any document request which seeks information and/or identification of documents which embody material that is private, business confidential, proprietary, trade secret or confidential by court order, on the ground that such documents are privileged or confidential, until a suitable Protective Order is executed by both parties' counsel on behalf of both parties and entered by the Court.

X. Registrant objects to these Interrogatories to the extent Petitioner seeks information not within the possession, custody, or control of Registrant regarding issues that are proper subjects for experts, which have not yet been designated.

XI. Registrant objects to these Interrogatories to the extent that they purport to impose an obligation on Registrant to obtain information from non-parties and/or persons not currently employed by Registrant. Registrant objects to those Interrogatories where it is asked to know or consider unknown or unspecified information.

XII. Registrant objects to those Interrogatories which refer to the application of legal principles such as determining which information or documents may constitute evidence or which require legal conclusions or counsel's speculation or conjecture, rather than clearly identifying requested subject matter.

XIII. Registrant disclaims any continuing obligation to update these responses or its production, beyond that specified in Rule 26(e) of the Federal Rules of Civil Procedure.

XIV. Registrant incorporates by reference the foregoing Objections in response to each Interrogatory whether or not set forth at length below.

RESPONSES TO INTERROGATORIES

1. Interrogatory No. 1: Describe in detail how Registrant's Mark was selected or adopted, including Identification of all Persons with knowledge of, and Documents concerning, the same.

Response to Interrogatory No. 1:

Registrant incorporates its general objections. Subject to those objections, Registrant's mark was first used by Paula Fishback of Three Centuries Corporation (Three Centuries). She selected the mark for reasons including that its commencement with the letter "A" located the business near the beginning of the alphabet and was aligned with their products. She used the mark as a corporate Service Mark. Relevant non-privileged documents, if any, will be produced.

2. Interrogatory No. 2: Describe what searches or investigations were conducted in selecting or adopting Registrant's Mark, including Identification of all Persons with knowledge of, and Documents concerning, the same.

Response to Interrogatory No. 2:

Registrant incorporates its general objections. Subject to those objections, Registrant's predecessor in interest, Three Centuries, did not conduct any search or investigation prior to selecting and adopting Registrant's mark. Prior to the acquisition of the assets of Three Centuries in November 2004, Registrant validated ownership of the Maryland Trade Name "ANNAPOLIS TOURS" via the Maryland State Department of Assessments and Taxation (SDAT). Subsequently, all of the rights in and to "ANNAPOLIS TOURS" were purchased from Three Centuries by Registrant in November 2004. Subsequently, Registrant retained Trademark Counsel H. Jay Spiegel who applied for and obtained federal registration of Registrant's mark. Those persons

knowledgeable concerning these issues are Paula Fishback, Debbie Gosselin, as well as employees of the Charter Division of Maryland's SDAT. Relevant non-privileged documents, if any, will be produced.

3. Interrogatory No. 3: Provide the date of first use and date of first use in commerce of Registrant's Mark, and include Identification of all Persons with knowledge of, and Documents concerning, the same.

Response to Interrogatory No. 3:

Registrant incorporates its general objections. Subject to those objections, Registrant states that the date of first use of Registrant's mark was sometime in October 1992, and its date of first use in commerce was at least as early as March 1993. Paula Fishback is knowledgeable concerning these issues.

4. Interrogatory No. 4: Describe in detail the ownership chain-of-title and circumstances involving the ownership or transfer of ownership rights of Registrant's Mark from October 1992 to the present, including Identification of Persons with knowledge of, and Documents concerning, the same.

Response to Interrogatory No. 4:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Three Centuries was the original owner of Registrant's mark. Registrant purchased all of the assets of Three Centuries including Registrant's mark in November 2004. On November 11, 2004, Registrant changed the record of ownership of Registrant's mark with the Maryland SDAT.

5. Interrogatory No. 5: Describe in detail the chain-of-title and circumstances involving the ownership and transfer of ownership rights of the registration of the <www.annapolistours.com> domain name from 2000 to the present, including Identification of Persons with knowledge of, and Documents concerning, the same.

Response to Interrogatory No. 5:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: To the best of Registrant's knowledge, the domain name ANNAPOLISTOURS.COM was originally owned by the Annapolis Anne Arundel County Conference and Visitors Bureau (AAACCVB). Registrant acquired the domain name from the AAACCVB subsequently. Those with knowledge concerning this issue are Charles Johnson and Connie del Signore. Additionally, Three Centuries previously owned the domain name ANNAPOLIS-TOURS.COM.

6. Interrogatory No. 6: Identify all Persons that ever had any ownership rights in (a) Registrant's Mark; and (b) the <www.annapolistours.com> domain name.

Response to Interrogatory No. 6:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: The entities who have had ownership rights in Registrant's mark are Three Centuries and Registrant. The entities who have had ownership rights in the domain name ANNAPOLISTOURS.COM are AAACCVB and Registrant.

7. Interrogatory No. 7: Describe in detail all steps taken since October 1992 to commence use of Registrant's Mark, including Identification of Persons with knowledge of, and Documents concerning, the same.

Response to Interrogatory No. 7:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Three Centuries began using Registrant's mark in October 1992 and continuously used it until Registrant acquired Registrant's mark in November 2004. Subsequently, Registrant has continuously used Registrant's mark.

Those persons with knowledge concerning these issues are Paula Fishback and Debbie Gosselin.

8. Interrogatory No. 8: For each year since March 1993, Identify each service offered under Registrant's Mark.

Response to Interrogatory No. 8:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Since March 1993, the services offered and rendered under Registrant's mark have been guiding services.

9. Interrogatory No. 9: For each year since March 1993, describe in detail how Registrant's Mark has been advertised, including (a) the mode and manner of media outlets; (b) all channels of marketing, (c) all channels of trade or distribution, and (d) all geographical locations, for which services under Registrant's Mark have been marketed, distributed or otherwise advertised.

Response to Interrogatory No. 9:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant's mark has been advertised in print advertising, rack cards, and on a website accessible at ANNAPOLISTOURS.COM since its acquisition. Registrant does not have records identified year-by-year. Docs supporting this? Still hasn't answered trade/distribution channels and geographical locations.

10. Interrogatory No. 10: For each year since March 1993, Identify at least five (5) representative or sample specimens showing use of Registrant's Mark in connection with "conducting guided tours of historic districts and other areas of cities" as recited in the Registration. If not clearly and expressly provided for in each representative or sample specimen, then Identify: (a) the date for which each representative or sample specimen was made; (b) the author or creator of each representative or sample specimen; (c) the manner and mode for which each representative or sample specimen was distributed; and (d) the geographical area or location for which each representative or sample specimen was distributed.

Response to Interrogatory No. 10:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant does not have records identified year-by-year. Registrant will produce a representative sampling of all records uncovered during a diligent search.

11. Interrogatory No. 11: Describe in detail what You mean by "conducting guided tours of historic districts and other areas of cities" as recited in the description of services in the Registration.

Response to Interrogatory No. 11:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Employees of Three Centuries and, subsequently, Registrant provide a variety of guide services, the best known of which are walking tours of the historic district of Annapolis. Guides often conduct the tours in costumes reminiscent of those worn in the early days of Annapolis.

12. Interrogatory No. 12: Describe your intended or targeted customer base or class(es) of customers in connection with the services offered under Registrant's Mark, and include at least five (5) representative customers, purchasers, retailers or distributors regarding the same.

Response to Interrogatory No. 12:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: The intended or targeted customer base of Registrant includes anyone willing to pay money to participate in a guided tour. Such customers include, but are not limited to, individual leisure travelers who may visit the area from

anywhere worldwide, school groups, church groups, businesses whether for profit or otherwise, writers, senior groups and social groups. Five examples of customers are Donna Burzynski-Lever of Edmonton, Alberta, Canada, the U.S. Naval Academy Class of 1969 Reunion, JBG Companies, The Historic Annapolis Foundation, and Crellin Elementary School.

13. Interrogatory No. 13: For each year since March 1993, Identify the total dollar volume of sales in the United States that are derived from services offered under Registrant's Mark.

Response to Interrogatory No. 13:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will provide documents pertinent to this Interrogatory, attorneys' eyes only, pursuant to an agreed upon protective order.

14. Interrogatory No. 14: For each year since March 1993, Identify the total dollar volume of advertising and promotional expenditures and the nature of such expenditures spent in the United States in advertising and promoting services offered under Registrant's Mark.

Response to Interrogatory No. 14:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will provide documents pertinent to this Interrogatory, attorneys' eyes only, pursuant to an agreed upon protective order.

15. Interrogatory No. 15: Other than the application resulting in the Registration, state whether Registrant has ever prepared any application for the mark ANNAPOLIS TOURS, ANNAPOLIS, or TOUR or any variation thereof in connection with tourism services, and if so, Identify the proposed mark, the U.S. serial number, and application filing date.

Response to Interrogatory No. 15:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: No.

16. Interrogatory No. 16: Describe in detail the type of business and services offered by Registrant as it relates to Registrant's Mark.

Response to Interrogatory No. 16:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: See Registrant's response to Interrogatory No. 11.

17. Interrogatory No. 17: Describe Your marketing or business strategy as it relates to communicating to the public the type of services offered under Registrant's Mark.

Response to Interrogatory No. 17:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant actively advertises and promotes the services offered under Registrant's mark using rack cards, print advertising, and a web page accessible at ANNAPOLISTOURS.COM.

18. Interrogatory No. 18: Explain how You describe the term TOUR and ANNAPOLIS TOURS as it relates to your business and offered services, or more specifically, what You intend to convey to the public when using the term ANNAPOLIS TOURS.

Response to Interrogatory No. 18:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: "ANNAPOLIS TOURS" is Registrant's federally registered Service Mark and is used as a source identifier to associate the services

rendered by Registrant under Registrant's mark with the source of the services, namely, Registrant.

19. Interrogatory No. 19: Describe whether the term TOUR has any special significance or serves as a source identifier to your business and offered services.

Response to Interrogatory No. 19:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: The term "TOUR" does not form a part of Registrant's mark. Registrant's mark is "ANNAPOLIS TOURS." Registrant makes no claim to the exclusive right to use "TOURS" apart from the mark "ANNAPOLIS TOURS."

20. Interrogatory No. 20: State whether You have conducted or authorized any other individual or company to conduct a survey, investigation, study, research or market test concerning Registrant's Mark, services under Registrant's Mark, the tourism industry, Persons advertising tours, or targeted consumer interest or public perception in the tourism industry.

Response to Interrogatory No. 20:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant has conducted no survey, investigation, study, research or market test.

21. Interrogatory No. 21: Identify all consultants, advertising agencies, marketing firms or any other Person that assisted Registrant in advertising, promoting, or marketing tourism services under Registrant's Mark.

Response to Interrogatory No. 21:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: The AAACCVB has assisted Registrant in advertising,

promoting and marketing tour services under Registrant's mark. Over and above that assistance, Registrant performs most marketing services in-house.

22. Interrogatory No. 22: Identify all consultants, website designers or any other Person that assisted Registrant in designing, hosting and developing the <www.annapolistours.com> website from 2000 to the present.

Response to Interrogatory No. 22:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Among the entities that assisted Registrant in designing, hosting and developing the web page accessible at www.annapolistours.com are an entity known as Hunter Technologies, as well as one known as Mind Over Machines located in Baltimore, Md., and Charles Johnson, an employee of Registrant.

23. Interrogatory No. 23: Identify all competitors of Registrant.

Response to Interrogatory No. 23:

Registrant incorporates its general objections. Registrant further objects to this Interrogatory as oppressive, irrelevant and unlikely to result in the obtaining of relevant information. Subject to those objections, Registrant responds as follows: Registrant considers its competitors to be anyone within its marketing territory that offers tour guiding services, whether concerning the historic district of Annapolis or otherwise. Some entities known to Registrant falling within this category include Capital City Colonials, Baltimore Rent A Tour, DC Guide Services, Greenspring Tours, USNA Guide Service, and Alcatraz (Petitioner for Cancellation).

24. Interrogatory No. 24: Without conducting an investigation, and to the best of Your knowledge, Identify all third-parties that have used ANNAPOLIS TOURS,

the term TOUR, and any geographical location plus the term TOUR (e.g., Maryland Tour, Atlanta Tour), as trademarks in the U.S. in connection with offering tourism services.

Response to Interrogatory No. 24:

Registrant incorporates its general objections. Registrant further objects to this Interrogatory as oppressive, irrelevant and unlikely to result in the obtaining of relevant information. Subject to those objections, Registrant responds as follows: "ANNAPOLIS TOURS" was used by the AAACCVB as an integral part of their domain name before it was acquired by Registrant. It is currently used in direct competition with Registrant by Petitioner in Petitioner's web address. Registrant has not compiled any listing of entities using the term "TOUR" in their name or a geographical location plus the term "TOUR" in connection with offering of tourism services. Registrant's mark is "ANNAPOLIS TOURS." Registrant uses that mark as a whole in association with its tour guiding services as set forth in its federal Certificate of Registration.

25. Interrogatory No. 25: Explain whether You believe Persons are permitted to use (a) the term TOUR, and (b) any geographical location plus the term TOUR (e.g., Maryland Tour, Atlanta Tour), in connection with offering tourism services.

Response to Interrogatory No. 25:

Registrant incorporates its general objections. Registrant also objects to this Interrogatory as calling for a legal conclusion on the part of Registrant. ASK IN 2ND SET ABOUT THEIR ENFORCEMENT EFFORTS.

26. Interrogatory No. 26: State when and describe how Registrant first became aware of Petitioner's use of the term TOUR, ANNAPOLIS, and ANNAPOLIS TOURS.

Response to Interrogatory No. 26:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant is unaware of Petitioner's use of the term "TOUR." As to "ANNAPOLIS" and "ANNAPOLIS TOURS," to the best of Registrant's recollection, Registrant first became aware of Petitioner's use on or about February 19, 2009 when Registrant discovered Petitioner's use of the domain name ANNAPOLISTOURS.US to facilitate access to Petitioner's website offering tour guiding services in direct competition with Registrant.

27. Interrogatory No. 27: Other than the instant proceeding, Identify all objections, disputes, disagreements or controversies You initiated against any party, including any cease and desist letter, any legal or administrative actions or proceedings of any type, concerning the adoption or use of the term TOUR, ANNAPOLIS, and ANNAPOLIS TOURS. Identify the recipients of your cease and desist letters, the parties and persons or entities involved in the legal or administrative actions or proceedings, and the outcome, whether by order of court or administrative body, by settlement, or otherwise.

Response to Interrogatory No. 27:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: None.

28. Interrogatory No. 28: At any time between March 1993 and the present, describe in detail all instances for which a Person has been confused or mistaken about the source, affiliation, association, relationship, ownership or sponsorship between You and any third-party, or between You and Petitioner, including without limitation, any misdirected mail, telephone calls, orders, inquiries, or complaints which were received by Registrant and intended for Petitioner or any third-party.

Response to Interrogatory No. 28:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: To date, Registrant has compiled no such evidence.

29. Interrogatory No. 29: Identify any and all grants, licenses, assignments, acquisitions, transfer of ownership and other agreements concerning Registrant's Mark,

including without limitation, any and all exchange of ownership title or rights between or among The Annapolis and Anne Arundel County Conference and Visitors Bureau; Three Centuries Tours of Annapolis; Chesapeake Marine Tours, Inc.; and Watermark Cruises.

Response to Interrogatory No. 29:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: None over and above those identified in response to earlier Interrogatories.

30. Interrogatory No. 30: Describe the relationship among Three Centuries Tours of Annapolis, Chesapeake Marine Tours, Inc., and Watermark Cruises.

Response to Interrogatory No. 30:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Three Centuries is the prior owner of the Service Mark "ANNAPOLIS TOURS." Chesapeake Marine Tours, Inc. is the Registrant and the entity that purchased the assets of Three Centuries in November 2004 including the Service Mark "ANNAPOLIS TOURS." Watermark Cruises is a Trade Name used by Registrant for a variety of services rendered by Registrant.

31. Interrogatory No. 31: As for Your affirmative defenses listed in paragraph 2 of Your Answer to the Petition for Cancellation, describe in detail why You believe that the Petition for Cancellation is barred by (a) waiver, (b) estoppel, (c) acquiescence, (d) ratification and (e) laches.

Response to Interrogatory No. 31:

Registrant incorporates its general objections. Registrant further objects on the ground that this Interrogatory calls for legal conclusions on the part of Registrant. Subject to those objections, Registrant responds as follows: Petitioner was engaged in a contractual relationship with Registrant. What relationship was this? Based upon that contractual relationship, Petitioner was fully aware of Registrant's prior rights in and to Registrant's mark. During the existence of the contractual relationship, Petitioner took no action to challenge the validity of Registrant's mark, to challenge Registrant's exclusive right to use Registrant's mark in interstate commerce in association with its guiding services, or to pose any other challenge to Registrant's rights in and to Registrant's mark. Once the contractual relationship terminated, Petitioner petitioned for cancellation. Registrant reserves the right to supplement this response.

32. Interrogatory No. 32: Identify each factual or expert witness whose testimony you may rely upon in this proceeding, and include the subject matter on which he or she is expected to testify or otherwise be relied upon.

Response to Interrogatory No. 32:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: To date, Registrant has not retained any expert or experts. Concerning factual matters, Registrant may rely upon the testimony of Paula Fishback, Debbie Gosselin, Connie del Signore and Charles Johnson. Registrant reserves the right to supplement this response.

33. Interrogatory No. 33: Identify Persons providing any information in preparing any answer or response to the Petition For Cancellation or any discovery propounded by Petitioner in the instant proceeding.

Response to Interrogatory No. 33:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: See response to Interrogatory No. 32.

CHESAPEAKE MARINE TOURS, INC.,
D/B/A, WATERMARK CRUISES

Date: November 12, 2009 By: H. Jay Spiegel

H. Jay Spiegel
Attorney for Registrant
Registration No. 30,722

H. Jay Spiegel
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Phone: (703) 619-0101
jayspiegel@aol.com – e-mail

VERIFICATION

Debbie Gosselin declares and says that she is President of Chesapeake Marine Tours, Inc., d/b/a, Watermark Cruises, and that she is duly authorized to make this Declaration on its behalf. She further states that she has read the foregoing Petitioner's First Set of Interrogatories and knows the contents thereof, and the same are true and correct to the best of her present knowledge or upon information and belief, subject to inadvertent or undiscovered errors and limited by information not in evidence or undiscovered. She declares under penalty of perjury that the foregoing is true and correct.

Dated: _____

_____
Debbie Gosselin, President
Chesapeake Marine Tours, Inc.,
d/b/a, Watermark Cruises

CERTIFICATE OF SERVICE

I, H. Jay Spiegel, hereby certify that on November 12, 2009, I served the foregoing Registrant Chesapeake Marine Tours Inc., d/b/a, Watermark Cruises Response to Petitioner's First Set of Interrogatories on Petitioner via electronic mail to mtyde@thorpetyde.com, jgoins@thorpetyde.com, and jwpenland@jwpenland.com.

H. Jay Spiegel

Dated: November 12, 2009

By: H. Jay Spiegel
Attorney for Registrant
Registration No. 30,722

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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

ALCATRAZ MEDIA, INC.	)	
	)	
Petitioner,	)	Cancellation No. 92050879
	)	
v.	)	Mark: ANNAPOLIS TOURS
	)	
CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES	)	Registration No.: 3048114
	)	
Registrant.	)	
	)	

REGISTRANT CHESAPEAKE MARINE TOURS, INC., D/B/A, WATERMARK CRUISES RESPONSE TO PETITIONER'S FIRST SET OF REQUESTS FOR PRODUCTION OF DOCUMENTS & THINGS

Pursuant to Rule 34 of the Federal Rules of Civil Procedure, Registrant Chesapeake Marine Tours, Inc., d/b/a, Watermark Cruises ("Registrant" or "Chesapeake"), hereby submits its response to Petitioner's Alcatraz Media, Inc. ("Petitioner" or "Alcatraz") First Set of Requests for Production of Documents & Things.

GENERAL STATEMENT

1. Registrant incorporates by reference the general statement and general objections set forth in the concurrently served Responses to Petitioner's First Set of Interrogatories.

2. Without waiving the objections set forth below and subject to the limitations stated above and in the general statement and general objections incorporated by reference herein, Registrant will produce and/or make available for inspection and

PENGAD-Bayonne, N. J.
DEPOSITION EXHIBIT 4

copying in a mutually agreeable time and place the documents and things it believes are responsive and the subject of legitimate discovery.

GENERAL OBJECTIONS

1. Registrant's responses and objections are made to the best of its present knowledge, information and belief. Said responses and objections are at all times subject to such additional or different information that discovery or further investigation may disclosure and, while based on the present state of its recollection, are subject to such refreshing of recollection, and such additional knowledge of facts, as may result from its further discovery or investigation. Therefore, Registrant reserves the right to make any use of, or to introduce at any hearing and at trial, information and/or documents responsive to Petitioner's First Set of Requests for Production of Documents & Things but discovered subsequent to the date of this response, including, but not limited to, any such information or documents obtained in discovery herein.

2. Registrant reserves all objections or other questions as to the competency, relevance, materiality, privilege or admissibility of evidence for trial.

3. Registrant objects to document requests seeking information protected by the attorney-client privilege or the work-product doctrine. Such information shall not be provided in response to production requests and any inadvertent disclosure shall not be deemed a waiver of any privilege with respect to such information.

4. Registrant objects to any document request which seeks information and/or identification of documents provided in confidence to it by third parties which embody material that is private, business confidential, proprietary, or trade secret, and

which it has agreed not to disclose or disseminate, on the grounds that such information and/or documents are privileged.

5. Registrant objects to any document request which seeks information and/or identification of documents which embody material that is private, business confidential, proprietary, trade secret, attorney-client privileged, attorney work product, or confidential by court order, on the ground that such documents are privileged or confidential.

6. Registrant objects to any document request which fails to define a relevant time period or limit itself to information regarding activities within the United States. Any such document request is overly broad, seeks irrelevant information not calculated to lead to discovery of admissible evidence, and would subject Registrant to unreasonable and undue annoyance, oppression, burden and expense.

7. Registrant objects to Plaintiff's First Set of Requests for Production of Documents & Things and to "definitions" set forth therein insofar as they seek information beyond the scope of any claim or defense asserted herein.

8. Registrant objects to Petitioner's First Set of Requests for Production of Documents & Things that are overly broad, irrelevant, vague, ambiguous and/or unduly burdensome; that go far beyond the allegations of any claim or defense asserted herein; that are not appropriately limited to subjects, times and areas relevant to this action; that require legal conclusions; and that are not calculated to lead to the discovery of admissible evidence.

9. In responding, Registrant does not concede that any of the information requested is relevant to this action and expressly reserves the right to object to further discovery of any matter raised by its response, or any portion thereof.

10. Registrant reserves the right to provide supplemental responses as additional information becomes available or is made known to Registrant.

11. Registrant objects to Plaintiff's First Set of Requests for Production of Documents & Things to the extent Petitioner seeks information unrelated to any statement, claim, or advertisement made or authorized by Registrant.

12. Registrant objects to Plaintiff's First Set of Requests for Production of Documents & Things to the extent Petitioner seeks information not within the possession, custody, or control of Registrant regarding issues that are proper subjects for experts, which have not yet been designated.

13. Registrant incorporates by reference the foregoing Objections in response to each document request whether or not set forth at length below.

14. Registrant objects to each and every one of these Requests to the extent they seek to impose obligations beyond those of the Federal Rules of Procedure. Registrant's responses to these Requests will be in accordance with those Rules.

15. Registrant objects to these Requests to the extent that they purport to impose any obligation on Registrant to obtain information from non-parties and/or persons not currently employed by Registrant.

16. Registrant disclaims any continuing obligation to update these responses or its production, beyond that specified in Rule 26(e) of the Federal Rules of Civil Procedure.

17. Registrant objects to Petitioner's First Set of Requests for Production of Documents & Things to the extent it seeks documents or information that are not relevant to the claims or defenses of the parties to this action.

18. Registrant objects to the discovery requests to the extent they call for the production of documents or information containing confidential information of Registrant or third parties, including trade secrets, research and development, or commercial information entitled to be kept confidential under Federal Rule of Civil Procedure 26(c). Registrant will produce such documents or information, to the extent they are responsive, not privileged, and not covered by another objection, subject to the entry of a Stipulated Protective Order.

19. Registrant objects to each request using "refer", "relate", or "respecting", or similar terms to the extent that they are used in a manner that would render such requests overly broad, vague, or ambiguous, or require subjective judgment and speculation on the part of Registrant.

20. Registrant objects to Petitioner's discovery requests to the extent that they call for the production of documents or information already in the possession of Petitioner on the ground that such a request is unduly burdensome.

Each of the foregoing general objections shall be treated as though repeated in each of the following document requests, and each of the responses are given subject to, and without waiving, the foregoing general objections.

RESPONSE TO REQUESTS FOR PRODUCTION OF DOCUMENTS & THINGS

Request No. 1:

1. All documents concerning Registrant's selection and adoption of Registrant's Mark, including without limitation, any documentation of meetings or discussions held concerning the adoption of said mark, and any documentation concerning the reasons for selecting, adopting, using or intending to use said mark.

Response to Request No. 1:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Relevant non-privileged documents, if any, will be produced. To date, Registrant has not uncovered any documents prior to the year 2004. Registrant's search is ongoing and Registrant reserves the right to supplement this response.

Request No. 2:

2. All documents reflecting any writings, business plans, diagrams, sketches or the like reflecting use of Registrant's Mark in October 1992 (the alleged date of first use) and in March 1993 (the alleged date of first use in commerce).

Response to Request No. 2:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Relevant non-privileged documents, if any, will be produced. To date, Registrant has not uncovered any documents reflecting Registrant's

use of its mark in October 1992. Registrant has uncovered at least one document reflecting use of the mark in Spring 1993. Registrant's search is ongoing and Registrant reserves the right to supplement this response.

Request No. 3:

3. Documents identifying each specific type of service as Identified in response to Interrogatory No. 6 in Petitioner's First Set Of Interrogatories.

Response to Request No. 3:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Interrogatory No. 6 referenced in this document request requests the identities of all persons that ever had any ownership rights in Registrant's mark and the domain name www.annapolistours.com. As such, identification of services was not included in Interrogatory No. 6. Consequently, this document request is incomprehensible.

Request No. 4:

4. All documents prepared by or for Registrant concerning any survey, investigation, study, research or market test concerning Registrant's Mark, services under Registrant's Mark, the tourism industry, persons advertising tours, or targeted consumer interest or purchaser perception in the tourism industry.

Response to Request No. 4:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: No such documents.

Request No. 5:

5. Documents concerning any trademark applications and registrations (whether state or federal) for Registrant's Mark or any variation thereof, including the file

history, file wrapper and specimens submitted therewith and all correspondence related thereto.

Response to Request No. 5:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Relevant non-privileged documents will be produced.

Request No. 6:

6. For each year from March 1993 to the present, provide at least five (5) representative or sample specimens of advertisements, brochures, point-of-purchase promotional pieces, press releases and materials used in connection with Registrant's Mark and services offered thereof, including the date of creation of each sample and all documents supporting that each sample was actually used in commerce.

Response to Request No. 6:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Relevant non-privileged documents will be produced. Registrant's search for documents is ongoing and Registrant reserves the right to supplement this response.

Request No. 7:

7. All documents relating or referring to media coverage of services offered under Registrant's Mark, including without limitation, articles and features in press releases, newspapers, newsletters, magazines, television programs, radio programs, or Internet web sites.

Response to Request No. 7:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Relevant non-privileged documents, if any, will be

produced. Registrant's search for documents is ongoing and Registrant reserves the right to supplement this response.

Request No. 8:

8. Documents concerning any assistance Registrant received from any consultant, advertising agency, marketing firm or any other party in the advertising, promoting, or marketing of tourism services rendered under Registrant's Mark, including any marketing agreements regarding the same.

Response to Request No. 8:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Relevant non-privileged documents, if any, will be produced. Registrant's search for documents is ongoing and Registrant reserves the right to supplement this response.

Request No. 9:

9. Documents concerning any survey, investigation, study, research or market test concerning Registrant's Mark, services under Registrant's Mark, the tourism industry, Persons advertising tours, or targeted consumer interest or public perception in the tourism industry.

Response to Request No. 9:

See response to Request No. 4.

Request No. 10:

10. Documents supporting the significance of the term TOUR in marketing or communicating Your services under Registrant's Mark to the public.

Response to Request No. 10:

Registrant incorporates its general objections. Registrant further objects to this request on the grounds that it is irrelevant and immaterial to the issues raised in the Cancellation Proceeding and is not likely to result in production of relevant material information. Registrant's mark is "ANNAPOLIS TOURS" and that mark is taken as a whole and does not include the word "TOUR."

Request No. 11:

11. Documents describing what You mean or intend to convey to the public by "conducting guided tours of historic districts and other areas of cities" as recited in the description of services in the Registration.

Response to Request No. 11:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant has no documents to produce responsive to this request. The description of services in the Certificate of Registration is in plain English, has a clear meaning, and speaks for itself.

Request No. 12:

12. Documents sufficient to show the customer base, marketing channel, trade channel and geographical locations targeted by services offered under Registrant's Mark.

Response to Request No. 12:

Registrant incorporates its general objections. Registrant further objects to this request as being oppressive and as seeking to obtain confidential business information not relevant to the issues raised in the Cancellation Proceeding. Subject to these objections,

Registrant responds as follows: Registrant will produce relevant documents for attorneys' eyes only once a protective order has been entered in this Proceeding.

Request No. 13:

13. Documents sufficient to show Registrant's total dollar volume of sales of services offered under Registrant's Mark in the United States, on an annual basis from March 1993 to the present.

Response to Request No. 13:

Registrant incorporates its general objections. Registrant further objects to this request as being oppressive and as seeking to obtain confidential business information not relevant to the issues raised in the Cancellation Proceeding. Subject to these objections, Registrant responds as follows: Registrant will produce relevant documents for attorneys' eyes only once a protective order has been entered in this Proceeding. Registrant has uncovered no documents prior to 2004.

Request No. 14:

14. Documents sufficient to show Registrant's total dollar volume of advertising and promotional expenditures and the nature of such expenditures in the United States spent in connection with Registrant's promotion of Registrant's Mark, on an annual basis from March 1993 to the present.

Response to Request No. 14:

Registrant incorporates its general objections. Registrant further objects to this request as being oppressive and as seeking to obtain confidential business information not relevant to the issues raised in the Cancellation Proceeding. Subject to these objections, Registrant responds as follows: Registrant will produce relevant documents for

attorneys' eyes only once a protective order has been entered in this Proceeding.

Registrant has uncovered no documents prior to 2004.

Request No. 15:

15. Documents identifying when Registrant first became aware of (a) Petitioner; and (b) Petitioner's use of the term TOUR or phrase ANNAPOLIS TOURS.

Response to Request No. 15:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will produce relevant non-privileged documents.

Request No. 16:

16. Documents evidencing any instance or incident of any alleged mistake or confusion between Registrant and Petitioner, or between Registrant and any third-party, including any misdirected mail, telephone calls, orders, inquiries, or complaints which were received by Registrant and intended for Petitioner or any third-party.

Response to Request No. 16:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: To date, Registrant has not uncovered any relevant non-privileged documents. Registrant's search is ongoing and Registrant reserves the right to supplement this response.

Request No. 17:

17. Any documents concerning Registrant's trademark policing and enforcement efforts against third parties concerning Registrant's Mark, including without limitation, lawsuits, oppositions, cancellations, cease and desist letters and the like, as well as any documents concerning the result thereof, including without limitation, orders, judgments, consents, settlement agreements, written understandings and the like.

Response to Request No. 17:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will produce relevant non-privileged documents.

Request No. 18:

18. All grants, licenses, assignments and other agreements concerning Registrant's Mark, including without limitation, the alleged purchase and assignment agreement dated November 24, 2004.

Response to Request No. 18:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will produce relevant non-privileged documents.

Request No. 19:

19. All documents supporting Registrant's defenses, including (a) waiver, (b) estoppel, (c) acquiescence, (d) ratification and (e) laches.

Response to Request No. 19:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will produce relevant non-privileged documents.

Request No. 20:

20. All documents that Registrant intends to offer into evidence or otherwise use, including as exhibits or demonstrative exhibits, in this proceeding.

Response to Request No. 20:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: As best Registrant is able to determine, relevant non-privileged documents not falling under categories of other document requests will be produced.

Request No. 21:

21. All documents concerning the testimony or possible testimony of any fact witness that Registrant may rely upon as a witness in this proceeding.

Response to Request No. 21:

Registrant incorporates its general objections. Registrant further objects to this request as being vague and incomprehensible. Registrant is unaware of any documents concerning testimony or possible testimony of any fact witness. Such testimony will speak for itself.

Request No. 22:

22. Documents which any expert retained by Registrant in connection with the proceeding has seen, may use or rely upon, in the course of arriving at any opinions or conclusions at trial in this proceeding. This Request includes, without limitation, all consumer studies and survey materials.

Response to Request No. 22:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: To date, Registrant has not identified or retained any expert. There are no documents relating to consumer studies or survey materials. Registrant reserves the right to supplement this response.

Request No. 23:

23. All opinions or conclusions for such opinions by any expert retained by Registrant in connection with the proceeding.

Response to Request No. 23:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant has not retained any experts to date. Registrant reserves the right to supplement this response.

Request No. 24:

24. All correspondence and documents regarding the acquisition, registration, and establishment of the domain name "annapolistours.com", including without limitation, all documents and communications with the domain name registrar, and any prior user of the domain name.

Response to Request No. 24:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will produce relevant non-privileged documents.

Request No. 25:

25. All correspondence, records of communications, letters, with and documents related to the Annapolis & Anne Arundel County Conference and Visitors Bureau concerning the mark "Annapolis Tours" and the domain name "annapolistours.com".

Response to Request No. 25:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will produce relevant non-privileged documents. See Registrant's response to request no. 5.

Request No. 26:

26. Each and every document responsive to information requested in Petitioner's First Set Of Interrogatories (including any continuing interrogatories).

Response to Request No. 26:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will produce relevant non-privileged documents.

Request No. 27:

27. Each and every document relied upon or identified in answering or responding to Petitioner's pleadings, including without limitation, Petitioner's Petition For Cancellation.

Response to Request No. 27:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant will produce relevant non-privileged documents, if any.

Request No. 28:

28. Documents concerning Registrant's policies regarding retention, storage, filing and destruction of documents.

Response to Request No. 28:

Registrant incorporates its general objections. Subject to those objections, Registrant responds as follows: Registrant has no formal policy regarding retention, storage, filing and destruction of documents.

CHESAPEAKE MARINE TOURS, INC.,
D/B/A, WATERMARK CRUISES

Date: November 12, 2009

By: H. Jay Spiegel

H. Jay Spiegel
Attorney for Registrant
Registration No. 30,722

H. Jay Spiegel
H. Jay Spiegel & Associates, PC
PO Box 11
Mt. Vernon, VA 22121-0011
Phone: (703) 619-0101
jayspiegel@aol.com – e-mail

CERTIFICATE OF SERVICE

I, H. Jay Spiegel, hereby certify that on November 12, 2009, I served the foregoing Registrant Chesapeake Marine Tours Inc., d/b/a, Watermark Cruises Response to Petitioner's First Set of Requests for Production of Documents & Things on Petitioner via electronic mail to mtyde@thorpetyde.com, jgoins@thorpetyde.com, and jwpenland@jwpenland.com.

H. Jay Spiegel

Dated: November 12, 2009

By: H. Jay Spiegel
Attorney for Registrant
Registration No. 30,722

H. Jay Spiegel
H. Jay Spiegel & Associates, PC
PO Box 11
Mt. Vernon, VA 22121-0011
Phone: (703) 619-0101
jayspiegel@aol.com – e-mail

ASSIGNMENT

Whereas THREE CENTURIES CORPORATION, a corporation of the State of Maryland, having a place of business at: 8 Tolson Street, Annapolis, Maryland 21401 (Assignor), is the owner of the Service Mark "ANNAPOLIS TOURS" (the Service Mark) for services, namely, the conducting of guided tours, for which Assignor claims common law rights from the date of first use of October, 1992, and in interstate commerce since March, 1993, Assignor's Service Mark rights extending continuously from October, 1992 to date; and

Whereas, CHESAPEAKE MARINE TOURS, INC., d.b.a. WATERMARK CRUISES (Assignee), a corporation of the State of Maryland, having a business address at: P.O. Box 3350, Annapolis, Maryland 21403, is desirous of acquiring the Service Mark and the goodwill of the business symbolized thereby, and has accordingly filed, concurrently, an application for federal registration of the Service Mark in the U.S. Patent and Trademark Office;

Now therefore, for good and valuable consideration, the receipt of which is hereby acknowledged, Assignor does hereby assign to Assignee all right, title, and interest in and to the Service Mark and the goodwill of the business symbolized thereby.

THREE CENTURIES CORPORATION

Paula M Fishback

By PAULA FISHBACK, President

State of Maryland
County of Carolina

On this 24 day of November, 2004, before me appeared Paula M. Fishback, the person who signed this instrument, who acknowledged that she/he signed it as a free act on her/his own behalf.

Chas E Johnson Jr

(Signature of Notary Public)

Expires 2/1/08

PENGAD 800-631-6989

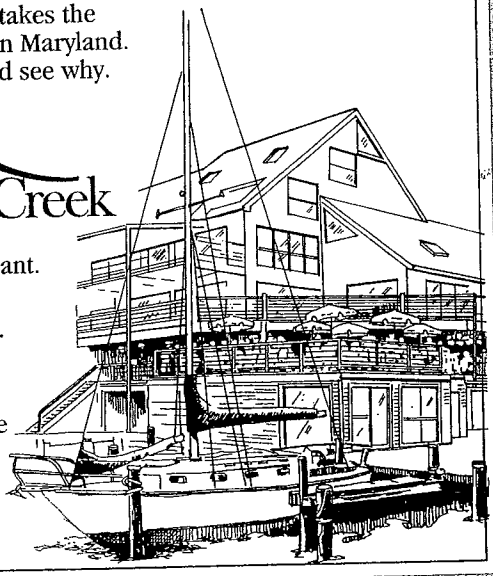
DEPOSITION EXHIBIT 5

REG016

ANNAPOLIS
Welcoming visitors since 1649

THE CRITICS VIEW US AS SOMETHING SPECIAL.

In addition to our dramatic waterfront view, the critics rave about our cuisine. The Sun Dining Guide gives us 3½ stars . . . Baltimore Magazine calls us Anne Arundel County's best . . . and our Sunday Brunch takes the honors as best in Maryland. Reserve now and see why.



Carroll's Creek
A waterfront seafood restaurant.
In Annapolis at 410 Severn Ave.
Free parking
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From Baltimore
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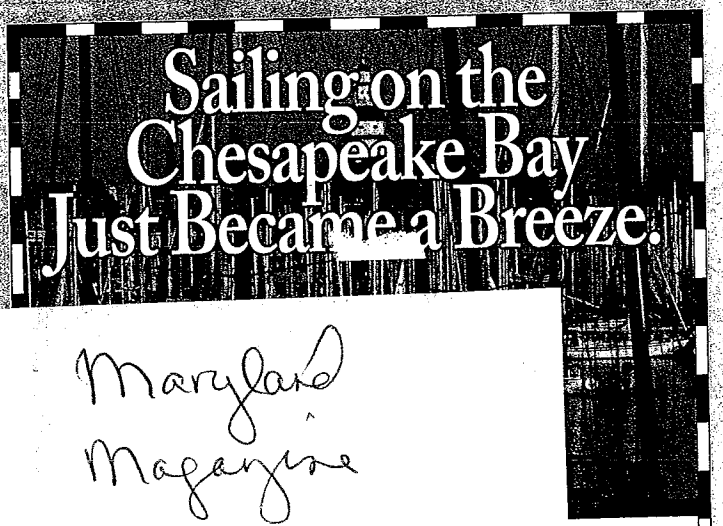
Sailing on the Chesapeake Bay Just Became a Breeze.



Maryland Magazine Spring 1993

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77

Annapolis Tours

Historic Area and U.S. Naval Academy

Walk Annapolis with "The Colonials" on an informative and entertaining tour. Allow two hours.

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November 1 through March 31
Saturday Only, 2:30 p.m. Gibson's Lodgings

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Enjoy the wealth of our past with the warmth of the present.

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DEPOSITION EXHIBIT 6

REG037

$3.00 EACH

LANDMARKS OF ANNAPOLIS

1993 THRU 1994 ■ VOLUME V ■ NUMBER 1

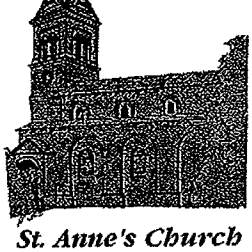
REG038

Information on Shopping, Boating, Real Estate, Hotel & Lodging
Complete Dining & Entertainment Sections • Quality of Life Section
Beautiful Pictorials • Helpful Local Numbers • Annapolis & Area Maps

HISTORY ON THE BAY

William Paca Garden
Described in 1778 as "extremely elegant," the terraced gardens had been filled in and Carvel Hall Hotel built on the upper terraces by 1906. With the demolition of the hotel in 1965 archaeologists and historians were able to rediscover the original landscape design which has been faithfully reproduced. *(See #3 on map, Page 41)*

William Paca House
One of the four Marylanders who signed the Declaration of Independence, William Paca, built this magnificent mansion between 1763 and 1765. In the twentieth century, visitors knew it as the entrance to the Carvel Hall Hotel. In 1965 Historic Annapolis Foundation led the successful effort to prevent its demolition and to restore the home to its original splendor William Paca Garden, a Registered National Historic Landmark. *(See #2 on map, Page 41)*



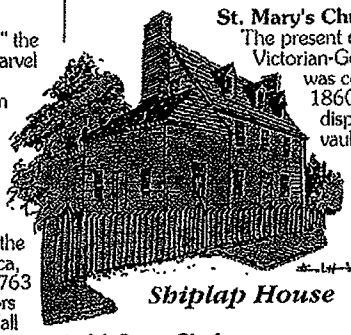
St. Anne's Church

Preble Hall
The Naval Academy museum, completed in 1938-1939, contains 50,000 items related to the history of the Navy, the Marine Corps and the Naval Academy. Its holdings include superb collections of ship models and maritime paintings, and John Paul Jones memorabilia. *(See #17 on map, Page 41)*

Reynolds Tavern
The tavern was built between 1747 and 1755 by William Reynolds, a hatter and tavern-keeper at the sign of The Beaver and Lac'd Hat. From 1812 to 1935 the cashier of Farmers National Bank lived here and from 1936 to 1957 the building housed the Anne Arundel County Library. It now belongs to the National Trust for Historic Preservation. *(See #31 on map, Page 41)*

Shiplap House
One of the oldest surviving houses in Annapolis, Shiplap House, c.1715, was probably built by its first occupant, sawyer Edward Smith. Smith ran an ordinary (tavern or inn) in the house, serving the waterfront clientele. Noted Maryland artist of the late nineteenth century, Francis Blackwell Mayer, also lived here. The house features exhibits and the Historic Annapolis Foundation museum shop. *(See #14 on map, Page 41)*

St. Anne's Church
The present church, built in Romanesque-Revival style, is the third to stand on this site. Construction began in 1859, using some of the walls and the tower of the second church, destroyed by fire in 1858. The St. Anne's window, given to the church in 1839, was designed by the Tiffany studios. *(See #17 on map, Page 54)*

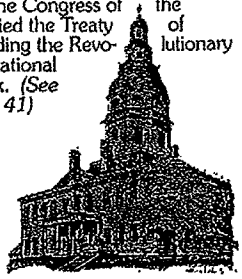


Shiplap House

St. Mary's Church
The present church, a Victorian-Gothic structure, was consecrated in 1860. The interior displays the rib-vaulting and hand-carved altar screen typical of the Gothic Revival style. *(See #22 on map, Page 41)*

21 State Circle
This 1720s house is named for its first owner, Cornelius Brooksby, and the well-known Annapolis cabinetmaker, John Shaw, who lived here in the late 18th century. Brooksby-Shaw house now contains the offices of the Maryland Historical Trust. *(See #32 on map, Page 41)*

State House
Maryland's capital building, begun in 1772, is the oldest State House in the country in continuous legislative use. In December 1783, George Washington resigned his commission as commander-in-chief of the Continental Army in the Old Senate Chamber and the following month the Congress of the United States ratified the Treaty of Paris, formally ending the Revolutionary War. Registered National Historic Landmark. *(See #1 on map, Page 41)*

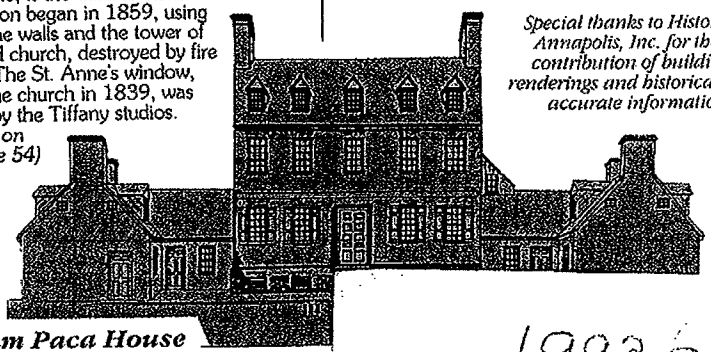


State House

Tobacco Prise House
An early nineteenth-century warehouse typical of the many that once surrounded the waterfront, restored by the State of Maryland as a Bicentennial exhibit building and managed by Historic Annapolis Foundation. In the adjacent side-yard is a replica of a colonial tobacco prise, a device for pressing tobacco leaves firmly into hogsheads. *(See #12 on map, Page 41)*

Victualling Warehouse Maritime Museum
c. 1740; burned 1790; rebuilt c. 1810. The warehouse of the victualling office, which stood on this site during the Revolutionary War, served as a supply center for goods awaiting shipment to the Maryland Navy and the Continental Army. Restored by the State of Maryland as a Bicentennial project and managed by Historic Annapolis Foundation. The museum houses displays on colonial waterfront trades. *(See #15 on map, Page 41)*

Special thanks to Historic Annapolis, Inc. for their contribution of building renderings and historically accurate information.



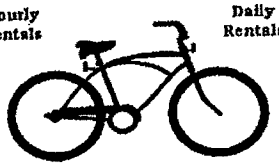
William Paca House

Downtown Cycle
Bicycle Sales, Service & Rental

A Full Service Bicycle Dealership

Tour Annapolis
Rent a Bicycle

Hourly Rentals | Daily Rentals



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...g how to get around Annapolis?
...e Conference & Visitor's Bureau
... area maps and information.

1993/94

REG039

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re Service Mark Application of:

CHESAPEAKE MARINE TOURS, INC. d.b.a. WATERMARK CRUISES

Serial Number: Unassigned

Filed: Concurrently

Mark: ANNAPOLIS TOURS Date: November 29, 2004

COMMUNICATION

The Honorable Commissioner of
Trademarks
Alexandria, VA 22313

Sir:

Accompanying this Communication is the application of Chesapeake Marine Tours, Inc. d.b.a. Watermark Cruises (CHESAPEAKE) to register the Service Mark "ANNAPOLIS TOURS," along with a copy of the Assignment of ownership of the mark from its prior owner "THREE CENTURIES CORPORATION" (THREE CENTURIES) to CHESAPEAKE, which Assignment is being filed concurrently. Accordingly, the specimens submitted in support of actual use registration include specimens solely referring to THREE CENTURIES along with a copy of

REG023

PENGAD 800-631-6989
DEPOSITION EXHIBIT 7

a pertinent page from the web site of THREE CENTURIES evidencing the relationship between CHESAPEAKE and the subject mark.

Respectfully submitted,

H. JAY SPIEGEL & ASSOCIATES

H. Jay Spiegel
Attorney for Applicant
Registration No. 30,722

H. JAY SPIEGEL & ASSOCIATES
P.O. Box 11
Mount Vernon, Virginia 22121
(703) 619-0101

11-29-2004
U.S. Patent & TMOfc/TM Mail Rcpt Dt. #67

Applicant: CHESAPEAKE MARINE TOURS, INC., d.b.a. WATERMARK CRUISES

Address: P.O. Box 3350
Annapolis, Maryland 21403

Mark: ANNAPOLIS TOURS

First Use: At least as early as October, 1992

In Commerce: At least as early as March, 1993

For: Conducting of guided tours.

ANNAPOLIS TOURS

Attorney: H. Jay Spiegel
P.O. Box 11
Mount Vernon, VA 22121
(703) 619-0101

U.S. Patent & TM Ofc/TM
76622508

REG025

Annapolis Tours and Watermark Cruises

Walk with the Colonials

EXPERIENCE ANNAPOLIS BY LAND AND WATER!

Three Centuries Tours of Annapolis has merged with Watermark Cruises. Now, in addition to historic walking tours and other land-based activities, visitors may experience the maritime culture that helps define Annapolis.

We offer public sightseeing cruises, group tours (by land and water), private boat parties. Allow the experienced guides to lead you through the historic downtown section of Annapolis. Our friendly, knowledgeable guides will be delighted to share this small jewel of a city with you. Whether for a family outing, or a corporate affair, we offer the most professional living history tours for groups of any size throughout the year.

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*** Select A Tour *** Go

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REG026

11/24/2004

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Alphonse de Lamartine

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  Cruises
  Colonial Theme Dinners
- Accommodations
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THREE CENTURIES TOURS OF ANNAPOLIS

Annapolis

Tours

Three Centuries Tours of Annapolis

A CLASSIC COLONIAL EXPERIENCE

REG027

Annapolis Tour

- US Naval Academy
  Interiors of Chapel, Crypt of John Paul Jones and Bancroft Hall Dormitory
- Maryland State House Interior
- Grand Mansion Exteriors
- St. John's College Campus
- City Dock

Tour takes approximately 2 1/4 hours.

Further Options (Additional fees apply)
Grand Mansion Interiors • Cruises • Meals

Student Tour

- Maryland State House Interior
- St. John's College Campus
- Grand Mansion Exteriors
- US Naval Academy
  Interiors of Chapel, Crypt of John Paul Jones and Bancroft Hall Dormitory *(Age restrictions apply)*
  Tecumseh and Herndon Monuments
  Noon Meal Formation *(Weather & schedule permitting)*

Tour takes approximately 2 1/4 hours.

Further Options (Additional fees apply)
Harbor Queen Cruise • Horizon Organic Dairy
Hammond-Harwood House Kitchen
Banneker-Douglass Museum

All tours are conducted by guides attired in colonial clothing.

Black History Tour

- Maryland State House Interior
- Matthew Henson Memorial Plaque
- Thurgood Marshall Memorial
- Kunta Kinte-Alex Haley Memorial
- Banneker-Douglass Museum
  (Additional fee for Museum guide.)
- Narrative of African-American History

Tour takes approximately 2 1/4 hours.

Military Reunion Tour

- US Naval Academy Reunion Tour
- Armel-Leftwich Visitor Center
- Interiors of Chapel, Crypt of John Paul Jones and Bancroft Hall Dormitory
- Tecumseh and Herndon Monuments
- Noon Meal Formation *(Weather & schedule permitting)*

Tour takes approximately a half day.

Further Options (Additional fees apply)
Annapolis Historic District • Washington • Baltimore

Scavenger Hunt *(Exteriors only)*

- St. John's Campus
- St. Anne's Church
- Government House
- Maryland State House
- Grand Mansions
- City Dock

Hunt includes Historical Clues & Tidbits of History and takes approximately 1 1/4 hours.

Ghost Tour *(Exteriors only)*

- Conducted in Historic District
- Tales of Mysterious Happenings
- Cemetery Sojourn
- Legends from the Past

Tour takes approximately 1 1/4 hours.

Tavern Supper

- Colonial Themed Dinner
- Tavern Mistresses and Squires
- Balladeer

Supper takes approximately 2 1/2 hours.

St. Michael's, MD Tour

- Chesapeake Bay Maritime Museum
- Lunch at Local Crab House
- Narrated Cruise of the Miles River

Tour takes approximately 8 hours.

Candlelight Tour *(Exteriors only)*

- St. Anne's Church
- Government House
- Maryland State House
- Grand Mansions
- City Dock

Tour takes approximately 1 1/4 hours.

Three Centuries Tours of Annapolis
410-268-5401 • www.annapolis-tours.com

REG028

Annapolis Tours

Walk with The Colonials

on an informative and entertaining tour.
Allow two hours.

U.S. Naval Academy
* Interiors of Chapel.
*Crypt of John Paul Jones
and *Bancroft Hall Dormitory

Historic District of Annapolis
*Maryland State House Interior
Historic Mansion Exteriors
St. John's College • City Dock

*Interiors when available

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10:30 a.m. Visitor Center • 26 West Street
1:30 p.m. Information Booth • City Dock

November 1 through March 31
Saturdays Only
1:30 p.m. Information Booth • City Dock
Charge: $11.00 Adults • $6.00 Students
Photo ID Required

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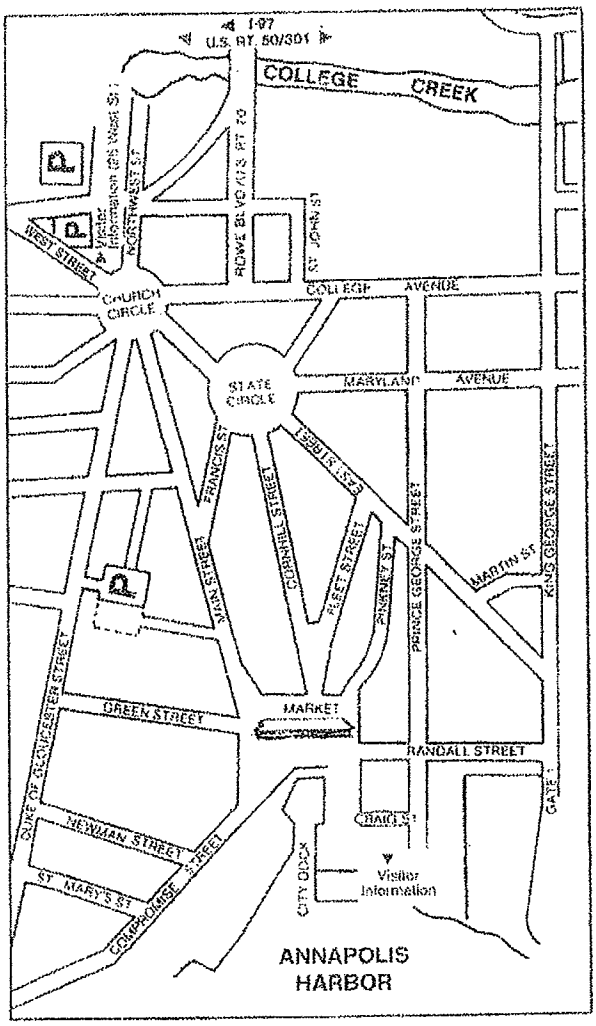

Comprehensive Destination Management & Tour Planning

Naval Academy & Historic District Tours
Candlelight Tours
Meeting Facilities • Meals
Ground Transportation • Cruises
Colonial Theme Dinners
Accommodations • Spouse Programs
Sightseeing to Washington, Baltimore
& the Eastern Shore of Maryland

2004

Annapolis Tours

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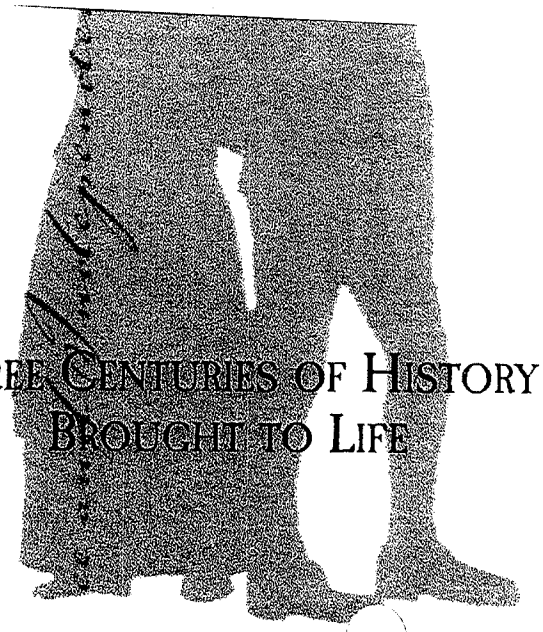

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Our colonial dressed tour guides will bring history to life as your students visit key sites that are part of Maryland's colonial past and our nation's history. Learn about life in the mid to late 18th century and be inspired by the sights and sounds of the US Naval Academy's ~~"Yard"~~ home to over 4,000 midshipmen. *(2 Hour Tour)*

$7.75/student, $9.75/adult; 1 free adult per 20 students; minimum charge of $150.00

Annapolis Harbor & ~~Banks of the~~ US Naval Academy

Step aboard *Harbor Queen* for a 40-minute narrated cruise of historic Annapolis Harbor and the banks of the US Naval Academy. Students will enjoy getting on the water and catching a glimpse of the Bay Bridge. *(40 Minute Cruise)*

$4/student, $6/adult; 1 free adult per 20 students; minimum of 20 guests

Ask us about our in-school programs to complement your cl[illegible]oom curriculum.

Pirates of the Chesapeake

Captain Billy Baye and his sidekick, Grumpy Stumpy the Pirate Crab, entertain children of all ages with music and tales of piracy. Students will learn what life was really like as a member of a pirate band. *(1 Hour Cruise)*

$9/student, $13.50/adult; 1 free adult per 20 students; minimum of 30 guests

Treasure our Water

Learn about the ecosystem Chesapeake Bay, one of our most valuable natural resources. Students will explore water conservation, observe the roles of wetlands, and conduct field examinations ~~of the life around shoreline ecosystems~~ on land before stepping aboard a boat to examine the Bay up close. *(2 Hour Program)*

$18/student, $18/adult; 1 free adult per 30 students; minimum of 30 guests

Teen Pizza Party

Reward your students with this fun three-hour cruise on the scenic Severn River. The program includes pizza, soda and a DJ. Up to 225 guests can be accommodated. *(3 Hour Cruise)*

Pricing as low as $23/person depending on group size

Captain Billy Baye's Treasure Hunt

Show students the value of teamwork as they search for the pirate's "treasure." During this two hour experience, students will learn provisioning and navigation skills on land before stepping aboard a boat to put these skills to use. Students will hear tales of literary and real Chesapeake pirates. *(2 Hour Program. Includes craft activity)*

$18/student, $18/adult; 1 free adult per 30 students; minimum of 30 guests

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41 Results

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1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
0 pages	0 pages	0 pages	0 pages	2 pages	5 pages	7 pages	10 pages	13 pages	4 pages	0 pages	0 pages	0 pages	0 pages
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				Dec 06, 2000 *	Mar 09, 2001 *	Mar 24, 2002 *	Mar 20, 2003 *	Mar 26, 2004 *	Feb 11, 2005 *				
					May 18, 2001 *	Mar 27, 2002	Jun 11, 2003 *	May 09, 2004 *	Jul 29, 2005				
					Jul 21, 2001 *	May 25, 2002 *	Aug 04, 2003 *	May 25, 2004	Oct 24, 2005 *				
					Nov 30, 2001 *	Jun 04, 2002	Aug 05, 2003	Jun 07, 2004					
						Jul 23, 2002	Oct 06, 2003 *	Jun 09, 2004					
						Sep 24, 2002	Oct 25, 2003 *	Jun 10, 2004					
							Oct 26, 2003	Jul 30, 2004					
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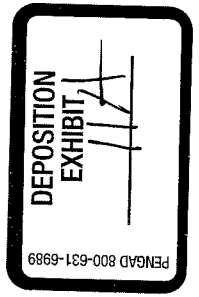

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0 pages	0 pages	2 pages	6 pages	10 pages	9 pages	10 pages	20 pages	20 pages	27 pages	22 pages	22 pages	26 pages
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			Feb 03, 1999	May 02, 2000	Mar 01, 2001	Jun 03, 2002	Feb 18, 2003	Feb 08, 2004	Feb 08, 2005	Feb 02, 2006	Jan 22, 2007	Mar 26, 2008
			Feb 08, 1999	May 20, 2000	Mar 30, 2001	Aug 02, 2002 *	Mar 20, 2003	Apr 01, 2004	Feb 15, 2005	Feb 06, 2006	Jan 29, 2007	Apr 30, 2008
			Oct 09, 1999 *	Jun 08, 2000	Apr 05, 2001	Sep 07, 2002	Mar 26, 2003	Apr 12, 2004	Mar 08, 2005	Feb 07, 2006	Feb 02, 2007	Jun 17, 2008
			Nov 22, 1999	Jun 21, 2000	May 17, 2001	Sep 26, 2002	Mar 28, 2003	May 19, 2004	Mar 24, 2005	Mar 17, 2006	Mar 06, 2007	Jul 01, 2008
				Sep 03, 2000	Jul 23, 2001	Nov 22, 2002 *	Apr 07, 2003	Jun 04, 2004	Apr 16, 2005	Mar 29, 2006	Apr 04, 2007	Jul 02, 2008
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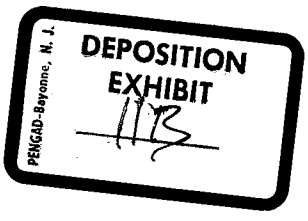

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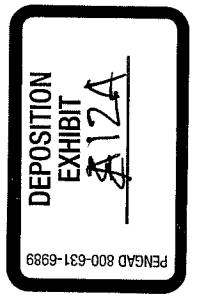

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Jan 25, 1999	http://web.archive.org/web/19990125084621/http:/annapolis-tours.com/
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Feb 08, 1999	http://web.archive.org/web/19990208003330/http:/annapolis-tours.com/
Oct 09, 1999 *	http://web.archive.org/web/19991009060637/http:/annapolis-tours.com/
Nov 22, 1999	http://web.archive.org/web/19991122210034/http:/annapolis-tours.com/

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Annapolis Tours - Allow Three Centuries Tours to provide a walking tour of historic Annapolis and the US Naval Academy

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Annapolis, MD 21401
(410) 263-5401 • Fax (410) 263-1901

Oasis
WEB SITE DESIGNS

REG182

Jan 01, 2004	http://web.archive.org/web/20040127224119/http://annapolis-tours.com/
Jan 27, 2004	http://web.archive.org/web/20040127224119/http:/annapolis-tours.com/
Feb 08, 2004	http://web.archive.org/web/20040208202553/http:/www.annapolis-tours.com/
Apr 01, 2004	http://web.archive.org/web/20040401112417/http:/annapolis-tours.com/
Apr 12, 2004	http://web.archive.org/web/20040412235335/http:/www.annapolis-tours.com/
May 19, 2004	http://web.archive.org/web/20040519004321/http:/annapolis-tours.com/
Jun 04, 2004	http://web.archive.org/web/20040604102047/http:/www.annapolis-tours.com/
Jun 12, 2004	http://web.archive.org/web/20040612031550/http:/annapolis-tours.com/
Jul 03, 2004 *	http://web.archive.org/web/20040703082036/http:/www.annapolis-tours.com/
Aug 24, 2004	http://web.archive.org/web/20040824132658/http:/www.annapolis-tours.com/
Aug 28, 2004	http://web.archive.org/web/20040828101034/http:/annapolis-tours.com/
Aug 30, 2004	http://web.archive.org/web/20040830080349/http:/www.annapolis-tours.com/
Sep 02, 2004	http://web.archive.org/web/20040902163724/http:/www.annapolis-tours.com/
Sep 03, 2004	http://web.archive.org/web/20040903001346/http:/annapolis-tours.com/
Sep 18, 2004	http://web.archive.org/web/20040918165459/http:/www.annapolis-tours.com/
Sep 24, 2004	http://web.archive.org/web/20040924152346/http:/annapolis-tours.com/
Nov 01, 2004	http://web.archive.org/web/20041101044500/http:/www.annapolis-tours.com/
Nov 30, 2004 *	http://web.archive.org/web/20041130090624/http:/annapolis-tours.com/

Annapolis Tours - Allow Three Centuries Tours to provide a walking tour of historic Annapolis and the US Naval Academy

Three Centuries Tours of Annapolis

WALK WITH THE COLONIALS

DISCOVER HISTORIC ANNAPOLIS AND THE US NAVAL ACADEMY!

Three Centuries Tours of Annapolis invites you to Annapolis, a short 30 minute drive from Washington or Baltimore.

Allow the experienced guides of Three Centuries Tours lead you through the historic downtown section of Annapolis. Our friendly, knowledgeable guides will be delighted to share this small jewel of a city with you. Whether for a family outing, or a corporate affair, we offer the most professional living history tours for groups of any size throughout the year.

Call or E-Mail us today for tour information and destination planning for Annapolis and the surrounding area.

*** Select A Tour *** Go

THREE CENTURIES TOURS OF ANNAPOLIS
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Annapolis, MD 21401
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Dec 06, 2004 http://web.archive.org/web/20041206144227/http:/www.annapolis-tours.com/
Dec 11, 2004 http://web.archive.org/web/20041211091701/http:/www.annapolis-tours.com/

Annapolis Tours and Watermark Cruises

Walk with the Colonials

- About Us
- Tour Annapolis
- Individual / Family
- Ghost Tours
- Military Reunions
- School Tours
- Group Tours
- Corporate Groups
- Candlelight Tours
- Contact Us

EXPERIENCE ANNAPOLIS BY LAND AND WATER!

Three Centuries Tours of Annapolis has merged with Watermark Cruises. Now, in addition to historic walking tours and other land-based activities, visitors may experience the maritime culture that helps define Annapolis.

We offer public sightseeing cruises, group tours (by land and water), private boat parties. Allow the experienced guides to lead you through the historic downtown section of Annapolis. Our friendly, knowledgeable guides will be delighted to share this small jewel of a city with you. Whether for a family outing, or a corporate affair, we offer the most professional living history tours for groups of any size throughout the year.

Boat Tour & Charter Information

Call or E-Mail us today for tour information and destination planning for Annapolis and the surrounding area.

* * * Select A Tour * * * Go

WATERMARK CRUISES & THREE CENTURIES TOURS OF ANNAPOLIS
PO Box 3350
Annapolis, MD 21403
(410) 268-7601 • Fax (410) 626-1851

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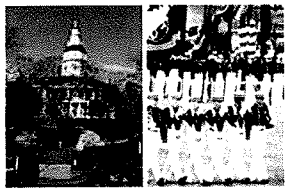
Annapolis Tours



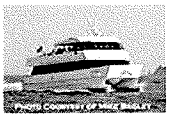
Annapolis by Land

A story with every step! Walk side-by-side with Annapolis' most experienced tour guides into the history, culture and fun of one of American's most eventful destinations. Explore the town's famous landmarks (and some hidden gems) with a colonial-dressed tour guide leading the way. Experience the diverse mosaic of places, traditions, arts and celebrations that Annapolis has to offer.

Let us bring the history to life!

Frequently Asked Questions

Annapolis by Water



Don't forget to check out our Annapolis cruises.

Video

Journey with Watermark
See our videos.

Walk with the Colonials

2009 Three/Four Centuries Walking Tour (2 ¼ hour walking tour)

Our colonial-attired tour guides will bring history to life. Stroll through historic Annapolis, explore the interior of the Maryland State House, and be inspired by the sights and sounds of the U.S. Naval Academy, home to over 4,000 midshipmen. Building interiors when available.

$16/Adults, $4/Children 3-11, Children 2 & Under Free
2 ¼ Hours
Photo ID Required for guests 16 years of age and older

Departs at 10:30 AM from Visitors' Center - 26 West St. (map)
Daily: March 29 - Oct 23

Departs at 1:30 PM from Information Booth - 1 Dock St. (directions)
Saturdays: Jan 3 - March 28
Daily: March 29 - Oct 4
Saturdays: Oct 24 - Dec 26

2009 African-American Heritage Tour

"2006 Heritage Award Winner"

In Partnership with the Kunta Kinte-Alex Haley Foundation

Trace the rich and authentic journey of African Americans in Annapolis and explore their contributions both nationally and internationally. Key historical sites include the Kunta Kinte-Alex Haley Memorial and the Thurgood Marshall Memorial.

$16/Adults, $4/Children 3-11, 2 & Under Free when purchased through the Watermark Website or directly from a tour guide.
2 Hours

Book it

RESERVATIONS ARE REQUIRED

PENGAD-Bayonne, N.J.
DEPOSITION EXHIBIT
12B

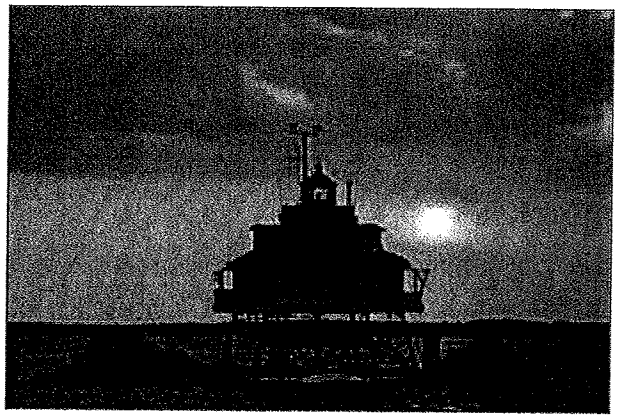
AM 57

Departs at 1:00 PM from the Information Booth at City Dock- 1 Dock St. (map) February 7, 14, 21 & 28 May 2 - Oct 3 Saturdays **RESERVATIONS ARE REQUIRED for this tour.** Reservations must be made by 2:00pm on the Thursday prior to the tour. After 2:00pm on the Thursday prior to the tour, please call 410.268.7601 x107 for tour updates. This tour is being offered on February 7, 14, 21, 28 in honor of Black History Month. Visit Special Events for more information.	**for this tour.** Reservations must be made by noon on the Thursday prior to the tour.
2009 Haunted Ghost Tour As the sun sets and darkness wraps the streets of historic, and some say, haunted Annapolis, a colonial-attired guide will lead you on a journey sharing tales by candlelight of the spirits who dwell in the town's 18th century buildings and may linger in the mist. **$16/Adults, $10/Children 3-11, 2 & Under Free** **1.5 Hours** **Departs from the Information Booth - 1 Dock St. (map)** Fridays and Saturdays: April 17- May 30: 7:30pm June 5 - Aug 29: 8:30pm **RESERVATIONS ARE STRONGLY RECOMMENDED for this tour.** Reservations must be made by 2:00pm on the Thursday prior to the tour. After 2:00pm on the Thursday prior to the tour, please call 410.268.7601 x107 for tour updates. An enhanced version of this tour is also offered Fridays & Saturdays Sept 4 - Oct 31. Visit Special Events for more information.	 Book it **RESERVATIONS ARE STRONGLY RECOMMENDED** **for this tour.** If space is available, tickets may be purchased the day of the tour from the Watermark Ticket Booth by the Harbor Queen.

AM 58

AM 59

Annapolis Tours & Activities



Annapolis Tours offers a wide variety of sightseeing tours in Annapolis and Baltimore. Our most popular tours are cruises from Annapolis and the Historic Walking Tour of Annapolis.

There is so much to see in Washington DC, and with heavy traffic and extremely limited parking, the only way to see the sights and make the most of your time is with one of our DC Tours. DC Tours will take you to see it all -- from the White House and the Capitol to the Smithsonian and Arlington National Cemetery. We also offer tours to Mount Vernon, Williamsburg, Gettysburg, and more.

How to Find the Tours and Activities that Interest You

The Annapolis Tours web site offers many tours and attractions. To find the tours, attractions, and activities that are of the most interest to you, there are three ways to look.

On the left side of every page, our **"Most Popular Tours"** are displayed. These are the tours that generate the highest sales for us, so we know they are the most popular with visitors.

On the right side of every page, the **Tour & Activity Types"** are displayed. We categorize each tour, attraction, and acticity to make it easy for you to find the options for a specific type of tour or activity. So, for example, if you know you want to take a cruise, by clicking on "Cruises' under the Tour Types, you will then see a brief summary of each tour that includes a cruise. Click on the summaries that sound interesting, and you can read the full description for the tour.

The last way to look is by clicking on the **"Tours & Activities"** link underneath our logo at the top of each page. This will give you a complete list of every tour and activity that we offer. You may then scan the summaries of each tour and activity and click on those of interest to read the full description and access the ordering information.

Concert Tickets, Sports Tickets, and Show Tickets

Find the best seats to sold-out concerts, sports events, and shows with VIP Tickets, a sister company

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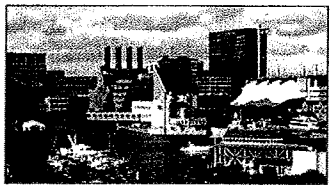
of Annapolis Tours.

Get tickets to see a concert or theatrical production. Click here for a complete inventory of tickets in the Annapolis area and beyond. For reservations, order online or call us toll free.

Other Popular Destinations

Baltimore Tours

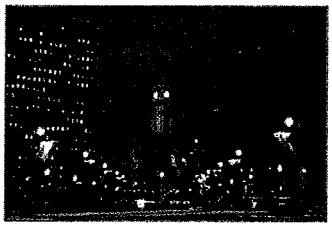


Baltimore Tours offers a wide variety of sightseeing tours in Baltimore and Washington, DC. Our most popular tour in Baltimore is the Baltimore Trolley Tour as it takes you to see all the major sights in Baltimore. Click here for more information

Washington DC Tours

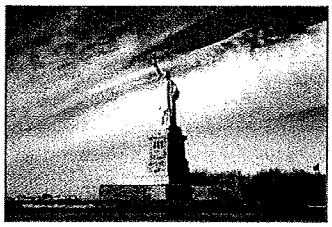
DC Tours offers a wide variety of sightseeing tours in Washington, DC. We will take you to see everything from the White House and the Capitol to the Smithsonian and Arlington National Cemetery. We also offer tours to Mount Vernon, Williamsburg, Gettysburg, and more. Click here for more information

Philadelphia Tours



Philadelphia is famous as the birthplace of life, liberty, and the pursuit of happiness. Philadelphia is the fifth-largest city in the country, and it is filled with historic sights. Philly Tours provides sightseeing tours of the city and transportation services. Click here for more information

New York Tours



Enjoy tours and activities in the Big Apple. New York has a wide variety of sightseeing options from double decker bus tours to helicopter tours over the city. Book online and save on all fun things to do in New York City. Click here for more information

Reserve123

Reserve

Reserve 123 is your source for the best sightseeing tours, excursions, and attraction tickets around the world. Search our database of

REG059

thousands of tours, cruises, flights, hotels, and show tickets online or call us toll free for assistance with group tours and charters. Click here for more information.

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Annapolis Tours

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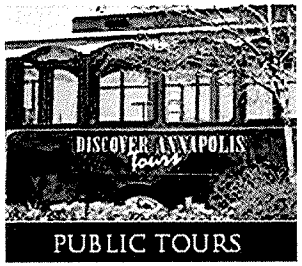
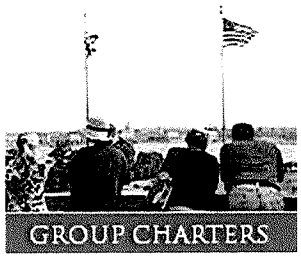
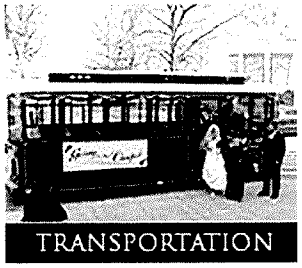
DISCOVER ANNAPOLIS Tours

" I never dreamed there was that much history in Annapolis! You made it come alive for me." -- *A Satisfied Customer*



PUBLIC TOURS


GROUP CHARTERS


TRANSPORTATION

VISIT PLANNING

Join us on a minibus tour to explore the back streets, marinas, and points of interest in Annapolis--colonial seaport, state capital, county seat, sailing center, and home of the United States Naval Academy!

Employment Contact Us Site Map

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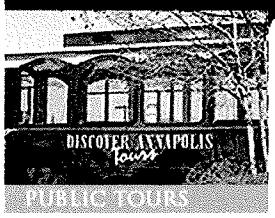
DISCOVER ANNAPOLIS tours

PUBLIC TOURS



This Week's Schedule
60-Minute Tour
40-Minute Tour
Real Estate Tour
Purchase Tickets
Public Tours

PUBLIC TOURS

Our drive-by trolley tours make a great "first thing to do" in Annapolis. We offer two general-interest tours--one-hour or or 40 minutes long--and a tour that focuses on homes for sale in the Historic District.

"WHERE DO YOU GO? WHAT DO YOU SEE?"

The short answer is: We go everywhere and see everything!

Our tours are fun and full of surprises! You will "Discover Annapolis" from a trolley–a little air conditioned bus with big windows. We'll travel down charming streets laid out over three centuries ago.

On both the 60- and 40-minute tours, our friendly guides point out all the major points of interest, including

- the City Dock
- the State House
- St. John's College
- handsome colonial mansions
- beautiful Victorian homes
- sailboats along the waterfront
- spectacular water views from bridges

We'll drive along all sides of the Naval Academy, we'll view it from across the harbor and across the river, and we'll describe the academic and athletic programs. You'll learn a lot about the Academy without driving onto the Yard. The Academy is closed to visitors in vehicles, including your personal car, but visitors are welcome through the main gate on foot and we'll point out their visitor center and talk about the guided tours and all there is to see and do at the Naval Academy.

There are about 1300 buildings in Annapolis at least a century old, representing 15 different architectural styles. This tour focuses on the largest and oldest of those 1300 buildings, with special attention on the Georgian style--harmonious and balanced--named for the Kings George who ruled Britain much of the 18th century. Annapolis has the highest concentration of Georgian buildings in America.

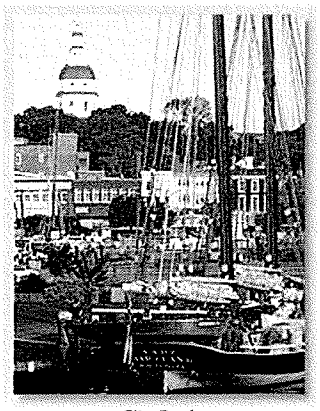
Bring your camera for the one stop at the Severn River Overlook for sweeping views of the Naval Academy and Maryland's World War II Memorial.

The trolley is air conditioned in summer and heated in winter.

"WHAT'S THE DIFFERENCE BETWEEN THE 60- and 40-MINUTE TOURS?"

20 minutes!

The 60-minute tour leaves from the Visitors Center at



City Dock

CUSTOMER COMMENTS – Unsolicited customer's views on their tour experience:

"The best tour I've ever taken--anywhere!"

"Excellent tour!"

Governor Ritchie Overlook

"The best seven dollars I ever spent!" (from 1995)

"It would be cheap at twice the price." (from 2002)

"Cool!" (10 year old)

"Awesome!" (a teenager)

"Four stars! And that's out of three!" (2009)

Northwest and Calvert Streets.

The 40-minute tour leaves from HistoryQuest at 99 Main Street.

The tours follow the same basic route, but the 40-minute tour cuts out two neighborhoods and discussion of early Maryland history to keep it down to 40 minutes.

SCHEDULE
Here are our departure times.

ACCESSIBILITY
If you require special assistance, such as an ADA accessible vehicle, please contact us with the date you plan to visit Annapolis. Thank you!

MORE FAQ'S

Are dogs welcome on the tour? Yes.

Which is the shadier side of the bus?
The right side, and also the left side seated on the aisle.

What's the best seat on the trolley?
The third row back on the right side. (If you like it cold, the last row is coldest.)

Are children welcome on the tour? Yes! The acoustics on the trolleys are such that sound really bounces around, and anything said will be shared by all. so your help in keeping the little ones quiet will be appreciated by your fellow passengers.

How long is the parking garage open? 24 hours. More information here.

Do taxi's come by here very often?
No, but we can call one for you. Or call them yourself: 410-268-2626. Tell the taxi to come to "the Northwest Street entrance of the Gotts Court Garage." (Not just, "the Visitor Center.") If someone's using GPS, the address is 25 Northwest Street.

Where is the nearest gas station?
When you leave Gotts Garage, turn left onto Calvert, then right onto West Street. There's an Exxon one block up on your left.

How do I get to Route 50 from here?
Out of the garage, turn right.
Go to the second traffic light and turn left.
In half a mile you'll see signs for Route 50.

GROUP TOURS & TRANSPORTATION
If you plan to visit Annapolis with at least 15 people, click here for information on group charters. Our vehicles can also help move your group around town.

DISCOVER ANNAPOLIS Tours

CONTACT US

CONTACT US

CONTACT INFORMATION

Phone: 410-626-6000

Fax: 410-626-0988

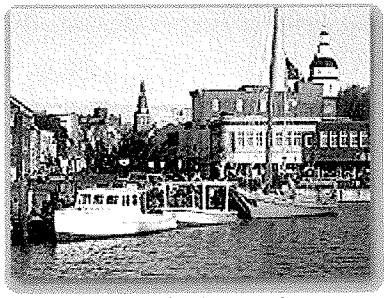
E-mail: info@discover-annapolis.com

Website: http://www.discover-annapolis.com

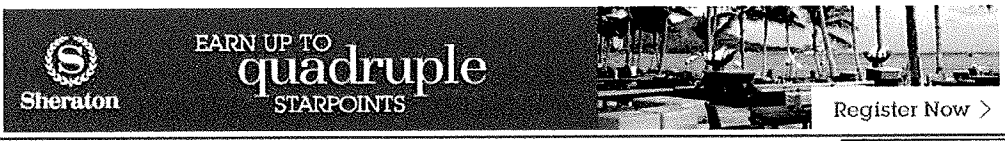
Tours Depart: Annapolis & Anne Arundel County Visitor Center
26 West Street
Annapolis MD 21401

Mailing Address: 31 Decatur Avenue
Annapolis MD 21403

Availability: Group Tours | Transportation



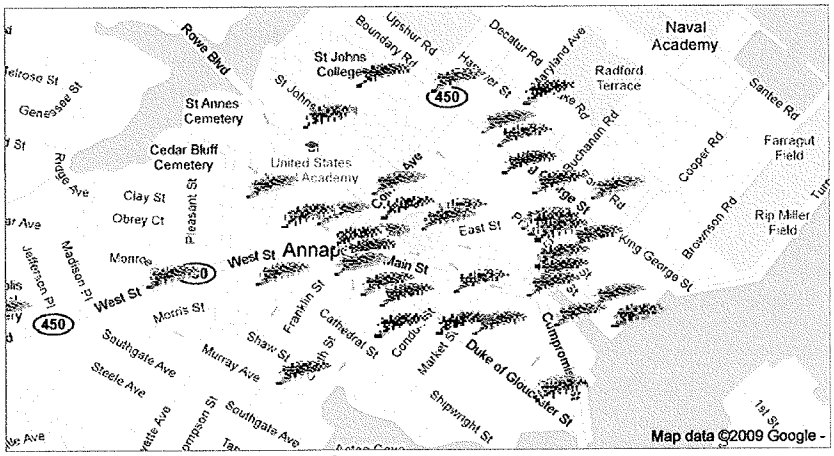
Annapolis City Dock



ANNAPOLIS SIGHTS

Tour ANNAPOLIS

Welcome to Tour Annapolis, your guide to Maryland's capital. Below is a map pinpointing many of the historic landmarks in the city. Click on the icons for more information. Below that is a display of many of Annapolis' historic sites with links to more information.



Map Key: Site w/ Info | Site w/ no Info | Docks | Parking

Annapolis City Dock
The heart of Annapolis' historic district, the City Dock has remained a bustling center of city life for over 300 years.

The Banneker-Douglass Museum
Named for Benjamin Banneker and Frederick Douglass, the Banneker-Douglass Museum is dedicated to the preservation of African-American history.

The William Paca House and Garden
The William Paca House and Gardens were home to one of Maryland's signers of the Declaration of Independence.

The United States Naval Academy
The U.S. Naval Academy is home to about 4,000 midshipmen who are training to become officers in the Navy.

Reynolds Tavern
Originally the home and shop of hatmaker William Reynolds, Reynolds Tavern once housed a county library.

Annapolis Summer Garden Theatre
The Annapolis Summer Garden Theatre puts on several productions each summer at their open-air theatre, located at the City Dock.

Annapolis State House
The Annapolis State House is the center of Maryland's government.

Old Treasury Building
The Old Treasury Building stands as one of the oldest buildings in Maryland.

Anne Arundel Co. Circuit Court House
The Circuit Court House in Annapolis

City Hall
Located at 160 Duke of Gloucester Street,

EVENTS CALENDAR more>>

Jan 23 - Feb 15 - South Maryland Softball Registration
Jan 29 - Maryland Hall Artist's in Residence, Group Exhibit
Jan 30 - My Gym Super Bowl Open House
Jan 30 - Texas Hold'em Tournament
Feb 06 - An American Southwest Carmen

A Mom's White Teeth Trick:
The dentists don't want you to know about this teeth whitening...
www.ConsumersNewsReports.org
Get listed here

Government House
The Government House is home to Maryland's current governor and his family.

serves Anne Arundel County for both civil and criminal matters.

Annapolis City Hall has served a variety of purposes since it was built in the mid 1700s.

Victualling Warehouse
This building, which one stood on the water line of Annapolis' harbor, was used in the 1700s to store food and supplies. It now houses the Historic Annapolis Foundation's Museum Store and Welcome Center.

Middleton Tavern
Established in 1750, the Middleton Tavern bills itself as one of the oldest continuously operating taverns in the country.

Barracks
Located at 43 Pinkney Street, this barracks was used to house troops during the Revolutionary War.

Shiplap House
One of the oldest surviving buildings in Annapolis, the Shiplap House (left) gets it name from its exterior siding, built using techniques primarily seen in shipbuilding.

Hammond-Harwood House
Built two years before the signing of the Declaration of Independence, the Hammond-Harwood House is considered a fine example of the Georgian style of architecture.

Charles Carroll House
This home was the birthplace of Charles Carroll of Carrollton, the only Catholic signer of the Declaration of Independence.

St. John's College
Founded under the name of King William's School in 1696, St. John's College is one of the oldest educational institutions in the U.S.

Maynard-Burgess House
The Maynard-Burgess House was home to Annapolis' first free black family.

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Take a walk with us...
Tour Annapolis

Capital City Colonials

Walking tours of historic Annapolis Maryland

- Annapolis-in-an-Hour
- Annapolis Food & History Tour
- Historic District 101
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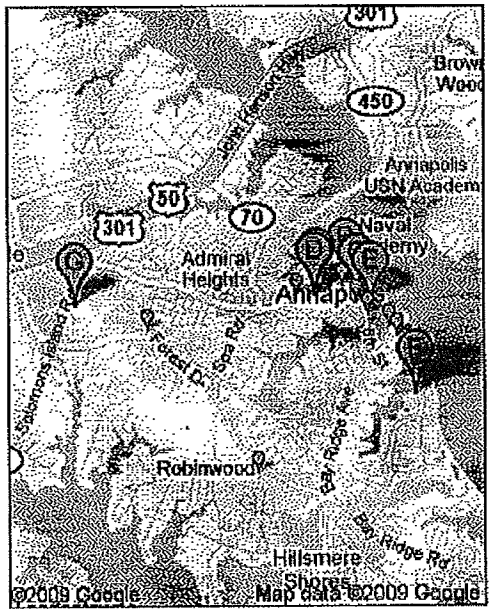

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Google Annapolis Tours Search Advanced Search

Web Show options... Results 81 - 90 of about 896,000 for **Annapolis Tours**. (0.14 seconds)

Annapolis Business Association - Small City: Big Style - Calendar
Discover **Annapolis Tours**' trolley tours make a great "first thing to do" in Annapolis, offering two general-interest tours--one-hour or or 40 minutes ...
www.**annapolis**businessassoc.com/calendar.html - Cached

ANNAPOLIS Tour Dates & Tickets - GIGWISE
ANNAPOLIS Tour Dates & Tickets. ... Event/Artist Venue City. Sorry, we can't find any gigs for annapolis! :(. Find more ANNAPOLIS tickets on. Latest Tours ...
www.gigwise.com/tickets/**Annapolis** - Cached

Annapolis Food **Tours** - **Annapolis** Restaurants & Bars - CHOW
A food tasting and history adventure awaits you in the Historic District of **Annapolis**, Maryland! A colonial-clad guide will lead you on this **tour** through ...
www.chow.com/restaurants/54974/**annapolis**-food-**tours** - Cached

The **Annapolis** Maryland Trolley **Tour** of Homes for Sale and real estate.
Historic Homes for sale in **Annapolis**, MD and the Trolley **Tour** of **Annapolis** Md real estate.
www.historichomes**annapolis**.com/TrollyTour - Cached - Similar

Segway Tours in **Annapolis** - **Tour** Annapolis Maryland
Venture beyond the usual radius of the **Annapolis** City Dock that a walking **tour** or your legs will allow. Fast-forward glide into the future -- on a Segway. ...
www.capitalcitycolonials.com/segway_**tours**.cfm - Cached - Similar

TOUR ANNAPOLIS ROYAL, NOVA SCOTIA - The Historical Association
Founded in 1919 as an association of the Royal Nova Scotia Historical Society, the Historical Association of **Annapolis** Royal is a recognized leader in ...
www.**tourannapolis**royal.com/ - Cached - Similar

Terrapin Adventures | Kayaking, Biking and Tubing **Tours** in ...
Each **tour** will need advance reservations that can be made online or by phone. ... TA sails out of the South River using 24 ft. sloops near **Annapolis**. ...
www.terrapinadventures.com/**tours**.php - Cached - Similar

Annapolis Kids Attractions
The State House contains exhibits that depict life in **Annapolis** in colonial times. There are free 30-minute guided **tours** at 11am and 3pm that emanate from ...
www.superpages.com/cities/**Annapolis**-MD/kids.html - Cached - Similar

Castaway **Tours**
Yacht Delivery Florida Yacht Delivery **Annapolis**, Florida, Caribbean, South Carolina ... **Annapolis** MD ~ Chesapeake Bay Hampton VA ~ Beaufort, NC ...
www.destinfloridacharters.com/ - Cached - Similar

Annapolis Maryland Bed & Breakfast Scotlaur Inn
Visit the **Annapolis Tours** website for information on guided walking tours of Annapolis. For a more unusual treat you can tour the town in style in a vintage ...
www.scotlaurinn.com/ - Cached - Similar

Searches related to **Annapolis Tours**

annapolis naval academy tours	annapolis maryland tours	annapolis walking tour	annapolis sailing tours
annapolis harbor tour	annapolis trolley tours	annapolis ghost tour	annapolis tavern tour

Previous 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 Next

Annapolis Tours Search

Search within results - Language Tools - Search Help - Dissatisfied? Help us improve - Try Google Experimental

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Google Home - Advertising Programs - Business Solutions - Privacy - About Google

Google Annapolis Tours Search Advanced Search

Web Show options... Results **91** - **100** of about **896,000** for **Annapolis Tours**. (**0.11** seconds)

Capital City Colonials - **Annapolis** - Reviews of Capital City ...
Our **tours** blends the best of past and present. Try our Historic District 101 **Tour** or the **Annapolis** Food & History..... more » Food tasting and history ...
www.tripadvisor.com/Attraction_Review-g29494-d1167808-Reviews-Capital_City_Colonials-**Annapolis**_Maryland.html - Similar

Annapolis: Discover **Annapolis** Trolley **Tours** - TripAdvisor
Inside **Annapolis**: Discover **Annapolis** Trolley **Tours** - Before you visit **Annapolis**, visit TripAdvisor for the latest info and advice, written for travelers by ...
www.tripadvisor.com/.../**Annapolis**:Maryland:Discover.**Annapolis**.Trolley.**Tours**.html - Cached - Similar

Annapolis and Chesapeake Bay Cruise **Tours** - Associated Content ...
Aug 11, 2007 ... Cruises and Sailboat **Tours** on of the historic city of **Annapolis** and the Chesapeake Bay.
www.associatedcontent.com/.../**annapolis**_and_chesapeake_bay_cruise.html - Cached - Similar

ANNAPOLIS Segway **Tours**: Find Guided Segway **Tours** in **Annapolis** ...
Jul 27, 2006 ... **Annapolis** Segway **Tours**. Discover **Annapolis** gliding on the Segway Personal Transporter or use the Directory to find additional Segway PT **tour** ...
www.segwayguided**tours**.com/segway**tour**.cfm?...**ANNAPOLIS** - Cached - Similar

Watermark (formerly Chesapeake Marine **Tours**), **Annapolis**
Watermark (formerly Chesapeake Marine **Tours**), **Annapolis**, tourist attractions, information, pictures, maps.
www.planetware.com › North America Cached - Similar

Annapolis Sightseeing **Tours** - **Tour Annapolis** Maryland and Beyond
Annapolis - **Tours**. We have 5 products. Displaying 1 - 5 of 5 ... The tour explores the historic Annapolis district including the William Paca House, ...
www.**annapolistours**.us/**tours**/ - Cached

Chesapeake Bay Lighthouse **Tours** and Scenic Rivers Cruises ...
Chesapeake Bay lighthouse **tours** and scenic river cruises conveniently minutes ... the Chesapeake Bay to take in the scenic sites around **Annapolis**, Maryland. ...
www.chesapeakebay**tours**.com/ - Cached - Similar

Quality Inn **Annapolis** - **Annapolis** Maryland Hotel | Trails.com McAfee SECURE
Historic **Annapolis Tours**. MD State House. National Monuments. National Zoo. Queenstown Factory Outlet. Ravens Football Stadium. Redskins Football Stadium ...
www.trails.com/quality-inn-**annapolis**-hotel-10393.html - Cached

2-Day New York to **Annapolis** and Chesapeake Bay **tour** - GotoBus
Visits to **Annapolis**, Washington DC, National Air and Space Museum, Chesapeake Bay. Optional: United States Naval Academy, Fort McHenry National Monument and ...
www.gotobus.com/.../bus**tours**/2_daynewyorkto**annapolis**andchesapeakebay**tour**.html - Cached

Living History in **Annapolis**; Capitalize on Its Historical Architecture McAfee SECURE
Sep 21, 2003 ... Julie Brasch, a guide for Three Centuries Tours of Annapolis, sets the

scene ... More information: 410/263-5401 or www.**annapolis-tours**.com. ...
www.questia.com/PM.qst;jsessionid...?a=o&d=5001999268

Searches related to **Annapolis Tours**

annapolis **naval academy** tours	annapolis **maryland** tours	annapolis **walking tour**	annapolis **sailing** tours
annapolis **harbor tour**	annapolis **trolley** tours	annapolis **ghost tour**	annapolis **tavern tour**

Previous 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 **Next**

Annapolis Tours Search

Search within results - Language Tools - Search Help - Dissatisfied? Help us improve - Try Google Experimental

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Google Home - Advertising Programs - Business Solutions - Privacy - About Google

Google Annapolis Tours Search Advanced Search

Web Show options... Results **101 - 110** of about **896,000** for **Annapolis Tours**. (**0.21** seconds)

Annapolis - U.S. Naval Academy, **Annapolis** webcam, Maryland, Anne ...
Discover **Annapolis Tours** Our drive-by trolley tours make a great "first thing to do" in Annapolis. We offer two general-interest tours--one-hour or or 40 ...
www.bay.tv/u-s-naval-academy-**annapolis**-webcam,4653 - Cached

Discover **Annapolis Tours** - Trolley Transportation
Send your guests on a trolley **tour** of **Annapolis**! Service up to 75 miles from **Annapolis**, but not into Virginia or Washington DC (we cannot cross state lines) ...
www.discover-**annapolis**.com/transportation/trolley.html - Cached - Similar

Explore Nova Scotia Destinations - **Annapolis** Valley Roadside **Tours**
Explore Nova Scotia travel and tourism destinations. Explore the **Annapolis** Valley Evangeline Trail, Cape Breton Cabot Trail, Halifax Area, ...
www.explorenovascotia.com › Destinations Cached - Similar

Downtown **Annapolis**
If you're interested in local lore, try to schedule a Ghosts of **Annapolis Tour** (www.ghostsofannapolis.com)! Go on a lantern-led ghost walk through downtown ...
www.butterfly-fields.com/BB_OurArea_**Annapolis**.htm - Cached - Similar

World War II **Tours**, Normandy D-Day **Tours**, Civil War **Tours**, Battle ...
Patrick's Day in Ireland, Classical Music **Tours**, Vienna **Tours**, Opera **Tours**, ... 3419 Hidden River View, **Annapolis**, MD 21403 Phone: 800-638-9150 Fax: ...
www.matterhorntravel.com/ - Cached - Similar

Annapolis Food Tasting **Tours**
Food Tasting **Tours** in **Annapolis** Maryland and historic district history walking **tours** of **Annapolis** Maryland.
www.westernvaworkforce.org/ - Cached - Similar

Bike and biking **tours** in Canada, Italy, Ireland, Croatia, Costa ...
Our Evangeline Trail bike **tour** winds along the Bay of Fundy in Nova Scotia, and through the bountiful **Annapolis** Valley. Small, lovely towns like **Annapolis** ...
www.pedalandseaadventures.com/ - Cached - Similar

Annapolis and Anne Arundel County Visitor Information Center ...
There are also several tours of the town of Annapolis that leave from the ... Tours include the Discover **Annapolis Tours**, a tour of Annapolis by minibus, ...
www.baygateways.net › Visit a Gateway Cached - Similar

Annapolis Digital Walking **Tours**
Annapolis, MD 21401 (map) Directions to · Directions from. Activity: Historic Walking **Tour** Other Amenities: Self-guided walking **tours**, several audios are ...
www.go2.com/.../**annapolis**...c/.../**annapolis**-digital-walking-**tours**/ - Cached

MarylandMentor - Select a School - Campus **Tours** - St. John's ...
Jan 12, 2009 ... Street address: St. John's College - **Annapolis** PO Box 2800 ... to update the Campus **Tours** information at any time and this section, thereby, ...
www.marylandmentor.org/CampusTour/...**Annapolis**/St_Johns_College__**Annapolis**1.html - Cached - Similar

application or any resulting registration, declares that she is properly authorized to execute this declaration on behalf of the applicant, and that all statements made of her own knowledge are true and all statements made on information and belief are believed to be true.

Respectfully submitted,

CHESAPEAKE MARINE TOURS, INC.
D.B.A. WATERMARK CRUISES

By DEBBIE GOSSELIN, President

August 18, 2005
DATE

AM 13

Trademark Trial and Appeal Board Electronic Filing System. http://estta.uspto.gov
ESTTA Tracking number: **ESTTA281045**
Filing date: **04/30/2009**

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Petition for Cancellation

Notice is hereby given that the following party requests to cancel indicated registration.

Petitioner Information

Name	Alcatraz Media, Inc.		
Entity	Corporation	Citizenship	Delaware
Address	3850 Holcomb Bridge Road Suite 245 Norcross, GA 30092 UNITED STATES		

Attorney information	E. Michelle Tyde Thorpe & Tyde, LLC 931 Monroe Drive, NE Suite A-102-153 Atlanta, GA 30308 UNITED STATES mtyde@thorpetyde.com Phone:770-331-2811

Registration Subject to Cancellation

Registration No	3048114	Registration date	01/24/2006
Registrant	CHESAPEAKE MARINE TOURS, INC. P.O. BOX 3350 ANNAPOLIS, MD 21403 UNITED STATES		

Goods/Services Subject to Cancellation

Class 041. First Use: 1992/10/00 First Use In Commerce: 1993/03/00
All goods and services in the class are cancelled, namely: Conducting guided tours of historic districts and other areas of cities

Grounds for Cancellation

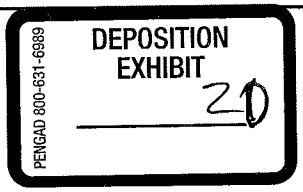
Torres v. Cantine Torresella S.r.l.Fraud	808 F.2d 46, 1 USPQ2d 1483 (Fed. Cir. 1986)
Genericness	Trademark Act section 23
The mark is primarily geographically descriptive	Trademark Act section 2(e)(2)

Attachments	Petition For Cancellation.pdf (9 pages)(3763531 bytes)

Certificate of Service

The undersigned hereby certifies that a copy of this paper has been served upon all parties, at their address record by Overnight Courier on this date.

Signature	/E. Michelle Tyde/



AM 77

Name	E. Michelle Tyde
Date	04/30/2009

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Trademark Registration No. 3048114
For the Mark: ANNAPOLIS TOURS
Registered: January 24, 2006

ALCATRAZ MEDIA, INC.	)	
	)	
Petitioner,	)	Cancellation No. _____
	)	
v.	)	
	)	
CHESAPEAKE MARINE TOURS, INC. D.B.A. WATERMARK CRUISES	)	
	)	
Registrant.	)	

PETITION FOR CANCELLATION

Alcatraz Media, Inc., a Delaware corporation located and doing business at 3850 Holcomb Bridge Road, Suite 245, Norcross, Georgia 30092 ("**Petitioner**"), believes that it is damaged by Registration No. 3048114, and hereby petitions to cancel the same.

The grounds for cancellation are as follows:

1. Petitioner sells tours, tickets, activities, entertainment, transportation, hotels, and travel services through a number of websites. Petitioner is one of the largest tour/activity seller in North America. It currently purchases over 7,000 different tours and activities from over 1,100 suppliers. Petitioner advertises extensively and promotes tours and activities in every state with offerings in over 200 cities in North America.

2. Petitioner owns the domain name www.annapolistours.us, which it registered on May 2, 2005, and operates a website in connection therewith which offers a variety of sightseeing tours and attractions in and around Annapolis, Maryland. As a result, Petitioner is damaged by the mark ANNAPOLIS TOURS, in that Petitioner may be prevented from using the geographically descriptive and generic term in advertising its services.

3. To the best of Petitioner's knowledge, Chesapeake Marine Tours, Inc., D.B.A. Watermark Cruises, is a Maryland Corporation with its principal place of business at P.O. Box 3350, Annapolis, Maryland 21403 ("**Registrant**").

4. Registrant offers sightseeing cruises and private charters around Annapolis, Maryland in the Chesapeake Bay and walking guided tours in the city of Annapolis, Maryland.

5. Registrant is the owner of U.S. Trademark Registration No. 3048114 for the mark ANNAPOLIS TOURS, which issued on January 24, 2006 in International Class 41 for "Conducting guided tours of historic districts and other areas of cities" ("**Registrant's Mark**").

6. Registrant originally filed the application for ANNAPOLIS TOURS on November 29, 2004 (the "**Application**").

7. In the Application, Registrant claims the mark ANNAPOLIS TOURS was first used in interstate commerce as early as March, 1993, and that Registrant acquired the mark from Three Centuries Tours of Annapolis through a merger and assignment in 2004.

8. In the brochure which was submitted with the Application as a specimen, Three Centuries Tours of Annapolis refers to numerous adjectival tours, including "Annapolis Tour," "Student Tour," "Black History Tour," "Military Reunion Tour," and "Ghost Tour," among others.

22. The examining attorney assigned to Registrant's Application initially refused to register Registrant's Mark under 15 U.S.C. §1052(e)(2) on the basis that "the mark is primarily geographically descriptive of applicant's services." The examining attorney stated that the primary significance of the term "ANNAPOLIS" in the mark is the name of a geographic location and that the term "TOURS" is generic. *See* July 1, 2005 Office Action.

23. To overcome the refusal, Registrant was required to establish distinctiveness or secondary meaning.

24. Registrant relied on a declaration of five (5) years of previous use to establish distinctiveness.

25. Pursuant to the Trademark Manual of Examining Procedure ("**T.M.E.P.**") §1212.05, for marks refused under §§2(e)(1) or 2(e)(2), whether the statement of five years' use is sufficient in and of itself to establish acquired distinctiveness depends on the degree to which the mark is descriptive or misdescriptive. If the mark is highly descriptive or misdescriptive of the goods or services named in the application, the statement of five years' use alone will be deemed insufficient to establish acquired distinctiveness.

26. Given that Registrant's Mark is primarily, and thus highly, descriptive, as noted by the examining attorney, Registrant's statement of five year's use alone was insufficient to establish acquired distinctiveness.

27. Rather, actual evidence that Registrant's Mark is perceived as a mark for the relevant goods or services was required to establish distinctiveness. *See* T.M.E.P. §1212.05(a).

28. Since Registrant did not establish distinctiveness by actual evidence, Registrant's Mark should be cancelled pursuant to 15 U.S.C. §1052(e)(2). *See* T.M.E.P. §1212.06.

9. Upon information and belief, Three Centuries Tours of Annapolis did not use the term "Annapolis Tour" as a service mark to identify and distinguish the source of the service, but rather as a generic and descriptive term.

10. The website located at www.annapolis-tours.com, which was formerly owned and operated by Three Centuries Tours of Annapolis, does not even use Registrant's Mark, but rather uses the terms "Annapolis Tours by Watermark, formerly Three Centuries Tours of Annapolis" and "Annapolis Tours and Watermark Cruises" as the name of the companies providing the tours. Furthermore, the website uses the term "Tour Annapolis" in connection with the guided walking tours through Annapolis that it provides. The term "Annapolis Tours" is not used on the website as a service mark.

11. In an Office Action dated July 1, 2005, the examining attorney assigned to Registrant's Application refused registration on the Principal Register under 15 U.S.C. §1052(e)(2), because the mark was primarily geographically descriptive of the Registrant's services.

12. In an August 22, 2005 response to the examining attorney's refusal, Registrant amended its Application to request registration pursuant to 15 U.S.C. §1052(f), based upon acquired distinctiveness.

13. As proof of acquired distinctiveness, Registrant submitted a sworn Declaration that the mark had become distinctive of the services through substantially exclusive and continuous use in commerce by Registrant and its predecessor for at least the five (5) years before August 18, 2005.

14. Upon information and belief, Registrant cannot prove that Registrant's Mark was "used as a mark" for five (5) consecutive years before August 18, 2005.

FIRST BASIS FOR CANCELLATION – REGISTRANT'S MARK IS GENERIC

15. Petitioner repeats and realleges the allegations contained in Paragraphs 1 through 14 of this Petition for Cancellation as if fully set forth herein.

16. The terms "Annapolis" and "Tours" have been widely used by tour operators, including Discover Annapolis Tours, Capital City Colonials, Annapolis Ghost Tours, BayDreaming.com, and Hometownannapolis.com, to advertise for tours in Annapolis, Maryland. These tour operators have no relationship to Registrant and advertise or use the terms "Annapolis Tours" in their business to identify that they are providing tours services to the public in Annapolis, Maryland.

17. There are numerous examples of the use of the term "Annapolis Tours" on the Internet. A simple search on any of the major search engines will result in hundreds, if not thousands, of listings, many of which have no relationship to Registrant.

18. "Annapolis Tours" is an adjectival tourism term, which refers to a niche or specialty tourism market which has come into common use by the tourism market. *See* http://en.wikipedia.org/wiki/List_of_adjectival_tourisms.

19. The primary significance of the words "Annapolis Tours" to the relevant public is not as a service mark, which identifies the source of the service, but rather as words to identify the actual service, which is sightseeing tours in Annapolis, Maryland.

20. Registrant's Mark is not a service mark, but rather is a generic term and therefore should be cancelled.

SECOND BASIS FOR CANCELLATION – GEOGRAPHICALLY DESCRIPTIVE AND INSUFFICIENT CLAIM OF ACQUIRED DISTINCTIVENESS

21. Petitioner repeats and realleges the allegations contained in Paragraphs 1 through 14 of this Petition for Cancellation as if fully set forth herein.

22. The examining attorney assigned to Registrant's Application initially refused to register Registrant's Mark under 15 U.S.C. §1052(e)(2) on the basis that "the mark is primarily geographically descriptive of applicant's services." The examining attorney stated that the primary significance of the term "ANNAPOLIS" in the mark is the name of a geographic location and that the term "TOURS" is generic. *See* July 1, 2005 Office Action.

23. To overcome the refusal, Registrant was required to establish distinctiveness or secondary meaning.

24. Registrant relied on a declaration of five (5) years of previous use to establish distinctiveness.

25. Pursuant to the Trademark Manual of Examining Procedure ("**T.M.E.P.**") §1212.05, for marks refused under §§2(e)(1) or 2(e)(2), whether the statement of five years' use is sufficient in and of itself to establish acquired distinctiveness depends on the degree to which the mark is descriptive or misdescriptive. If the mark is highly descriptive or misdescriptive of the goods or services named in the application, the statement of five years' use alone will be deemed insufficient to establish acquired distinctiveness.

26. Given that Registrant's Mark is primarily, and thus highly, descriptive, as noted by the examining attorney, Registrant's statement of five year's use alone was insufficient to establish acquired distinctiveness.

27. Rather, actual evidence that Registrant's Mark is perceived as a mark for the relevant goods or services was required to establish distinctiveness. *See* T.M.E.P. §1212.05(a).

28. Since Registrant did not establish distinctiveness by actual evidence, Registrant's Mark should be cancelled pursuant to 15 U.S.C. §1052(e)(2). *See* T.M.E.P. §1212.06.

THIRD BASIS FOR CANCELLATION – FRAUD

29. Petitioner repeats and realleges the allegations contained in Paragraphs 1 through 14 of this Petition for Cancellation as if fully set forth herein.

30. On November 29, 2004, Registrant filed its Application and made the standard form declaration, which included the following statement: "to the best of his knowledge and belief no other person, firm, corporation, or association has the right to use the mark in commerce, either in the identical form thereof or in such near resemblance thereto as to be likely, when used on or in connection with the goods of such other person, to cause confusion, or to cause mistake, or to deceive; and that all statements made of his own knowledge are true; and that all statements made on information and belief are believed to be true."

31. On August 22, 2005, Registrant filed with the U.S. Patent and Trademark Office ("**USPTO**") a Response to an Office Action which included a sworn declaration signed under penalty of perjury by Debbie Gosselin, President for Registrant.

32. Ms. Gosselin swore that ANNAPOLIS TOURS had become "distinctive of the services through substantially exclusive and continuous use in commerce by Applicant and its predecessor for at least the five years immediately before the date of this statement."

33. Upon information and belief, the foregoing statements made by Registrant were false at the time that they were made.

34. Upon information and belief, as of November 29, 2004, Registrant knew that other tour companies were using the terms "Annapolis" and "Tours" in connection with their services, and thus, registration of ANNAPOLIS TOURS would cause confusion in the marketplace.

35. Upon information and belief, as of August 18, 2005, Registrant and its predecessor, Three Centuries Tours of Annapolis, had not "used" the term "Annapolis Tours" as a service "mark" in commerce for the previous five (5) years. *See* T.M.E.P. §1212.05(c).

36. Upon information and belief, as of August 18, 2005, Registrant knew that other companies, including Petitioner, were using the term "Annapolis Tours" in connection with tour services, and therefore knew that its use of the mark was not "substantially exclusive."

37. The USPTO relied upon Registrant's false statements in allowing the registration of Registrant's Mark. The USPTO would not have registered ANNAPOLIS TOURS in the absence of such declarations. Therefore, Registrant's Mark should be cancelled.

WHEREFORE, Petitioner respectfully requests that this Petition for Cancellation be granted, and that Registrant's Mark be cancelled under 15 U.S.C. §1064.

Petitioner hereby appoints E. Michelle Tyde and James W. Penland, members of the Bar of the State of Georgia, to act as its attorneys in connection with the above Petition for Cancellation with full power of substitution and revocation and to transact all business with the Patent and Trademark Office and in the United States Courts and to receive all official communications in connection therewith.

Dated: April 30, 2009

Respectfully submitted,

By: E. Michelle Tyde

E. Michelle Tyde, Esq.
Thorpe & Tyde, LLC
931 Monroe Drive, NE
STE A-102-153
Atlanta, Georgia 30308
770-331-2811
mtyde@thorpetyde.com

James W. Penland, Esq.
Law Offices of James W. Penland
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Atlanta, Georgia 31145-0268
404-636-1000
jwpenland@jwpenland.com

Attorneys for the Petitioner
Alcatraz Media, Inc.

CERTIFICATE OF SERVICE

I hereby certify that a true and correct copy of the foregoing Petition For Cancellation was serviced, via overnight courier, on H. Jay Spiegal, Attorney of Record for Registrant Chesapeake Marine Tours, Inc., D.B.A. Watermark Cruises, at the following address:

H. Jay Spiegel & Associates
P.O. Box 11
Mount Vernon, Virginia 22121-0011

By: E. Michelle Tyde

E. Michelle Tyde, Esq.
Thorpe & Tyde, LLC
931 Monroe Drive, NE
STE A-102-153
Atlanta, Georgia 30308
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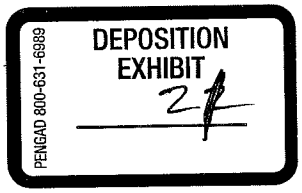
mtyde@thorpetyde.com

AM 87

Trademark Trial and Appeal Board Electronic Filing System. http://estta.uspto.gov
ESTTA Tracking number: **ESTTA288737**
Filing date: **06/09/2009**

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding	92050879
Party	Defendant CHESAPEAKE MARINE TOURS, INC.
Correspondence Address	CHESAPEAKE MARINE TOURS, INC. P.O. BOX 3350 ANNAPOLIS, MD 21403 UNITED STATES
Submission	Answer
Filer's Name	H. Jay Spiegel
Filer's e-mail	jayspiegel@aol.com
Signature	/H. Jay Spiegel/
Date	06/09/2009
Attachments	AnnapolisToursAnswerAndAffirmativeDefenses.pdf (5 pages)(41234 bytes)



AM 123

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Trademark Registration No. 3,048,114
For the Mark: ANNAPOLIS TOURS
Registered: January 24, 2006

ALCATRAZ MEDIA, INC. Petitioner, v. CHESAPEAKE MARINE TOURS, INC. D.B.A. WATERMARK CRUISES Registrant.	)	Cancellation No. 92050879

ANSWER AND AFFIRMATIVE DEFENSES

COMES NOW Registrant, CHESAPEAKE MARINE TOURS, INC. D.B.A. WATERMARK CRUISES (Registrant), and for its Answer to the Petition for Cancellation filed by ALCATRAZ MEDIA, INC. (Petitioner) states as follows:

1. Registrant is without information or knowledge sufficient to form a belief as to the allegations set forth in paragraph 1 and, therefore, denies same.

2. Registrant is without information or knowledge sufficient to form a belief as to the allegations set forth in paragraph 2 and, therefore, denies same

3. Registrant denies that its principal place of business is at P.O. Box 3350, Annapolis, Maryland 21403. That is the mailing address for Registrant. Otherwise, admitted.

4. Admitted.

5. Admitted.

6. Admitted.

7. Registrant denies that its acquisition of the Federally Registered Service Mark "ANNAPOLIS TOURS" (Registrant's mark) resulted from a "merger and assignment" with Three Centuries Tours of Annapolis. In fact, acquisition of Registrant's mark resulted from a purchase and assignment in 2004. Otherwise, admitted.

8. This paragraph mischaracterizes the specimens presented by the Registrant in the application that matured into the Federal Registration covering Registrant's mark. Each of the specimens presented prominently displays "ANNAPOLIS TOURS" as a Service Mark.

9. Denied.

10. Denied. The website identified in paragraph 10 of the Petition for Cancellation clearly shows use of "ANNAPOLIS TOURS" as a Service Mark.

11. Admitted, although on July 1, 2005, Registrant was the Applicant.

12. Admitted.

13. Admitted.

14. Denied.

15. Registrant repeats and reaffirms the answers contained in paragraphs 1-14 of this Answer as if fully set forth herein.

16. Registrant is without information or knowledge sufficient to form a belief as to the allegations set forth in paragraph 16 and, therefore, denies same.

17. Registrant is without information or knowledge sufficient to form a belief as to the allegations set forth in paragraph 17 and, therefore, denies same.

18. Denied.

19. Denied.

20. Denied.

21. Registrant repeats and reaffirms the answers contained in paragraphs 1-14 of this Answer as if fully set forth herein.

22. Admitted.

23. Admitted.

24. Admitted.

25. Paragraph 25 of the Petition for Cancellation constitutes a recitation of what may be best described as Hornbook Law taken from Section 1212.05 of the TMEP.

26. Denied.

27. Denied.

28. Denied.

29. Registrant repeats and reaffirms the answers contained in paragraphs 1-14 of this Answer as if fully set forth herein.

30. Admitted.

31. Admitted.

32. Admitted.

33. Denied.

34. Denied.

35. Denied.

36. Denied.

37. Denied.

Wherefore, Registrant prays that Petitioner's Petition for Cancellation be dismissed with prejudice.

FURTHER ANSWER AND AFFIRMATIVE DEFENSES

1. Petitioner fails to state a claim upon which relief can be granted.

2. Petitioner's Petition for Cancellation of Registrant's mark is barred by the doctrines of waiver, estoppel, acquiescence, ratification and laches.

Respectfully submitted,

H. JAY SPIEGEL & ASSOCIATES

H. Jay Spiegel

H. Jay Spiegel
Attorney for Registrant
Registration No. 30,722

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Mount Vernon, VA 22121
(703) 619-0101 - Phone
(703) 619-0110 - Facsimile
jayspiegel@aol.com - e-mail

CERTIFICATE OF SERVICE

I hereby certify that a copy of the foregoing ANSWER AND AFFIRMATIVE DEFENSES was served on the Petitioner's Counsel by First Class Mail this 9th day of June, 2009, addressed to:

E. Michelle Tyde, Esquire
Thorpe & Tyde, LLC
931 Monroe Drive, NE
STE A-102-153
Atlanta, Georgia 30308

James W. Penland, Esquire
Law Offices of James W. Penland
P.O. Box 450268
Atlanta, Georgia 31145-0268

Date: June 9, 2009

By: H. Jay Spiegel
H. Jay Spiegel

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Whois Server Version 2.0

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Whois Server: whois.networksolutions.com
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Name Server: NS1.HUNTERSOLUTIONS.COM
Name Server: NS2.HUNTERSOLUTIONS.COM
Status: clientTransferProhibited
Updated Date: 17-dec-2008
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Expiration Date: 17-jan-2011

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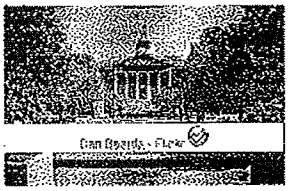

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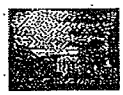

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historichotels.org/hotel/Historic_Inns_of_**Annapolis**/399/... - Cached

Marriage of Michele Redway and Alan Sugarman
You may also wish to take a **tour** of Historic **Annapolis** on Saturday morning. ... **Annapolis Tours**. **Annapolis** Hotels. Bed and Breakfast. Home. William Paca House ...
redsugar.net/travel.html - Cached

Annapolis, Maryland Guides and Outfitters
... for guides and outfitters in and near **Annapolis**, Maryland for hiking, whitewater rafting, mountain biking, ... Discover **Annapolis Tours**. 410-626-6000 ...
www.go-maryland.com/Annapolis/outfitters - Cached

Four Rivers: The Heritage Area of Annapolis, London Town ...
Guided **Tours**. **Annapolis** and Anne Arundel County Conference and Visitors Bureau ... shopping, **tours** and excursions to make the most of your visit to **Annapolis** and ...
fourriversheritage.org/...?cnid=Guided+Tours - Cached

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www.**annapolismojo.com** - Cached

Annapolis, United States travel blogs - travel stories and ...
Travel blogs about **Annapolis**, United States - Read 52 travel ... **Annapolis** Things to Do. **Annapolis** Car Rentals. **Annapolis Tours**. **Annapolis** Travel Insurance ...
travelpod.com/.../United States/**Annapolis**/tpod.html - 71k - Cached

Attractions of Annapolis- Resources/Links
Annapolis Maritime Museum. **Annapolis-Tours**. Historic **Annapolis** Foundation. **Annapolis** self-guided walking **tour**. Official Baltimore City site ...
www.**nadn.navy.mil**/visit/visitattractions.htm - Cached

Annapolis Day Spa Reviews - Annapolis, MD Attractions ...
126 West Street, Annapolis, MD 21401, - **Annapolis** Day Spa, **Annapolis**: See 4 reviews, articles, and photos of **Annapolis** Day Spa, ranked No.7 on ... Watermark **Tours**. Hammond-Harwood House. The Kunta ...
tripadvisor.in/Attraction_Review-g29494-d1010404-Reviews-**Annapolis**... - 84k - Cached

Watermark Tours - Annapolis - Críticas de Watermark Tours ... - Translate
Watermark **Tours**, **Annapolis**: Consulta 2 críticas, artículos, y fotos de Watermark **Tours**, clasificada en TripAdvisor en el N.°6 de 56 atracciones en **Annapolis**.
tripadvisor.es/Attraction_Review-g29494-d116678-Reviews-Watermark_**Tours**... - 77k - Cached

Things to See and Do in Annapolis Maryland - Associated ...
Annapolis is history packed city that's fun to visit. ... Water **tours** are offered by **Annapolis Tours**. Watermark Cruises and others. ...
associatedcontent.com/article/2123765/... - 76k - Cached

Annapolis Wireless " Blog Archive " Museum launches 2nd ...
Annapolis Maritime Museum will offer public **tours** again this season, beginning ... **Tours** are slated for May 17 & 18, May 31, June 1, June 14 & 15, June 28 & 29, ...
annapoliswireless.com/museum-launches-2nd-season-of-public-**tours**... - Cached

Annapolis Hotels Boating and Dining - on Annapolis.com
Annapolis Hotel Guide. Online Reservations. Vacation Rentals. B & B ... Featured **Annapolis** Business " More Events. Ghost **Tours**. Date: 10/19/2007 - 10/30/2007 ...
www.**annapolis.com**/events/eventdetail.php?id=708 - Cached

Department of Legislative Services - Visit Us - Educational ...
... the more popular **tours** and historic sites in **Annapolis** are listed below, along ... Discover **Annapolis Tour**, 410-626-6000. Watermark, 410-268-7601. We hope ...
dls.state.md.us/top_pgs/visit_us/visit_education.html - Cached

Sherpa Guides | Chesapeake Bay | Central Maryland | Annapolis ...
Annapolis. [Fig. 13] **Annapolis**, at the heart of Anne Arundel, is Maryland's ... **Annapolis Tours**. One-hour minibus **tours** depart from the **Annapolis** visitor ...
sherpaguides.com/chesapeake_bay/.../**annapolis**.html - Cached

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Mark Searched: ANNAPOLIS TOURS

Client Name: THORPE & TYDE LLC
Attention: **JONATHAN GORNS**

Type Of Search: U.S. Full Search

Additional Coverage:
Industry Coverage: Entertainment

Our File: 163604011
Date Completed: December 22, 2009
Date Received: December 18, 2009

Goods/Services:

CONDUCTING GUIDED TOURS OF HISTORIC DISTRICTS AND OTHER AREAS OF CITIES

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ANALYST REVIEW – WEB COMMON LAW

Search Information

Type of Search: **U.S. Full Search**
Mark: **ANNAPOLIS TOURS**
Goods/Services: **CONDUCTING GUIDED TOURS OF HISTORIC DISTRICTS AND OTHER AREAS OF CITIES**

With the emergence of the Web as an important common law source, our analysts search the web and include potentially conflicting marks in this Web Common Law section.

Data Information

Our Search Analysts search the Web and select marks to include in your report based on the mark's similarity to the mark being searched and to the goods and services specified. The selected citations provide examples of potentially conflicting occurrences and include links to the Web page(s) on which the mark was found.

For Web Search Extensions, we search the mark and focus on targeted industry–specific Web sites where significant commerce takes place for each of the industries we cover. This focused research can reveal marks that may otherwise be hard to identify.

Important Notices

Due to the dynamic nature of the Web, citations may become available or unavailable at any time. The search results included in this section are a sampling of the information available at the time of the preparation of this search report, and are not a comprehensive representation of all Web sites. Any of the citations included in your search report may become unavailable at any time following the preparation of this report. Additionally, please be aware that we do not filter Web content, which makes it possible that your Web Common Law citation may include objectionable material.

Search Strategy

Query

"ANNAPOLIS TOURS" "GUIDED TOUR" OR "GUIDED TOURS"

"ANNAPOLIS TOURS" –WATERMARK

"ANNAPOLIS TOUR" "ANNAPOLISTOURS" OR "ANNAPOLISTOUR"

"TOURS OF ANNAPOLIS" OR "TOUR OF ANNAPOLIS" OR "TOUR ANNAPOLIS" OR "TOURS ANNAPOLIS"

"TOURS" OR "TOUR" "GUIDED TOUR" OR "GUIDED TOURS"

Web Common Law Summary

Record Number	URL	Web Page Title	Page
1.	http://www.annapolis-tours.com/our_guides.html	Watermark Annapolis Tour Guides	170
2.	http://www.visitannapolis.org/see/guided-tours/details/index.aspx?accountIds=177284&categoryIds=2894	Welcome to the Annapolis Website : Details	172
3.	http://www.discover-annapolis.com/visitplanning/links.html	Discover Annapolis Tours - Links	174
4.	http://www.kayakannapolistours.com/	KAYAK - Annapolis, LLC	176
5.	http://www.ghostsofannapolis.com/	Ghosts of Annapolis	178
6.	http://annapolisfoodtours.com/	Annapolis Food Tasting Tours	180
7.	http://www.annapolistours.us/	Annapolis Tours - Sightseeing Tours of Annapolis Maryland and Beyond	182
8.	http://annapolissegwaytours.com/	Annapolis Segway Tours	184
9.	http://www.insideannapolis.com/tours.html	Inside Annapolis | Tours	186
10.	http://www.washingtondctours.us/	washingtondctours.us Tours - Enjoy the Sights in washingtondctours.us - washingtondctours.us Tours, washingtondctours.us Sightseeing	188
11.	http://www.hometownannapolis.com/tour_sights.html	Tour Annapolis - The Sights (www.HometownAnnapolis.com - The Capital)	190
12.	http://www.capitalcitycolonials.com/	Tour Annapolis Maryland	192
13.	http://www.affordabletours.com/search/Type/	Tour Types - Escorted Tours, Guided Tours, River Cruises, Cruises, and others. Discounts on: Globus Tours, Trafalgar Tours, Cosmos Tours, Collette, Contiki, Insight, General, CIE and More.	194

14.	http://www.nerone.cc/centrale.htm	ROME TOURS, ROME GUIDED TOURS, GUIDED TOURS ROME, ROME TOURS, ROME WALKING TOURS OF ROME, ITAL Y, ENGLISH SPEAKING GUIDE, HISTOR Y, VATICAN, COLOSSEUM, TREVI FOUN TAIN, PANTHEON, ROMAN FORUM, RO ME TRAVEL ROMA, PIAZZA NAVONA, SAINT PETER'S BASILICA, VATICAN MU SEUM, SISTINE CHAPEL, MICHELANGE LO MOSES, RAPHAEL, GIULIUS CAESE R, AUGUSTUS, BERNINI,ROME SIGHTS EEING,GUIDED TOURS OF ROME,GUID ED TOURS IN ROME,VATICAN CITY, RO ME CITY CENTRE TOURS, PRIVATE TOU RS OF ROME, ROME GUIDES	196
15.	http://www.radartours.com/	Radar Tours: Guided Tours to Chile, guided tours to Costa Rica, guided tours to Mexic o, guided tours to Peru. Visit places like Easter Island, Patagonia, Arenal, Cancun, Pyramids, Machu Picchu, Cusco, Inca Trail, and more.	199
16.	http://www.tour.is/	Iceland Tour Operator – Find Cheap Icela nd Tours, Iceland Travel Packages, Iceland Holidays and Iceland Vacations	201
17.	http://www.historictours.com/	Historic Tours of America – a city guide to history, historic events, tours, and attractio ns in Boston, Cambridge, Savannah, Key West, San Diego and Washington D.C.	203
18.	http://www.guidedtour.com/	The Guided Tour,Inc – Disability and speci al needs travel for developmentally challen ged young adults.	205
19.	http://texperttours.com/	Tour Austin and the Hill Country with the Texpert	207
20.	http://burren-tours.com/	Burren Tours – Guided tours of the Burren, Co. Clare, West Coast Ireland.	209

http://www.annapolis-tours.com/our_guides.html

Watermark Annapolis Tour Guides

Annapolis Tours® by Watermark Colonial Guides ... Watermark's tour guides bring over 30 years of guided tour experience to the streets of Annapolis, Maryland and ... Guided tours can be customized to meet your group's specific needs. ...

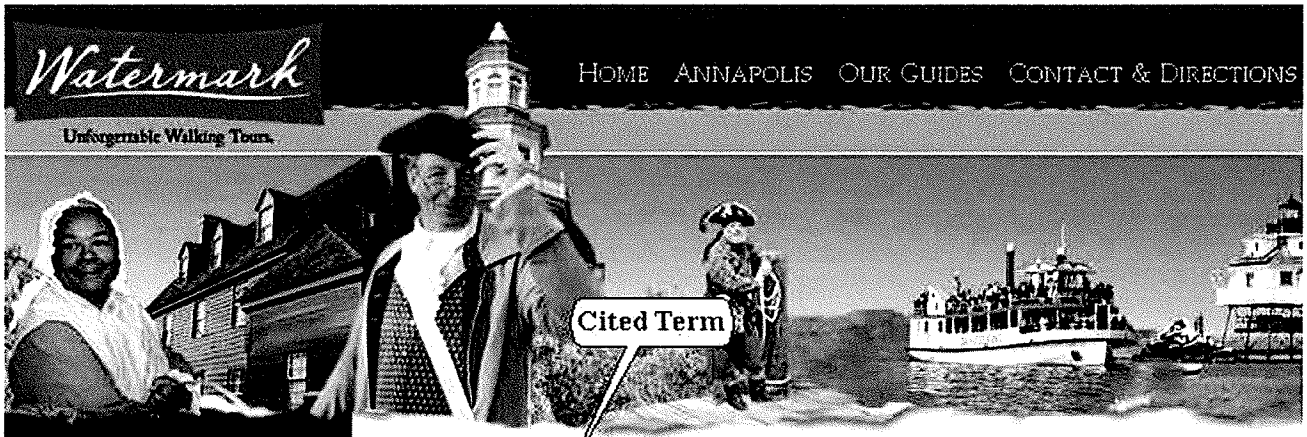
www.**annapolis-tours**.com/our_guides.html - Cached

Web Page Information

HTML Title:	Watermark Annapolis Tour Guides
Keywords:	
Description:	
Status:	Accessible

Watermark
Unforgettable Walking Tours.

HOME ANNAPOLIS OUR GUIDES CONTACT & DIRECTIONS



Unforgettable journeys.

- Four Century Tour
- African-American Heritage Tour
- Haunted Ghost Tour
- Candlelight Stroll
- Personal Guide Service

Annapolis Tours® by Watermark Colonial Guides

Watermark's tour guides bring over 30 years of guided tour experience to the streets of Annapolis, Maryland and the United States Naval Academy. Visitors from school aged children to senior citizens to international guests walk side-by-side with our colonial tour guides as they explore our historic capital and enjoy the latest "gossip" about 18th century Annapolis.

Before our guides walk the streets in their 18th century attire, they receive over 50 hours of training beginning with the founding of Maryland in the 1600's to present day. Training sessions include information on the history of Annapolis and its contribution to the founding of our country, how our state government works, architecture, African-American history, St. John's College, and historic homes in Annapolis and their significance. All guides are certified by the United States Naval Academy. We take pride in knowing that we have the best trained guides who provide our visitors with an opportunity to learn and to laugh.

Guided tours can be customized to meet your group's specific needs. Private tours can be presented in **English, French, German** and **Spanish**.

Annapolis Towne Crier

Looking to do something fun and unique for your next event? Invite the officially appointed Annapolis Towne Crier, Squire Frederick Taylor, to "crie" official proclamations as well as unofficial declarations. Squire Frederick and other Watermark Guides are available for proclamations and will work with you to create a personalized declaration that will add a unique flare to your event. Contact our sales office at 410.268.7601 or contact us to learn mor

Meet

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to preser
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I look for

http://www.annapolis-tours.com/our_guides.html

http://www.visitannapolis.org/see/guided-tours/details/index.aspx?accountIds=177284&categoryIds=2894

Welcome to the Annapolis Website : Details

THIS REFERENCE WAS RETRIEVED THROUGH ADDITIONAL RESEARCH

Web Page Information

HTML Title:	Welcome to the Annapolis Website : Details
Keywords:	Annapolis md, Annapolis, md, Annapolis, Annapolis Maryland, Annapolis tourism, anne arundel, county, sail, america, capital, museum, seaport, village, maritime, history, conference, visitors, bureau, dine, group, meeting, sports, media, partners, water
Description:	Visit Annapolis and Anne Arundel County, Maryland CVB. Guide for Annapolis and Anne Arundel County, MD travel and tourism information.
Status:	Accessible

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Journey into history, culture and FUN year round; enjoy and unforgettable walking t
Annapolis with colonial-dressed guides. Tour the State House and the United Stat
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Discover Annapolis Tours - Links

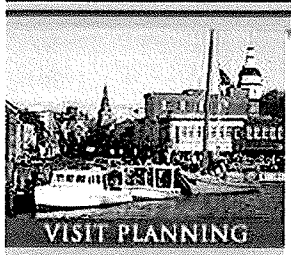
Link to: Discover Annapolis Tours Home Page. Image: Visit Planning .... Also downloadable brochures for self -guided tours in Annapolis and Galesville. ...

www.discover-annapolis.com/visitplanning/links.html - Cached

Web Page Information

HTML Title:	Discover Annapolis Tours - Links
Keywords:	Annapolis, Maryland Hall, Eastport, Mitchell Gallery, Maritime Museum, Bed & Breakfast, African-American, Marion Warren, Historic London Town & Gardens, Captain Salem Avery House, Galesville, Heritage Area
Description:	Links to other Annapolis area attractions.
Status:	Accessible

DISCOVER ANNAPOLIS



Directions
Scheduling Tips
Free Stuff
Security Issues
Links
RV Helps
Visit Planning

LINKS

It's a web, not a thread! Here are more of our favorite things...

Where to Start

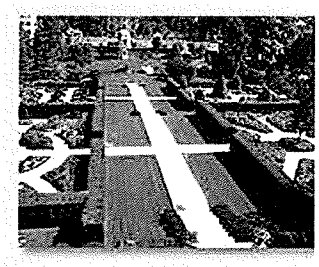
- Visitor Center - Complete listings and great links for other tours, boat rides, attractions, accommodations, restaurants, recreation, shopping, and a map to the Visitor Center. Since you're looking at this page, you probably like authentic, distinctive local experiences. Let us recommend the members of the Annapolis Bed & Breakfast Association as you plan your accommodations.
- HistoryQuest is the new history orientation center at the dock run by our local preservation society. Free! Excellent exhibits tell a little bit about a lot of topics.
- Calendar of Events
- Weather for Annapolis
- The arts scene

What's New

- The Market House has reopened after refurbishing. Good eats for cheap! Public restrooms in the dock area!
- The Banneker-Douglas Museum, the State's official museum of African-American life and culture, has reopened after a major expansion. Great permanent exhibits and interesting changing ones.

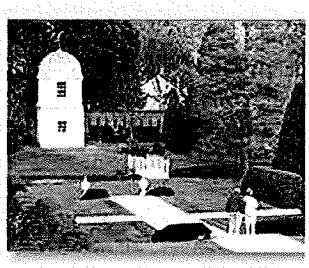
The Major Domos

- United States Naval Academy - the undergraduate college that trains warfare officers for the United States Navy and Marine Corps.
- St. John's College - the other institution of higher learning in Annapolis. Known for its unique "Great Books" curriculum. The library has an amazing home page....
- Historic Annapolis Foundation - keepers of the flame for preservation and quality of life issues. When you're in the Dock area, be sure to visit HistoryQuest, their excellent history orientation center! And they have a great links page as well.
- Annapolis Maritime Museum - interprets the area's rich and diverse martime heritage at their waterfront campus in the Eastport neighborhood

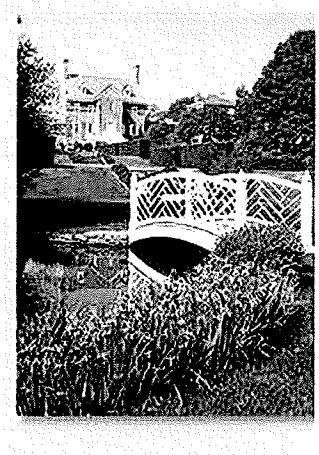


CUSTOMER COMMENTS – Unsolicited customer's views on their tour experience:

"The best seven dollars I ever spent!" (from 1995)



"It would be cheap at twice the price." (from 2002)



"Cool!" (10 year old)

http://www.kayakannapolistours.com/

KAYAK - Annapolis, LLC

Our guided tour is designed for everyone and anyone can navigate the waters with our siton-top kayaks. + More Info. Kayak Annapolis / P.O. Box 3501 ...

www.kayak**annapolistours**.com/

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Keywords:	
Description:	
Status:	Accessible

KAYAK ANNAPOLIS LLC

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Hi: 39F
Lo: 20F
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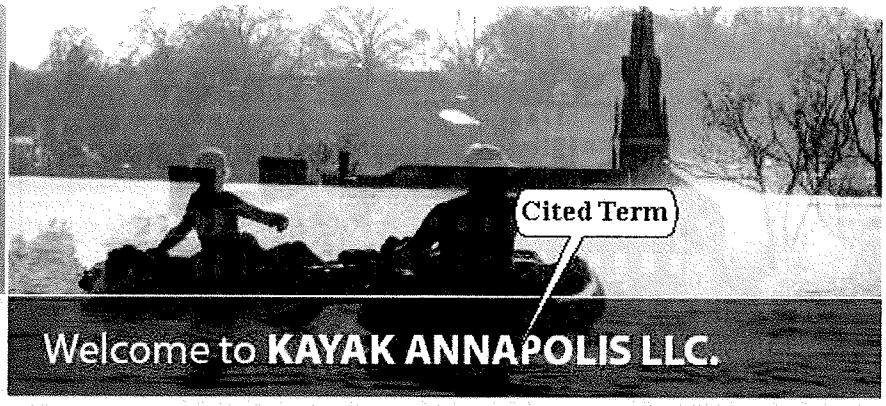
- HOME
- THE TOUR
- ABOUT US
- WHAT YOU NEED
- RESERVATIONS



CONTACT

Kayak Annapolis
P.O. Box 3501
Annapolis, MD 21403
(443) 949-0773

piratepete@kayakannapolistours.com
captainkate@kayakannapolistours.com

TOUR SCHEDULES

+ **Morning**
  07:30

+ **Afternoon**
  11:30

+ **Evening**
  03:30

TOUR

Join us for an easygoing, educational and exciting guided kayak tour through one of An seaports. Annapolis harbor and the United States Naval Academy will be the backdrop fo hour, "history rich" adventure. Half way through our tour we stop to stretch our legs and t or lunch, which has been provided for you. Our guided tour is designed for everyone ai navigate the waters with our sit-on-top kayaks.

+ **More Info**

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Ghosts of Annapolis

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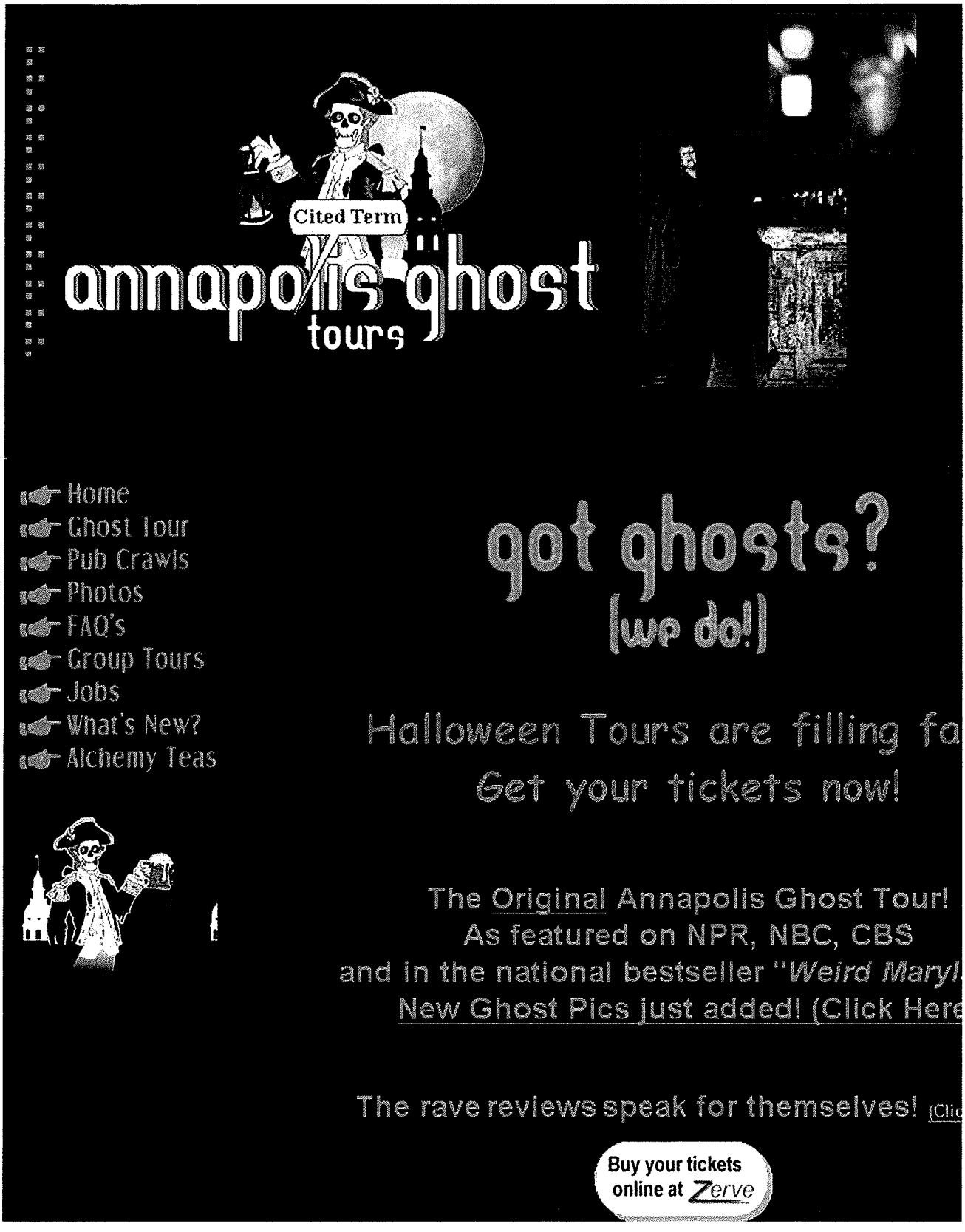
www.ghostsofannapolis.com/ - Cached - Similar

Web Page Information

HTML Title:	Ghosts of Annapolis
Keywords:	Ghosts, Spirits, Haunted, Tours, Pubs, Taverns, Pub Crawl, Annapolis, Nightlife, Annapolis Ghosts, Annapolis Tours
Description:	Ghosts of Annapolis offers Walking Ghost Tours and Haunted Pub Crawls in Historic Downtown Annapolis.
Status:	Accessible



http://www.ghostsofannapolis.com/

ANNAPOLIS FOOD TOURS

Home | Tours | Tickets | Guide | Recipes | Gallery | FAQ's | About Us | Contact Us

Annapolis Food Tasting Tours

Cited Term

Annapolis has been the place for good eating long before our founding fathers came here to eat as well as conduct business. It was said no one living in colonial Annapolis, no matter their station in life need go hungry because they could live like a king on the bounty of the Chesapeake Bay and the rich land. As much as things have changed, they have stayed the same. Annapolis is still the place for good eating. And the variety has only grown. It is our goal to introduce you to Annapolis through its many tastes.

Buy your tickets online at Zerve

Advance purchase recommended, tours do sell out in advance.

▶▶ *Check available dates and buy tickets online.*

To purchase tickets by phone, please call Zerve at:
(800) 979-3370
- or -
(212) 209-3370

Our walking tours feature frequent food tastings blended with history, humor, and fun in Annapolis. You will get to digest delicious food as well as a bit of Annapolis' rich history. And for all Foodies and History Buffs! A newly designed food tasting and history adventure in the Historic District of Annapolis awaits you. It is the **Annapolis Food & History Tour**. This tour blends the best of past and present. A colonial-clad guide will lead you through the rich history of Annapolis' past, while introducing you to 21st century culinary delights - a seamless blend of time and tastes. Included are select venues that are either unique, incredibly historic, a great "taste", or all of the above. While walking this compact city, you will eat where the founding fathers ate, and eat where the founding fathers wish they could have eaten. Historical venues become hysterical venues when paired with crab, coffee, ice cream, and such.

Have you ever been on one of those tours where the whole group had to crowd around the tour guide, just to hear what was being said? Or the guide races from stop to stop, because he can't speak to the group while on the move and he has to convey all his information in short bursts? Well, then, you're in for a special treat! While on the Annapolis Food & History Tour, you will be taking advantage of the latest featherweight single-ear receiver from *Listening Technologies*. They are so light you will not even remember they are there. And with their built-in volume controls, you will always hear what your guide is saying, even if you venture to look in a store window or street noise intrudes on the moment.

Annapolis food tours are produced by Captial City Colonials of Annapolis, MD.
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http://www.annapolistours.us/

Annapolis Tours - Sightseeing Tours of Annapolis Maryland and Beyond

Sightseeing tours of Annapolis Maryland. Reserve tour tickets online or call us toll free for assistance with all Annapolis tour reservations.

www.**annapolistours**.us/ - Cached - Similar

Web Page Information

HTML Title:	Annapolis Tours - Sightseeing Tours of Annapolis Maryland and Beyond
Keywords:	annapolis tours, annapolis tour, annapolis md tours, annapolis md tour, sightseeing, maryland
Description:	Sightseeing tours of Annapolis Maryland. Reserve tour tickets online or call us toll free for assistance with all Annapolis tour reservations.
Status:	Accessible

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Tours in Annapolis

Sightseeing tours in Annapolis, Maryland.

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800-250-1550

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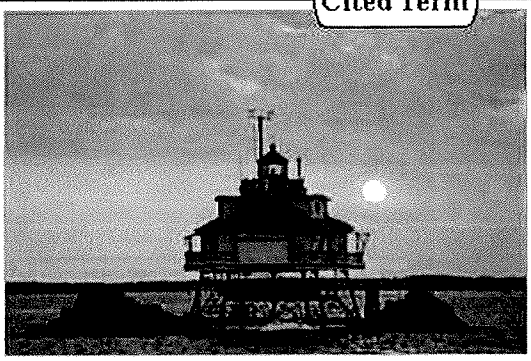
You will receive an E-Ticket for your tour/activity. We attempt to provide your E-Ticket within 72 hours (if your tour/activity is in less than 10 days). If your tour/activity is within the next 72 hours, your E-Ticket will be processed as quickly as possible.

1. Make your reservation
2. Give us the necessary time to process it
3. Go to http://www.reserve123.com/tickets to print your E-Tickets.

You will be able to print your E-Tickets from any computer anywhere. **You must have your E-Ticket, or you will be charged again with no refund.** Click here to contact us for HELP.

Tours & Activities in Annapolis

Cited Term



AnnapolisTours.us offers a wide variety of sightseeing tours in Annapolis and Baltimore. Our most popular tours are Historic Walking Tour of Annapolis.

There is so much to see from Annapolis to Washington DC, and with heavy traffic and extremely limited parking, the only way to see the sights and make the most of your time is with one of our DC Tours. DC Tours will take you to see it all -- from the White House and the Capitol to the Smithsonian and Arlington National Cemetery. We also offer tours to Mount Vernon, Williamsburg, Gettysburg, and more.

How to Find the Tours and Activities that Interest You

The AnnapolisTours.us web site offers many tours and attractions. To find the tours, attractions, and activities that are of the most interest to you, there are three ways to look.

On the left side of every page, our **"Most Popular Tours"** are displayed. These are the tours that generate the highest sales for us, so we know they are the most popular with visitors.

On the right side of every page, the **Tour & Activity Types"** are displayed. We categorize each tour, attraction, and acticity to make it easy for you to find the options for a specific type of tour or activity. So, for example, if you know you want to take a cruise, by clicking on "Cruises' under the Tour Types, you will then see a brief summary of each tour that includes a cruise. Click on the summaries that sound interesting, and you can read the full description for the tour.

The last way to look is by clicking on the **"Tours & Activities"** link underneath our logo at the top of each page. This will give you a complete list of every tour and activity that we offer. You may then scan the summaries of each tour and activity and click on those of interest to read the full description and access the ordering information.

Concert Tickets, Sports Tickets, and Show Tickets

Your Reser

Your Reservatic

Comparative selection of tour independent I

This web site provides a booki tours, and activities and is not any of the venues, teams, perf unless this web site express Media Inc. is an official part copyrights are the property of on this website are for factua and Alcatraz Media Inc. may or organizations wi

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We provide the ability for selection of tours and activitie the toolbar, and you can com area. The Reserve123 Networ booking service in the world

Search for a

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Attractions

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Baltimore

Baltimore

http://annapolissegwaytours.com/

Annapolis Segway Tours

Advanced purchase strongly recommended tours often sell out in advance! Buy Annapolis Segway Tour tickets online or call Zerve at (800) 979-3370 or (212) 209-3370 (int'l)annapolissegwaytours.com · Cached page

Web Page Information

HTML Title:	Annapolis Segway Tours
Keywords:	
Description:	
Status:	Accessible

ANNAPOLIS
SEGWAY TOURS

Schedule a Tour | Tour Information | Directions | Buy a Segv

Advanced purchase strongly recommended – tours often sell out in advance!

Zerve

Buy Annap[illegible] tickets online or call Zerve at (800) 979-3370 or (212) 209-3370 (int'l)

Cited Term

Annapolis Segway Tours Is Now Open Downtown!

Annapolis Segway Tours has a new location in the charming historic downtown area of Annapolis, MD, just steps from the Naval Academy and many of the historic sights, such as city dock, the State House, Market House and more.

The Segway Personal Transporter™ is the perfect way to see this 18th century historic town, with its delightfully narrow streets and fascinating colonial architecture. The only way to really see its tucked away historic buildings, scenic waterfront homes, picturesque parks and quaint out of the way nooks and crannies, is by Segway.

Come visit our new location at 131 Prince George Street to see a Segway PT in person! To purchase gift certificates, call 410-280-1577 or 888-280-1577

Get directions »

Learn more about the Segway PT »

(c) 2005 Annapolis Segway Tours
131 Prince George Street
Annapolis, MD 21401

http://www.insideannapolis.com/tours.html

Inside Annapolis | Tours

Inside **Annapolis | Tours**. There are many ways to visit our city and enjoy it's offerings. Here are a few folks that can help you get the most out of your time in **...**www.**insideannapolis.com/tours**.html - Cached

Web Page Information

HTML Title:	Inside Annapolis | Tours
Keywords:	
Description:	
Status:	Accessible

Inside ANNAPOLIS .com

SUBSCRIBE NOW! We now mail anywhere in the USA!
Home delivery just $1 per issue. Click here.

Inside Annapolis | Tours

There are many ways to visit our city and enjoy it's offerings. Here are a few folks that can help you get the most out of your time in our city.

Capital City Colonials 410-295-9715

Disc[Cited Term] Tours, 410-626-6000

Annapoli[Cited Term] Segway Tours, 410-267-8607

Three [Cited Term]entury Tours of Annapolis, 410-263-5357

Annapolis Carriage Tours 410-349-1660

Ghosts of Annapolis Tours 410-216-6005

Additions to our lists are always welcome. Send your comments or recommendations to info@insideannapolis.com.

Last edited on June 5, 2006

TOWN PULSE
What event in the Annapolis area are you most looking forward to in 2006?

- Powerboat Show
- Sailboat Show
- Renaissance Festival
- Seafood Festival
- County Fair

Additional comments ?

Vote | Reset

Last time we asked, "**How many past issues of Inside Annapolis Magazine do you have?** " Out of all the responses, we found that **most of our readers** keep **at least 3 issues** of Inside Annapolis Magazine around the house, but **a couple of our readers** have **over several years of issues**! We're glad to hear that so many of you stay with us!

Thanks to all those that voted!

Results Posted Every Issue!!

http://www.insideannapolis.com/tours.html

http://annapolisfoodtours.com/

Annapolis Food Tasting Tours

Food Tasting Tours in Annapolis Maryland and historic district history walking tours of Annapolis Maryland ...

Annapolis has been the place for good eating long **...annapolisfoodtours.com** - Cached

Web Page Information

HTML Title:	Annapolis Food Tasting Tours
Keywords:	Annapolis Tours Annapolis Maryland history walking tours sightseeing food tours gelato pop-overs crab ice cream Irish Pub
Description:	Food Tasting Tours in Annapolis Maryland and historic district history walking tours of Annapolis Maryland
Status:	Accessible

Washington, DC Tours

HOME | TOURS & ACTIVITIES | CHARTERS | LIMOS | FAQ'S | GROUPS

Washington DC Tours & Activities

Washington DC Sightseeing, Washington DC Tours, Washington, DC Activities.

Click here to contact us

Bookmark This Page

Tours & Activity Types

View the complete list

Holiday Gift Ideas

Super Saver Special Discounts

African American History Tours in Washington DC

Annapolis City Tours

Annapolis Tours

Arlington Cemetery Tours in Washington DC

Attractions in Baltimore

Attractions in Gettysburg

Attractions in Washington DC

Baltimore Area Tours

Baltimore City Tours

Baltimore Events

Battlefield Tours in Gettysburg

Bicycle Rentals in Washington DC

Bicycle Tours in Washington, DC

Boat Tours from Baltimore

Boat Tours in Washington DC

Bus Rentals in Washington DC

Bus Tours in Gettysburg

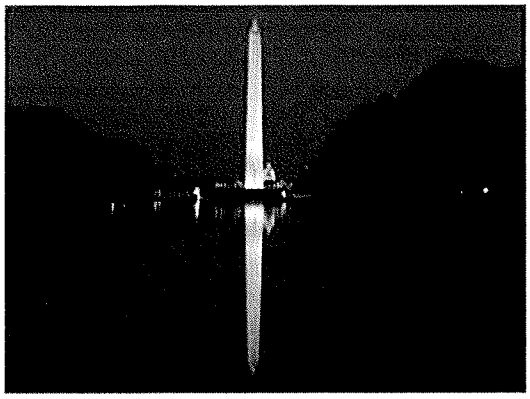
Bus Tours in New York

Bus Tours in Washington DC

Cemetery Tours in Gettysburg

Christmas Events in Washington

Washington DC Tours & Activities



Washington DC Tours features a variety of tours and activities in Washington, DC.

How to Find the Tours and Attractions that Interest You

The Washington DC Tours web site offers many tours and attractions. To find the tours, attractions, and activities that are of the most interest to you, there are three ways to look.

On the left side of every page, the **Tour & Activity Types"** are displayed. We categorize each tour, attraction, and acticity to make it easy for you to find the options for a specific type of tour or activity. So, for example, if you know you want to go from sight to sight bon a DC Trolley, by clicking on "Trolley Tours" under the Tour Types, you will then see a brief summary of each trolley tour. Click on the summaries that sound interesting, and you can read the full description for the tour.

On the right side of every page, our **"Most Popular Tours"** are displayed. These are the tours that generate the highest sales for us, so we know they are the most popular with visitors.

The last way to look is by clicking on the **"Tours & Activities"** link underneath our logo at the top of each page. This will give you a complete list of every tour and activity that we offer. You may then scan the summaries of each tour and activity and click on those of interest to read the full description and access the ordering information.

Cited Term

Holiday Gif

Click here to see a s

great holiday gift id

Your Reser

Your Reservatic

Comparative selection of tour

independent

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any of the venues, teams, perf

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and Alcatraz Media Inc. may

or organizations wl

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Washir

Mount Vernon Cruise &

Mount Vernon & Arlington C

Washington DC

Washington DC Pho

Maryland Hotel - Gaylord Na

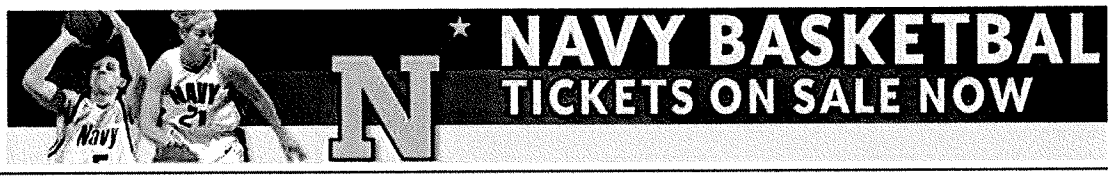
http://www.hometownannapolis.com/tour_sights.html

Tour Annapolis - The Sights (www.HometownAnnapolis.com - The Capital)

THIS REFERENCE WAS RETRIEVED THROUGH ADDITIONAL RESEARCH

Web Page Information

HTML Title:	Tour Annapolis - The Sights (www.HometownAnnapolis.com - The Capital)
Keywords:	annapolis, maryland, homes, property, real estate, rentals, apartments, land, tow nhouse, townhome, colonial, news, sports, business, community, neighborhoods, naval academy, navy, midshipmen, environment, government, entertainment, cale ndar, events,
Description:	HometownAnnapolis.com - A Web site for Annapolis and Anne Arundel County. Powered by Capital Gazette Communications and The Capital Newspaper.
Status:	Accessible



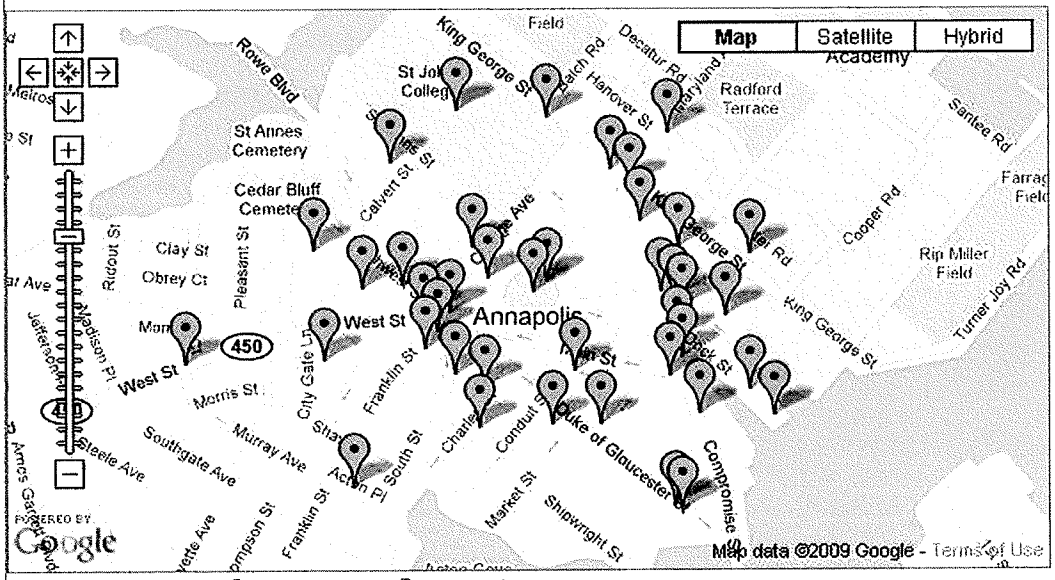
The Capital Tuesday, December 22, 2009
HOMETOWNANNAPOLIS.COM

Current Weather 40°F

ANNAPOLIS SIGHTS

Tour ANNAPOLIS

Welcome to Tour Annapolis, your guide to Maryland's capital. Below is a map pinpointing many of the historic landmarks in the city. Click on the icons for more information. Below that is a display of many of Annapolis' historic sites with links to more information.



Map Key: Site w/ Info | Site w/ no Info | Docks | Parking

Annapolis City Dock
The heart of Annapolis' historic district, the City Dock has remained a bustling center of city life for over 300 years.

The Banneker-Douglass Museum
Named for Benjamin Banneker and Frederick Douglass, the Banneker-Douglass Museum is dedicated to the preservation of African-American history.

The William Paca House and Garden
The William Paca House and Gardens were home to one of

The United States Naval Academy
The U.S. Naval Academy is home to about 4,000 midshipmen who

EVENTS CALE

Dec 22 - Taler Spectacular
Dec 22 - Searr Harry Browne'
Dec 31 - New Celebration
Jan 06 - Art & Winter Wonde
Jan 06 - Preve

http://www.hometownannapolis.com/tour_sights.html

http://www.capitalcitycolonials.com/

Tour Annapolis Maryland

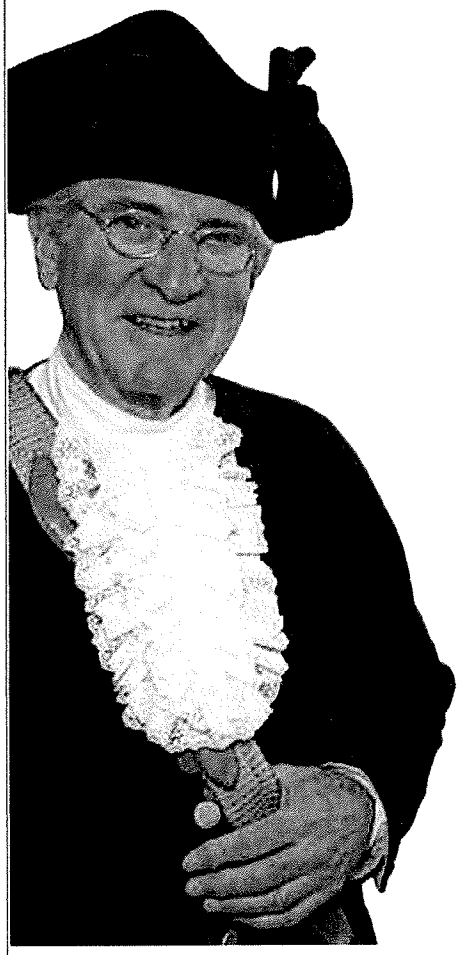
Walking Tours of the historic district of Annapolis, MD. with colonial dressed tour guides. Women's Tour and General Washington's Resignation tour.

www.capitalcitycolonials.com/ - Cached - Similar

Web Page Information

HTML Title:	Tour Annapolis Maryland
Keywords:	tours, Annapolis, Capital City Colonials, walking tours, guided tours, historic tour s, Annapolis MD, colonial Maryland, Jonas Green, Women's tour, historic homes in Annapolis, colonial costume, grandhouses, General George Washington, Was hington's resignation, Paca House, Hammond-Harwood House, Maryland State House, Maryland capitol, Maryland vacation, historic Annapolis
Description:	Walking Tours of the historic district of Annapolis, MD. with colonial dressed tour guides. Women's Tour and General Washington's Resignation tour.
Status:	Accessible

HOME CALENDAR TOURS GROUPS UN-TOURS ANNAPOLIS FAQ'S ABOUT CONT



Take a walk with us...

Tour Annapolis

Cited Term

Capital City Colonials

Walking tours of historic Annapolis Mai

- Annapolis-in-an-Hour
- Annapolis Food & History Tour
- Historic District 101
- Women of Annapolis
- Segway Tours in Annapolis
- Washington's Resignation
- The Jonas Green House
- The Sands' House
- Colonial Gossip
- Grand Houses

- Capital City Coloni
  11 reviews

Buy your tickets online at Zerve

Advance purchase recommended, tours do sell out in advance.

Check available dates and buy tickets online.

To purchase tickets by phone, please call Zerve at:
(800) 979-3370
- or -
(212) 209-3370

★★★★★
Rated 4.8 out of 5 stars at Zerve by prior guests!
Read real, unedited reviews

http://www.capitalcitycolonials.com/

UNITED STATES PATENT AND TRADEMARK OFFICE

SERIAL NO: 76/622508

APPLICANT: CHESAPEAKE MARINE TOURS, INC. D.B.A. WAT ETC.

76622508

CORRESPONDENT ADDRESS:
H. JAY SPIEGEL
H. JAY SPIEGEL & ASSOCIATES
PO BOX 11
MOUNT VERNON, VA 22121-0011

RETURN ADDRESS:
Commissioner for Trademarks
P.O. Box 1451
Alexandria, VA 22313-1451

MARK: ANNAPOLIS TOURS

CORRESPONDENT'S REFERENCE/DOCKET NO: N/A

CORRESPONDENT EMAIL ADDRESS:

Please provide in all correspondence:

1. Filing date, serial number, mark and applicant's name.
2. Date of this Office Action.
3. Examining Attorney's name and Law Office number.
4. Your telephone number and e-mail address.

OFFICE ACTION

RESPONSE TIME LIMIT: TO AVOID ABANDONMENT, THE OFFICE MUST RECEIVE A PROPER RESPONSE TO THIS OFFICE ACTION WITHIN 6 MONTHS OF THE MAILING OR E-MAILING DATE.

Serial Number 76/622508

The assigned examining attorney has reviewed the referenced application and determined the following.

Office Search
The Office records have been searched and no similar registered or pending mark has been found that would bar registration under Trademark Act Section 2(d), 15 U.S.C. §1052(d). TMEP §704.02.

Refusal Under Section 2(e)(2) – Geographically Descriptive
The examining attorney refuses registration on the Principal Register because the mark is primarily geographically descriptive of the applicant's services. Trademark Act Section 2(e)(2), 15 U.S.C. §1052(e)(2); TMEP §§1210.01(a) and 1210.04(b).

A three-part test is applied to determine whether a mark is primarily geographically descriptive

REG0

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DEPOSITION EXHIBIT 18

services within the meaning of Trademark Act Section 2(e)(2):

(1) the primary significance of the mark must be geographic, i.e., the mark names a particular geographic place or location;
(2) purchasers must be likely to make a goods-place or services-place association, i.e., purchasers are likely to think that the goods or services originate in the geographic location identified in the mark; and
(3) the mark identifies the geographic origin of the goods and/or services.

TMEP §1210.01(a); *See In re MCO Properties, Inc.*, 38 USPQ2d 1154 (TTAB 1995); *In re California Pizza Kitchen,* 10 USPQ2d 1704 (TTAB 1989).

The attached evidence from www.yourdictionary.com shows that the primary significance of the term "ANNAPOLIS" in the mark is the name of a geographic location. Purchasers are likely to believe the services originate in that geographic location because applicant is located there. Thus there is a presumed services-place association in this case. *In re JT Tobacconists*, 59 USPQ2d 1080 (TTAB 2001); *In re U.S. Cargo, Inc.*, 49 USPQ2d 1702 (TTAB 1998); *In re Carolina Apparel,* 48 USPQ2d 1542 (TTAB 1998); *In re Chalk's International Airlines Inc.*, 21 USPQ2d 1637 (TTAB 1991); *In re California Pizza Kitchen,* 10 USPQ2d 1704 (TTAB 1989); *In re Handler Fenton Westerns, Inc.*, 214 USPQ 848 (TTAB 1982); TMEP §1210.04(b).

The applicant has added the generic term "TOURS" to the geographic term "ANNAPOLIS."The addition of a generic or merely descriptive term to a geographic term does not obviate a determination of geographic descriptiveness. *See In re JT Tobacconists*, 59 USPQ2d 1080 (TTAB 2001); *In re Carolina Apparel,* 48 USPQ2d 1542 (TTAB 1998); *In re Chalk's International Airlines Inc.*, 21 USPQ2d 1637 (TTAB 1991); *In re Wine Society of America Inc.*, 12 USPQ2d 1139 (TTAB 1989); *In re California Pizza Kitchen Inc.,* 10 USPQ2d 1704 (TTAB 1988); *In re Cambridge Digital Systems,* 1 USPQ2d 1659 (TTAB 1986); *In re BankAmerica Corp.*, 231 USPQ 873 (TTAB 1986); *In re Application of Handler Fenton Westerns, Inc.* 214 USPQ 848 (TTAB 1982); TMEP §1210.02(c)(ii).

Although the trademark examining attorney has refused registration, applicant may respond to the refusal to register by submitting evidence and arguments in support of registration.

PLEASE NOTE: The record indicates that applicant has used its mark for a long time; therefore, applicant may seek registration on the Principal Register under Trademark Act Section 2(f), 15 U.S.C. §1052(f), based on acquired distinctiveness. To amend the application to Section 2(f) based on five years use, applicant should submit the following written statement claiming acquired distinctiveness, if accurate:

> The mark has become distinctive of the goods and/or services through applicant's substantially exclusive and continuous use in commerce for at least the five years immediately before the date of this statement.

Applicant must verify this statement with a notarized affidavit or a signed declaration under 37 C.F.R. §2.20. 37 C.F.R. §2.41(b); TMEP §1212.05(d).

Please note that if registration of the mark is sought on the Supplemental Register or on the

yourDictionary.com™ **Dictionary Results**

TYPE IN YOUR WORD & CLICK GO!
Search: annapolis Normal GO

An·nap·o·lis Listen: [ə-năp'ə-lĭs] (Pronunciation Key)

The capital of Maryland, in the central part of the state on an inlet of Chesapeake Bay south-southeast of Baltimore. Settled in 1649, it was the site of the Annapolis Convention in 1786, which led to the federal Constitutional Convention of 1787. The U.S. Naval Academy, founded in 1845, is in Annapolis. Population: 36,100.

Back Back to Search
< Annandale Annapolis Royal >

The American Heritage ® Dictionary of the English Language, Fourth Edition
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please use the online searchable *Manual of Acceptable Identifications of Goods and Services* at http://tess2.uspto.gov/netahtml/tidm/html, which is frequently updated in accordance with prevailing rules and policies. *See* TMEP §§702.03(a)(iv) and 1402.04.

If applicant has questions about its application or needs assistance in responding to this Office action, please telephone the assigned trademark examining attorney directly at the number below.

/Daniel Brody/
Trademark Examining Attorney
Law Office 115
U.S. Patent and Trademark Office
(571) 272-9724

HOW TO RESPOND TO THIS OFFICE ACTION:

- ONLINE RESPONSE: You may respond formally using the Office's Trademark Electronic Application System (TEAS) Response to Office Action form (visit http://www.uspto.gov/teas/index.html and follow the instructions, but if the Office Action has been issued via email, you must wait 72 hours after receipt of the Office Action to respond via TEAS).
- REGULAR MAIL RESPONSE: To respond by regular mail, your response should be sent to the mailing return address above and include the serial number, law office number and examining attorney's name in your response.

STATUS OF APPLICATION: To check the status of your application, visit the Office's Trademark Applications and Registrations Retrieval (TARR) system at http://tarr.uspto.gov.

VIEW APPLICATION DOCUMENTS ONLINE: Documents in the electronic file for pending applications can be viewed and downloaded online at http://portal.uspto.gov/external/portal/tow.

GENERAL TRADEMARK INFORMATION: For general information about trademarks, please visit the Office's website at http://www.uspto.gov/main/trademarks.htm

FOR INQUIRIES OR QUESTIONS ABOUT THIS OFFICE ACTION, PLEASE CONTACT THE ASSIGNED EXAMINING ATTORNEY SPECIFIED ABOVE.

Principal Register under Section 2(f), the applicant must disclaim "TOURS" apart from the mark as shown because the wording is be generic in the context of applicant's services. *In re Wella Corp.*, 565 F.2d 143, 196 USPQ 7 (C.C.P.A. 1977); *In re Creative Goldsmiths of Washington, Inc.*, 229 USPQ 766 (TTAB 1986); *In re Carolyn's Candies, Inc.*, 206 USPQ 356 (TTAB 1980); TMEP §1213.03(b).

A properly worded disclaimer should read as follows:

> No claim is made to the exclusive right to use "TOURS" apart from the mark as shown.

The Office can require an applicant to disclaim exclusive rights to an unregistrable part of a mark, rather than refuse registration of the entire mark. Trademark Act Section 6(a), 15 U.S.C. §1056(a). Under Trademark Act Section 2(e), 15 U.S.C. §1052(e), the Office can refuse registration of the entire mark where it is determined that the entire mark is merely descriptive, deceptively misdescriptive, or primarily geographically descriptive of the goods. Thus, the Office may require the disclaimer of a portion of a mark which, when used in connection with the goods or services, is merely descriptive, deceptively misdescriptive, primarily geographically descriptive, or otherwise unregistrable (e.g., generic). TMEP §1213.03(a). If an applicant does not comply with a disclaimer requirement, the Office may refuse registration of the entire mark. TMEP §1213.01(b).

A "disclaimer" is thus a written statement that an applicant adds to the application record that states that applicant does not have exclusive rights, separate and apart from the entire mark, to particular wording and/or to a design aspect. **The appearance of the applied-for mark does not change.**

If applicant chooses to respond to the refusal to register, then applicant must also respond to the following requirement.

Identification of Services

The identification of services is unacceptable as indefinite because it does not indicate what is being toured. Applicant may change this wording to "conducting guided tours of [*indicate facility, e.g., a museum, an historical site, a winery*]" in international class 41, if accurate. TMEP §1402.01.

If applicant adopts the suggested amendment of the services, then applicant must amend the classification to International Class 41. 37 C.F.R. §§2.32(a)(7) and 2.85; TMEP §§1401 *et seq.*

Please note that, while the identification of services may be amended to clarify or limit the services, adding to the services or broadening the scope of the services is not permitted. 37 C.F.R. §2.71(a); TMEP §1402.06. Therefore, applicant may not amend the identification to include services that are not within the scope of the services set forth in the present identification.

The trademark examining attorney examines identifications of goods and/or services for acceptability in accordance with the Rules of Practice in Trademark Cases and USPTO policies and procedures in effect at the time registration is sought. Descriptions of goods and/or services found in earlier-filed applications and registrations are not always determinative on the issue of acceptability of such identifications in the present time. For guidance on writing identifications of goods and/or services,

*** User:dbrody ***

#	Total Marks	Dead Marks	Live Viewed Docs	Live Viewed Images	Status/ Search Duration	Search
01	3	0	3	2	0:01	"CHESAPEAKE MARINE TOURS"[on]
02	274	142	132	73	0:03	*n{v}p{v}l{v}{"sz"}*[bi,ti] *n{v}p{v}ll{v}{"sz"}*[bi,ti]
03	5539	N/A	0	0	0:01	*tour*[bi,ti]
04	1	0	1	1	0:01	2 and 3

Session started 6/30/05 5:37:12 PM

Session finished 6/30/05 5:43:52 PM

Total search duration 0 minutes 6 seconds

Session duration 6 minutes 40 seconds

Defaut NEAR limit=1ADJ limit=1

Sent to TICRS as Serial Number: 76622508

CERTIFICATE OF MAILING

Date of Deposit: 8/22/05

I hereby certify under 37 CFR 1.10 that this correspondence and enumerated documents is being deposited with the United States Postal Service as "First Class Mail Post Office to Addressee" with sufficient postage on the date indicated above and is addressed to the Commissioner for Trademarks, Mail Stop Non-Fee Amendment, P.O. Box 1451, Alexandria, VA 22313-1451.

Name: Theresa R. Godfrey

Signature: Theresa R. Godfrey

H. JAY SPIEGEL & ASSOCIATES

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re Service Mark Application of:

CHESAPEAKE MARINE TOURS, INC.
D.B.A. WATERMARK CRUISES

LAW OFFICE: 115

Serial Number: 76/622,508

EXAMINING ATTORNEY:
Daniel Brody

Filed: November 29, 2004

Mark: ANNAPOLIS TOURS

RESPONSE

The Honorable Commissioner of
Trademarks
Alexandria, VA 22313-1451

Sir:

In response to the outstanding Office Action dated July 1, 2005, for which a statutory period for response of six (6) months was given, kindly amend the subject application as follows:

Kindly enter the following disclaimer: --No claim is made to the exclusive right to use "TOURS" apart from the mark as shown.--

DEPOSITION EXHIBIT 198
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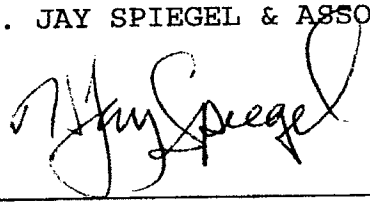
AM 9
08-23-2005
U.S. Patent & TMOfc/TM Mail Rcpt Dt. #77

The requested disclaimer has been entered and the identification of services has been amended to specify that which is being toured.

Accordingly, the application is now believed to be in condition for publication for opposition. Such action is respectfully solicited.

Respectfully submitted,

H. JAY SPIEGEL & ASSOCIATES



H. Jay Spiegel
Attorney for Applicant
Registration No. 30,722

H. JAY SPIEGEL & ASSOCIATES
P.O. Box 11
Mount Vernon, Virginia 22121
(703) 619-0101

AM 11

http://www.washingtondctours.us/

washingtondctours.us Tours - Enjoy the Sights in ...

washingtondctours.us sightseeing tours and attractions. Reserve ... African American History Tours in Washin gton DC. Annapolis City Tours. **Annapolis Tours** ...www.**washingtondctours.us** - Cached

Web Page Information

HTML Title:	washingtondctours.us Tours - Enjoy the Sights in washingtondctours.us - washin gtondctours.us Tours, washingtondctours.us Sightseeing
Keywords:	washingtondctours.us tours, washingtondctours.us tour, washingtondctours.us sightseeing, washingtondctours.us attractions, attraction, travel in washingtondcto urs.us, discount hotels, hotel reservations, online reservation, book tours, washin gtondctours.u
Description:	washingtondctours.us sightseeing tours and attractions. Reserve tickets online and save on all sightseeing activities and things to do in washingtondctours.us. Order online or call us toll-free at 888-736-6616.
Status:	Accessible

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re Service Mark Application of:

CHESAPEAKE MARINE TOURS, INC.
D.B.A. WATERMARK CRUISES

LAW OFFICE: 115

Serial Number: 76/622,508

EXAMINING ATTORNEY:
Daniel Brody

Filed: November 29, 2004

Mark: ANNAPOLIS TOURS

DECLARATION

The Honorable Commissioner of
Patents and Trademarks
Alexandria, VA 22313

Sir:

The undersigned, President of Applicant Corporation, makes the following declaration on behalf of Applicant:

(1) That Applicant seeks federal registration of the above-captioned Service Mark; and

(2) That the mark has become distinctive of the services through substantially exclusive and continuous use in commerce by Applicant and its predecessor for at least the five years immediately before the date of this statement.

The undersigned, being hereby warned that willful false statements and the like so made are punishable by fine or imprisonment, or both, under 18 U.S.C. § 1001, and that such willful false statements may jeopardize the validity of the

AM 12

Exhibit N

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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD
ALCATRAZ MEDIA, INC. :
Petitioner : Cancellation No.
v. : 92050879
CHESAPEAKE MARINE TOURS, INC.: Mark: ANNAPOLIS TOURS
D/B/A WATERMARK CRUISES :
Respondent :

****

Deposition of Debbie Gosselin
(Confidential Portions Redacted)
Annapolis, Maryland
Tuesday, March 29, 2011
12:58 p.m.

Job No: 196338
Pages 1 - 178
Reported by: Daphne S. Hurley

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Deposition of Debbie Gosselin, held at the offices of:
Hartman & Egeli
116 Defense Highway
Suite 300
Annapolis, Maryland 21401

Pursuant to notice, before Daphne S. Hurley, Court Reporter and Notary Public in and for the State of Maryland.

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PROCEEDINGS

Whereupon,

DEBBIE GOSSELIN,

a witness produced on call of the Petitioners, having first been duly sworn, was examined and testified as follows:

MS. GAN: I'd just like to state that I am Rebeccah Gan and this is E. Michelle Tyde and we're here for the Petitioner, Alcatraz Media.

MR. SPIEGEL: I'm H. Jay Spiegel, here on behalf of Chesapeake Marine Tours.

DIRECT EXAMINATION

BY MS. GAN:

Q. Great. Ma'am, could you just state your full name?

A. Debbie H. Gosselin.

Q. Okay. And are you the owner of Chesapeake Marine Tours?

A. Yes.

Q. And how long have you been with Chesapeake?

A. I've been with Chesapeake since 1982.

Q. Okay. Does Chesapeake do business as Watermark Cruises?

A. Watermark, yes.

Q. Is that a family company, Chesapeake?

A. It was started by my father.

Q. Great. So how long would you say you've been involved in the travel industry in and around Annapolis?

A. Since 1982.

Q. Okay. Do you have any special appointments in the travel and tourism community; any board appointments or Dock Advisory Committee appointments?

A. Me personally or do you mean my company?

Q. You personally.

A. Ever or right now?

Q. Sure. Tell me what you're doing right now.

A. I am on the City Dock Advisory Committee and the Maritime Advisory Board.

Q. Okay. What about the Visitors Center?

A. I am not on the board of that. We're

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members, but I'm not on the board.
Q. Have you ever been on the board?
A. Yes.
Q. And what years were those?
A. Oh, dear. I don't remember. I think I was on for about seven years in the '90s, probably starting in '95. This is a guess. I'm going from memory. Then for a couple of years more recently, but I don't have the -- I don't remember exactly what the years were.
Q. Does 2005, 2006, does that ring a bell?
A. Around in that area, uh-huh.
Q. Okay. Great. Let me first ask you about some documents that we got from your counsel on December 9th. There is a copy for you.
Can you identify this, this group of documents? Do you know what this is?
A. This is an invoice from Hermann Advertising.
Q. Do you see a listing for the AAACCVB on this first page up at the top?
A. I see those letters.

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Q. And what is that?
A. The Annapolis and Anne Arundel County Conference & Visitors Bureau.
Q. Do you see a date in the top right-hand corner?
A. Yes, I do.
Q. And what's the date?
A. 10/6/96.
Q. Okay. If you look at the next two pages did you think they correspond to this advertising, this invoice?
A. I am not sure if I'm looking at this right here.
Q. Okay. Yeah, we weren't sure either, that's why we asked. Let's look at the first page, which is page 45 in the bottom right-hand corner. On the right-hand side do you see an advertisement for Three Centuries Tours of Annapolis?
A. I'm sorry. Where?
Q. On the right-hand side.
A. Uh-huh.
Q. Is that a yes?

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A. Yes.
Q. Okay. Do you see the wording Annapolis Tours at the top?
A. Yes.
Q. And underneath Annapolis Tours do you see a reference to the tour at the U.S. Naval Academy?
A. The document speaks for itself. There is -- it says Naval Academy, but it doesn't reference specifically --
Q. Does it reference any other tours of any historic places?
A. It's an advertisement for, for the services. It speaks for itself.
Q. Okay. Do you see any indication of a pending trademark or registration next to the wording Annapolis Tours?
A. There is not.
Q. Okay. And what page number was this? What was the page number at the bottom?
A. REG258 or page 45?
Q. Page 45. Can you flip to the next page, page 46?

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A. Yes.
Q. On the left-hand side do you see an advertisement for Discover Annapolis Tours?
A. Yes.
Q. Okay. Do you see a reference to "One Hour Tours" originating from Discover Annapolis Tours?
A. The document speaks for itself. It says what it says.
Q. Okay. And what was that page number again?
A. Page 46 on the left and REG259 on the right.
Q. Great. I'm going to -- I think I'll take your copy back.
A. Okay.
MS. GAN: And I'm going to introduce -- you know what, can we go off the record for a second?
MR. SPIEGEL: Yes.
(Whereupon, the proceedings went off the record.)

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(Gosselin Exhibit 22 was marked for identification.)

BY MS. GAN:

Q. Okay. Let me have you look at another document. Ms. Gosselin, can you read the highlighted title at the top of the first page?

A. Annapolis & Anne Arundel County Visitors Guide Listing Update.

MS. GAN: Court Reporter, can you hear her, because I'm having trouble?

THE REPORTER: "Answer: Annapolis & Anne Arundel County Visitors Guide Listing Update."

BY MS. GAN:

Q. In the first sentence do you see a date underneath the heading?

A. The highlighted date?

Q. Uh-huh. What is that?

A. 1997/1998.

Q. Okay. Do you see a reference to Paula Fishback on this page?

A. Yes.

Q. And what is her company name next to her

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name?

A. Do you want me to read --

Q. Yes.

A. -- what is on the document?

Q. Yes, I do.

A. Three Centuries Tours is what's on the document.

Q. Flipping to the second page, do you see a reference to Member Listing Information?

A. I do.

Q. Would you read the highlighted portion, please?

A. "Three Centuries Tours of Annapolis Walking tours of the Naval Academy and Historic District of Annapolis conducted by guides in colonial dress."

MS. GAN: I'd like to move this document into evidence as Petitioner's trial exhibit --

MR. SPIEGEL: No, no, no.

MS. GAN: Sorry. Petitioner's --

MR. SPIEGEL: This is a 30(b)(6) --

MS. TYDE: Yeah.

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MR. SPIEGEL: -- deposition. So this is just Exhibit 22 from the 30(b)(6) --

MS. GAN: Exhibit 22.

MR. SPIEGEL: -- of Debbie Gosselin.

MS. GAN: Exhibit --

MR. SPIEGEL: 23.

MS. GAN: 23.

MR. SPIEGEL: And again, I note that Exhibit 23 is under seal.

MS. GAN: Right.

MR. SPIEGEL: As is this one.

(Gosselin Exhibit 23 was marked for identification.)

BY MR. HOPPER:

Q. Uh-huh. Ms. Gosselin, can you read the highlighted portion on the top of the first page?

A. State of Maryland Brochure Request.

Q. What do these look like brochure requests for?

A. I'm sorry?

Q. What kind of brochure requests are these? What are they requesting?

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A. They're requesting the record that, that is for Annapolis Tours for the -- which is the entity that provides our tour guiding services.

Q. Looking on that first page, do you recognize the handwriting on the second brochure request, the shaded one?

A. I would be guessing if I said yes, so...

Q. Okay. Do you see a date there?

A. Yes.

Q. What's the date?

A. 2/16/00.

Q. Okay. Let's flip to the next page. Do these represent more brochure requests?

A. Yes.

Q. Okay. And looking to the bottom brochure request, do you see a date?

A. Yes.

Q. What's the date?

A. 3/22/00.

Q. Okay. Let's flip to the third page. Again, do you see a date on the bottom?

A. I do.

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Q. And what's the date?
A. 3/17/04.
Q. Do you see any rack cards here that were produced in connection with these brochure requests?
A. No. Do you mean do I see any rack cards as part of this document?
Q. That's right.
A. I do not.
Q. Do you know if your counsel produced any rack cards in connection with these specific brochure requests?
A. I would have to look through the documents. I know that we did produce rack cards. Whether -- I don't know if they were attached to these or not.
MS. GAN: Okay. They were not, but okay. I'm going to move these brochure requests in as Exhibit 24.
MR. SPIEGEL: And again, this is under seal.
(Gosselin Exhibit 24 was marked for identification.)

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MR. SPIEGEL: I'm going to make a suggestion that you make this entire deposition under seal and then we can determine what's not under seal when this is completed. Is that -- do you have an objection to that? So far everything has been --
MS. GAN: Most of this is not.
MS. TYDE: There's a specific section --
MS. GAN: Most of the documents that we're going to discuss are not. It's just the December 9th.
MR. SPIEGEL: Okay. So let's just keep going then.
BY MS. GAN:
Q. Okay. Great. Ms. Gosselin, can you look through these group of documents and tell me what you think these documents are?
A. They are invoices.
Q. Looking at the first page next to the phrase Sold To under the invoice title, do you see a company name?
A. I do.

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Q. And what is that company name?
A. Three Centuries Tours.
Q. Okay. Let's look at the second page. Again, do you see a company name under the next Sold To?
A. I see -- well, I see that it says Sold To.
Q. And who is it sold to?
A. The document speaks for itself.
Q. Flipping to the last page --
A. Uh-huh.
Q. -- a full length invoice, do you see the wording Sold To Three Centuries Tours?
A. I do.
Q. Thank you. Okay. Do you know if your counsel produced any rack cards in connection with these specific invoices, can you tell from this group of documents?
A. I cannot tell from this group of documents.
Q. Would it surprise you to learn that he did not produce rack cards?

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A. No. We did produce rack cards, but...
MS. GAN: Okay. I'd like to move this group of invoices in as Exhibit 25.
(Gosselin Exhibit 25 was marked for identification.)
BY MS. GAN:
Q. Ms. Gosselin, could you look through this group of documents and tell me what you think they are?
A. Invoices.
Q. Invoices. At the top of the first page, do you see Sold To Three Centuries Tours?
A. The document speaks for itself.
Q. Is that a yes?
A. It speaks for itself.
Q. Okay. On the second page next to Sold To, do you see Three Centuries Tours?
A. I do.
Q. Great. On the third page next to Sold To, do you see Three Centuries Tours?
A. Yes.
Q. Great. On the fourth page next to Sold

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To, do you see Three Centuries Tours?
A. Yes.
Q. On the fifth page next to Sold To, do you see Three Centuries Tours?
A. Yes.
Q. On the sixth page next to Sold To, do you see Three Centuries Tours?
A. It might have been a page off.
MR. SPIEGEL: Please tell the witness the invoice number so she knows where to look.
BY MS. GAN:
Q. Sure. The invoice number on the very last page is 10,945.
A. Yes.
Q. Do you what to take a minute and just look through these invoices and tell me if you see the words Annapolis Tours anywhere in these documents?
A. The documents speak for themselves.
Q. On the first page of the invoice, do you see a name as to who ordered them?
A. The document speaks for itself.

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Q. What's the name written there, ma'am?
A. Grace.
MS. GAN: Grace. Great. I'd like to move this group of invoices in as Exhibit 26. Did we note that they're under seal? They're under seal.
MR. SPIEGEL: They're under seal.
(Gosselin Exhibit 26 was marked for identification.)
BY MS. GAN:
Q. Great.
A. What happens with these?
MR. SPIEGEL: Just leave them.
MS. GAN: Just leave them there.
MR. SPIEGEL: The court reporter will take those.
BY MS. GAN:
Q. Ms. Gosselin, could you look at these two pages and give me your thoughts as to what these documents represent?
A. It is an Attraction Discount Agreement, as you highlighted.

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Q. Who are the parties to the agreement, ma'am?
A. The documents speak for themselves.
Q. Is one of the parties Three Centuries Tours?
A. Yes.
Q. Is the other party AAA?
A. Yes.
Q. If you look to the bottom of the first page, do you see the signature of Paula Fishback?
A. Yes.
Q. And do you see a date of April 20th, 1999?
A. Yes.
Q. Great. I'd like to enter -- oh, I'd like to ask you, do you know if your counsel submitted any advertising in connection with this particular agreement?
A. I don't think that he did.
Q. Does that surprise you?
A. I'm guessing, but --
MR. SPIEGEL: I object to these

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questions, "Does this surprise you?" This is -- I mean, please; "Does that surprise you?"
MS. GAN: Noted. I'd like to move this in as Exhibit 27.
(Gosselin Exhibit 27 was marked for identification.)
BY MS. GAN:
Q. Do you know why your counsel waited until December 9th, 2010 to submit these documents?
A. These were, these are ones that -- we found these. We continued to look for information and I believe that these were from -- just ones that we found later.
Q. And did your counsel ask you to actively look for more documents?
A. We have continuously been looking for more documents since the beginning.
Q. Great. Earlier in this deposition you noted that a document had been signed by Grace. Do you know who that Grace refers to?
MR. SPIEGEL: Objection. I think that -- didn't you say that she was somebody who ordered

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something as noted on the document? I don't think you -- I think you've mischaracterized her testimony.

BY MS. GAN:

Q. I asked her who ordered it and she said Grace.

A. No, you asked me what the name was that was on the document and I said Grace.

Q. Okay. Are you familiar with Grace Fishback?

A. I do know Grace Fishback.

Q. And how long have you known her?

A. I don't know.

Q. And where, where did you meet her?

A. Through our relationship with Paula Fishback and her company.

Q. And what is Paula's relationship to Grace?

A. Her mother-in-law.

Q. And did Grace work at Three Centuries Tours?

A. Yes.

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Q. Would you say you've known her longer than ten years?

A. Yes.

Q. Okay. Did you ever ask Grace Fishback for any records concerning alleged usage of the wording Annapolis Tours?

A. No.

Q. Okay. On February 4th your counsel identified Hilary Gonzalez. How long have you known Hilary Gonzalez?

A. Probably close to thirty years.

Q. And did Hilary Gonzalez work at Three Centuries Tours?

A. She did. She worked for Paula.

Q. Does Hilary have any children?

A. Yes.

Q. Have they ever worked for Watermark?

A. Yes.

Q. Did you ever ask Hilary Gonzalez for records containing alleged usage of the Annapolis Tours wording?

A. I did not. I asked her about the

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decision, when the decision was made.

Q. Which decision? What decision?

A. Well, when I was trying to find out the history of the, when the use of the mark Annapolis Tours was begun to be used. I was trying to find out about that, the beginning of it.

Q. And when did you ask her that?

A. I don't remember.

Q. Do you think it was in 2010?

A. Honestly, I don't remember. I'm sorry.

Q. Was it in 2011?

A. I have, I have asked her again, but...

Q. So you asked her before 2011?

A. I don't -- yes, I think so, but I can't tell you exactly when.

Q. Okay. Who is Mary Joe McCollough?

A. Mary Joe McCollough is the executive director of the Maryland Tourism Council.

Q. How long have you known Ms. McCollough?

A. Fifteen, twenty years.

Q. Okay. Do you know why your counsel waited to identify Ms. McCollough until the end of

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January of this year as a potential witness?

A. Yes, I do.

Q. Could you explain?

A. Paula Fishback is the woman who started the guiding service back in the '70s and it is always -- once this challenge came she, it was expected that she would participate in defending the challenge. She is suffering from dementia and it's getting worse and worse and she's not able to participate as a witness. And I don't know if that's the right legal wording, but...

Q. That's fine. How long have you known Paula has been suffering from dementia?

A. To the point where she couldn't be a witness? Only very recently.

Q. Just going back briefly to the documents that we discussed earlier. Did you provide your counsel with rack cards or proof of rack cards that went along with these orders to the best of your knowledge?

A. When the documents -- when we provided documents if these things were stapled together, then

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they were provided together. If they weren't, then we didn't. But we went through boxes of old records looking for the information that you have and provided it as we found it --

Q. Okay.

A. -- in every form that we found it.

Q. Great. I understand that. Do you know a Norma Grovermann?

A. I know who Norma is, yes.

Q. Who is Norma?

A. Norma was one of Paula's, I believe, partners in the business early on and also a -- well, she was a partner. I'm not sure what else she did.

Q. Did you ask Ms. Grovermann for any documents reflecting the alleged usage of the Annapolis Tourism -- Tours mark going back to 1992, '93?

A. I did not.

Q. And do you know a Pam Williams?

A. I know who Pam is. I know that she was an employee of Paula's.

Q. And I assume you didn't ask Ms. Williams

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for any documents?

A. I haven't seen or heard -- I don't even know where she lives. She hasn't been involved in quite some time.

Q. Okay. Great. Wendy Thomas, can you identify Wendy Thomas?

A. Wendy Thomas for a former employee of ours.

Q. Okay. Did you ask Wendy Thomas for any documents regarding Watermark's usage of the wording Annapolis Tours at any point?

A. No.

Q. Okay. I think you stated in your earlier deposition that you acquired the assets of Three Centuries Tours in November 2004; is that correct?

A. Yes.

Q. And you stated that you acquired those assets from Ms. Fishback; is that correct?

A. Yes.

Q. Did Three Centuries Tours have a good reputation in and around Annapolis?

A. Yes.

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Q. Was the reputation of Three Centuries Tours an incentive for purchasing the business?

A. The services that were provided were well known and they had a good client base and it was all, it was all part and parcel of the purchase.

Q. What about the name Three Centuries Tours or Three Centuries Tours of Annapolis, was there a lot of goodwill associated with that name?

A. I don't think that that was even a real name of anything.

Q. What do you mean by that?

A. The actual corporation was called Three Centuries Corporation.

Q. Did you use Three Centuries Tours in advertising?

A. Yes. I think they used it -- well, I don't know if they used it in advertising, but they used it as a name, yes. I'm sure they used it in advertising as well.

Q. Do you think they got press coverage as Three Centuries Tours in local and national press?

A. Certainly local.

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MS. GAN: Jay, would you like to make any objection as to the LexisNexis printout?

MR. SPIEGEL: Yes, the same objection as always. That this is not authentic with respect to the wording Annapolis Tours. That was obviously bolded and underlined as the basis of a search input. I also want to add that my purpose in objecting to the authenticity is not for the purpose the Trademark Trial and Appeal Board to disregard the document --

MS. GAN: Right.

MR. SPIEGEL: -- but rather when the Trademark Trial and Appeal Board considers this and other similar documents that it considers them ignoring the bolding and underlining that does give a mistaken impression as to what this document does show. That's the whole purpose for that objection.

MS. GAN: No, I understand. Because as we both know, LexisNexis printouts are introduced in ex parte and inter alia party proceedings all the time and they always disregard that bolding

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and underlining. And I understand you have to put that objection on the record.

MR. SPIEGEL: That's exactly right.

BY MS. GAN:

Q. Ms. Gosselin, can you identify the source of this article, please? Looking at the top at the highlighted portion, what is the source of the article? What is the publication?

A. Let me see what this is. I'll look at it. It appears to be -- well, the document speaks for itself.

Q. Does the source appear to be the Chicago Sun-Times?

A. That is -- it's highlighted on here, Chicago Sun-Times.

Q. Does the date appear to be December 25th, 1994?

A. There's a highlighted date, yes.

Q. Does the headline appear to be "Balancing The Budget"?

A. That's what it says on here.

Q. Okay. Do you see a reference to Three

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Centuries Tours of Annapolis on this first page?

A. The document speaks for itself.

Q. So you see a reference to Three Centuries Tours of Annapolis for $7.00?

MR. SPIEGEL: Objection, that's not what it says. You just said it says Three Centuries Tour of Annapolis and it doesn't say that.

MS. GAN: Three Centuries of Annapolis tour. Okay. I'd like to introduce this article in as Exhibit 28.

(Gosselin Exhibit 28 was marked for identification.)

MS. TYDE: Can we go off the record for a minute, please?

MR. SPIEGEL: Sure.

(Whereupon, the proceedings went off the record.)

BY MS. GAN:

Q. Okay. Ms. Gosselin, before we went off the record I passed out a document. Does this document appear to be from the Annapolis Capital? Yes or no, please.

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A. The document speaks for itself.

Q. Yes? Yes?

MS. TYDE: Can we please have the witness answer the question with a yes or no answer?

MR. SPIEGEL: You're asking -- you're introducing a document into evidence and you're asking the witness to read from the document that you're entering into evidence and her answer is correct, it speaks for itself. It says what it says and she's not denying that it says what it says.

So if you want to introduce a document into evidence and ask questions about the document, that's fine. But it's a perfectly appropriate answer to say that it speaks for itself, because it does. It's a document.

MS. GAN: Okay. After she says it speaks for itself, I will say "I'll take that as a yes" each time.

MR. SPIEGEL: Well, you can do what you want, but that's not a concession on her part.

MS. GAN: That's fine.

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MS. TYDE: Well, okay. So are you saying that it speaks for itself is a yes or it speaks for itself --

MR. SPIEGEL: It speaks for itself is it speaks for itself. It's a document. You're handing her a document, you're asking her to identify it. She identifies it and there it is. It's in evidence. It speaks for itself. I don't know why that's so controversial.

MS. TYDE: Why is it so controversial for her to answer it "yes, it says this" or "no, it says this -- it does not say that."

MR. SPIEGEL: Because we had the experience with Mr. Goins during the earlier version of this deposition in which he wanted her to characterize these references -- these documents and she's not going to "characterize" these documents, give interpretations of these documents.

If you want to put it in evidence, you can put it in evidence. You've handed it to her. She's identified that it's a document. You've

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said, "This is now exhibit..." whatever and there it is.

BY MS. GAN:

Q. Okay. Let's go back to the document. Does the date appear to be October 28th, 1998?

A. There's a highlighted date at the top. It says October 28th, 1998, Wednesday.

Q. Great. Does the headline appear to be "Halloween tours focus on local history"?

A. There's highlighted wording to that, yes.

Q. Okay.

MR. SPIEGEL: And let the record show that counsel highlighted it. The highlighting was not part of the original document.

MS. GAN: Right. I did that for the ease of the witness, but so noted.

MR. SPIEGEL: No, that's okay. It's appropriate to do.

BY MS. GAN:

Q. Flipping to the second page, do you see a reference to a Candlelight Ghost Tour on the top portion of the document?

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A. I see the highlighted language that says "Candlelight Ghost Tour."

Q. Does the language say "Candlelight Ghost Tour of historic Annapolis. Created by Three Centuries Tours of Annapolis"?

A. Those words are here.

MS. GAN: Great. I will take that as a yes. I'd like to submit this into evidence as Exhibit 29.

(Gosselin Exhibit 29 was marked for identification.)

BY MS. GAN:

Q. Does this document appear to come from the Annapolis Capital, Annapolis Capital?

A. The document speaks for itself.

Q. I'll take that as a yes.

Is the document dated February 13th, 1999?

A. That date is highlighted.

Q. I'll take that as a yes.

Is the headline "Home Of The Week. It took two years, but home harks back to original

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18th-century style"?

A. Those words are here.

Q. Yes. If you'd flip to the third page, the first, the second -- I guess it's the first full paragraph. Do you see a reference to Mrs. Grovermann?

A. I see her name here.

Q. Do you see a sentence that says, "She was one of the founders of Three Centuries Tours, an Annapolis tour group"?

A. Those words are here.

Q. Is that the Norma Grovermann we discussed earlier, Ms. Gosselin?

A. I would assume.

MS. GAN: Great. I'd like to introduce this as Exhibit 30.

(Gosselin Exhibit 30 was marked for identification.)

BY MS. GAN:

Q. Ms. Gosselin, does this appear to come from the Washington Post?

A. It says Washington Post on the top.

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Q. Is it dated November 22nd, 2001?

A. That date is here.

Q. Is it from the Anne Arundel Extra section?

A. Those words are here.

Q. If you flip to page 4 of this document, do you see a reference to a Christmas Candlelight Stroll?

A. I see Christmas Candlelight Stroll highlighted here.

Q. Okay. And who is providing the Christmas Candlelight Stroll if you look at this paragraph? Do you see a company name?

A. The company name that is listed here is Three Centuries Tours.

Q. Is it Three Centuries Tours of Annapolis?

A. Of Annapolis. The way that you have it bolded it makes it confusing.

MS. GAN: I see. I'd like to introduce this as Exhibit 31.

(Gosselin Exhibit 31 was marked for identification.)

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BY MS. GAN:
Q. Ms. Gosselin, is this article from the Annapolis Capital as well?
A. This, this says Capital-Gazette. These are all from LexisNexis, so according to what it says at the top here.
Q. That's fine. Is the date August 6th, 2002?
A. That date is highlighted.
Q. Is the headline "Tourism businesses back on a roll"?
A. Those words are highlighted.
Q. At the very bottom of the document do you see a reference to a Mr. Grubbs?
A. I see a highlighted one. There's several places his name appears to be.
Q. The first reference, do you see a sentence that starts with, "Our sales are good"?
A. Yes, that's your highlighted sentence.
Q. And does it identify the source of this quote as "Matt Grubbs, owner of Discover Annapolis Tours"?

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A. Yes, yes.
Q. Great. If you flip to the second page, the very top, do you see a reference to Paula Fishback?
A. I see that it's sort of highlighted. Yes, her name is here.
Q. Great. Is Paula identified as the owner of the Three Centuries Tours of Annapolis?
MR. SPIEGEL: Objection. It says "in Annapolis."
BY MS. GAN:
Q. "In Annapolis." Three Centuries Tours in Annapolis?
A. That's what it says here.
MS. GAN: Great. I'd like to introduce this as Exhibit 32.
(Gosselin Exhibit 32 was marked for identification.)
BY MS. GAN:
Q. I'm almost done with these. Is the source of this LexisNexis printout the Washington Times?

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A. It says Washington Times up here.
Q. Is it dated September 21st, 2003?
A. That date is highlighted.
Q. Looking on the first paragraph of this document, do you see a reference to a Julie Brasch?
A. Yes, I see her name.
Q. And is Julie Brasch identified as a guide for Three Centuries Tours of Annapolis?
A. That's what is written here.
MS. GAN: Great. I'd like to introduce this into evidence as Exhibit 33.
(Gosselin Exhibit 33 was marked for identification.)
BY MS. GAN:
Q. Is the source of this LexisNexis article the Baltimore Sun?
A. It says the Baltimore Sun at the top of the page.
Q. Is it dated October 7th, 2004?
A. That date is highlighted.
Q. Great. Is the headline "Beware: Season's ghost tours arrive"?

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A. That's what it says here.
Q. Great. If you flip to the second page in the middle, do you see a reference to Three Centuries Tours of Annapolis?
A. I see your highlighted language that says Three Centuries Tours of Annapolis and www.Annapolis-tours.com.
Q. Okay. Do you see the sentence then, "For more information, call Three Centuries Tours of Annapolis at (410) 263-5401 or visit www.Annapolis-tours.com"?
A. Yes.
MS. GAN: Great. I'd like to introduce this into evidence as Exhibit 34.
(Gosselin Exhibit 34 was marked for identification.)
BY MS. GAN:
Q. Ms. Gosselin, you stated previously that you didn't think Three Centuries Tours or Three Centuries Tours of Annapolis were real names; is that correct?
A. I'm sorry. What I meant was when you

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were referring to the corporation name, I was trying to say that the actual name of the corporation, the legal name of the corporation was Three Centuries Corporation. But there were trade names, those names that you just said. If you can repeat them.

Q. Okay. Three Centuries Tours and Three Centuries Tours of Annapolis.

A. They are names.

Q. They are names. And does -- well, I was going to use a surprise word, so I won't.

Did you -- did we just recount several articles spanning different years referencing these two trade names, as you call them?

A. The documents speak for themselves.

Q. Great. I'll take that as a yes.

Would you say that there was some goodwill associated with the names Three Centuries Tours?

A. I can't guess.

Q. You can't guess.

Okay. When you acquired the assets of Three Centuries Tours, what kind of due diligence did

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you do in connection with their purported usage of the wording Annapolis Tours?

A. I determined that the State trade name was owned by Paula and her corporation.

Q. You checked the stated -- you said you checked the State's trade name?

A. I determined that that was one of the assets and that the State trade name was owned.

Q. And beyond checking that did you do any other --

A. I can't recall what else I did at the time.

Q. Okay. Ms. Gosselin, could you quickly flip through these documents as presented. Do they appear to be pages from a phone book dated February 1991 to January 1992?

A. They appear to be pages from a phone book.

Q. Great. And if you look on the second page of this package, do you see a reference to Annapolis Tours?

A. The documents speak for themselves.

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Q. I'll take that as a yes.

If you look at the third page of this phone book, do you see a reference to Three Centuries Tours of Annapolis?

A. The document speaks for itself.

Q. I'll take that as a yes.

If you flip to the third page under the heading Sightseeing --

A. Hold on a second. I thought I was on the third page.

MR. SPIEGEL: Wait a second.

MS. GAN: We've produced this previously. I'm looking at page AM2870 at the bottom.

MR. SPIEGEL: Well, what I'm --

THE WITNESS: One page --

MR. SPIEGEL: Well, wait a second here. Wait, wait, wait. You asked the question if the witness saw on the second page the wording Annapolis Tours.

MS. GAN: Uh-huh.

MR. SPIEGEL: And I'm looking at what's highlighted and it says Annapolis Title Company

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and Annapolis Transport Corporation.

MS. GAN: Right. Because I would assume Annapolis Tours would be between those two listings. I don't see it and that's where I assume it would be.

MR. SPIEGEL: Okay. So no. Okay. The witness's answer was no.

THE WITNESS: No, I said the document speaks for itself.

MR. SPIEGEL: Okay. Well --

BY MS. GAN:

Q. Okay. If we look to what is identified at the bottom. Maybe it will be easier if I do that. It's AM2870. Do you see a heading for Sightseeing Tours?

A. I see that highlighted.

Q. What's a sightseeing tour?

A. That's a good question.

Q. Do you see a reference to --

MR. SPIEGEL: Finally there was a good question in this deposition. How long did it take, forty-five minutes?

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MS. GAN: The deposition speaks for itself. Under the heading --

MR. SPIEGEL: We accept that answer, by the way, without complaint.

BY MS. GAN:

Q. As do we.

Under the heading Sightseeing Tours, do you see a reference to Chesapeake Marine Tours?

A. I do.

Q. Is that your company?

A. It is now.

Q. It is now. Was it in 1992?

A. No.

Q. It wasn't. Oh, that's right. You were part -- when did you acquire it?

A. 1999.

Q. 1999. Okay. If you flip to the last page of this group of phone book documents, AM2871, under the heading Tourist Information, do you see Three Centuries Tours of Annapolis?

A. I do.

Q. Do you see the words Walking Tour of

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Annapolis under Three Centuries Tours of Annapolis?

A. I do.

MS. GAN: Great. I'd like to enter these phone book pages in as Exhibit 35.

(Gosselin Exhibit 35 was marked for identification.)

BY MS. GAN:

Q. Looking at the second group of documents, Ms. Gosselin, does it appear to be phone book references for Annapolis-Prince Frederick from 1993 to 1994?

A. That's what it appears to be.

Q. If you look at the second page between the words Annapolis Title Company and Annapolis Trading Company, would you expect to see the words Annapolis Tours?

A. I don't have an expectation.

Q. No expectation. If you look at the third page under the T section, do you the words Three Centuries Tours of Annapolis?

A. Yes.

Q. Great. If you'd flip to the fourth page,

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AM2865 under the heading Sightseeing Tours, which we apparently don't know what that means, do you see the wording, the wording Three Centuries Tours of Annapolis?

A. Yes.

Q. Do you see underneath that, "We Arrange Tours"?

A. Yes.

MS. GAN: Great. I'd like to introduce these pages as 36, Exhibit 36.

(Gosselin Exhibit 36 was marked for identification.)

BY MS. GAN:

Q. Ms. Gosselin, does this group of documents appear to be phone book listings from Annapolis-Prince Frederick from 1994 to 1995?

A. I see what appears to be that.

Q. If you look at the second page, do you see a reference to Annapolis Tours?

A. The document speaks for itself.

Q. I'll take that as a no.

If you look at the third page under the

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T section at the top, do you see a reference to Three Centuries Tours of Annapolis?

A. The document speaks for itself.

Q. I'll take that as a yes.

On the fourth page, AM 2860, under the heading Sightseeing Tours, do you see a reference to Chesapeake Marine Tours?

A. I see several.

Q. Several. Do you see a reference under the Sightseeing Tours (Cont'd) to Three Centuries Tours of Annapolis?

A. I see the highlighted words.

MS. GAN: I'll take that as a yes. I'd like to introduce these pages in as Exhibit 37.

(Gosselin Exhibit 37 was marked for identification.)

BY MS. GAN:

Q. Ms. Gosselin, do these pages appear to be from the Annapolis phone book from 1996 to 1997?

A. The way they're presented, that's what it appears.

Q. Great. On the second page, do you see a

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reference to Annapolis Tours?
A. The documents speaks for itself.
Q. I'll take that as a no.
On the third page, do you see a reference to Three Centuries Tours of Annapolis?
A. The documents speaks for itself.
Q. I'll take that as a yes.
On the fourth page under Sightseeing Tours (Cont'd), do you see a reference for Three Centuries Tours of Annapolis?
A. I'm sorry. Which page are you on now?
Q. I am on AM2855.
A. Okay.
Q. Do you see a reference under the Sightseeing Tours for Three Centuries Tours of Annapolis?
A. I see the highlighted words there, yes.
MS. GAN: I'll take that as a yes. I'd like to introduce this as Exhibit 38.
(Gosselin Exhibit 38 was marked for identification.)
BY MS. GAN:

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Q. Let me give you the highlighted one. That might be easier for you.
Ms. Gosselin, does this appear to be a phone book listing from a Annapolis-Calvert County from February 1998 to January 1999?
A. That's what it says on the first page.
Q. Great. If you would flip to the third page on the T section, do you see a reference to Three Centuries Tours of Annapolis?
A. Would that be AM2849?
Q. That would be.
A. Yes.
Q. Great. If you look at AM2850 under the heading Sightseeing Tours, do you see a reference slightly cut off to Three Centuries Tours of Annapolis?
A. I see what's highlighted here.
MS. GAN: Great. I'd like to introduce this group of phone book pages in as Exhibit 39.
(Gosselin Exhibit 39 was marked for identification.)
BY MS. GAN:

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Q. This next group of documents, Ms. Gosselin, do they appear to come from the Bell Atlantic Yellow Pages for Annapolis?
A. That's what's on the first page.
Q. Is the date February 1999 to January 2000?
A. That is also on the first page.
Q. Please flip to the second page. Do you see a reference for Annapolis Tours?
A. The document speaks for itself.
Q. I'll take that as a no.
Flipping to the third page under the T section, do you see a reference to Three Centuries Tours of Annapolis?
A. The document speaks for itself.
Q. I'll take that as a yes.
Flipping to the fourth page under Sightseeing Tours, do you see a reference for Chesapeake Marine Tours & Charters, Incorporated?
A. The document speaks for itself.
Q. Did you own the company in January of 2000?

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A. Yes.
Q. Okay. Do you see a reference on this page for Three Centuries Tours of Annapolis?
A. The document speaks for itself.
MS. GAN: I'll take that as a yes. Introduce this as Exhibit 42.
MR. SPIEGEL: I think it's 40.
MS. GAN: I'm sorry. I took the wrong one. My mistake.
(Gosselin Exhibit 40 was marked for identification.)
MR. SPIEGEL: I'm guessing the ones that we skipped will be telephone books.
MS. GAN: There aren't that many more, so bear with me. Thank you.
MR. SPIEGEL: It's interesting to see all the changes of the designs of the covers of these phone books.
THE WITNESS: I know. I was looking to see when they started using 443 and 410. It's interesting.
BY MS. GAN:

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Q. It was back when people still used phone books apparently.
Ms. Gosselin --
A. Most companies didn't much then.
Q. Really? Do you see the date on the first page? Is it February 2002?
A. I see that highlighted here.
Q. Great. If you'll flip to the second page do you see a reference for Annapolis Tours?
A. The document speaks for itself.
Q. If you flip to the third page under the T section, do you see a reference for Three Centuries Tours of Annapolis?
A. The document speaks for itself.
Q. Great. If you'd flip to the fourth page, or rather the fifth page, under the heading Sightseeing Tours, do you see a reference to Discover Annapolis Tours?
A. The document speaks for itself.
Q. Does that reference say One Hour Minibus Tours?
A. Yes.

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Q. Under the heading Sightseeing Tours, do you see a reference to Three Centuries Tours of Annapolis?
A. Yes.
Q. Do you see the wording We Arrange Tours underneath that?
A. Yes.
Q. Do you see a reference to Watermark Cruises underneath the Three Centuries Tours of Annapolis listing?
A. Yes.
Q. Did you own Watermark in February of 2002?
A. I owned the company.
MS. GAN: Okay. I'd like to introduce this into evidence as 41. Great.
(Gosselin Exhibit 41 was marked for identification.)
MS. GAN: You'll be happy to know this is the last phone book.
MR. SPIEGEL: That means we're going on to Internet listings, I'm guessing.

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BY MS. GAN:
Q. Let me give you a highlighted one. That will be easier.
Okay. Ms. Gosselin, does this appear to be an Annapolis phone book from April 2003 to 2004?
A. I guess. I don't know what SuperPages are, but it says Verizon 2003-2004 at the top.
Q. Great. If you look at the second page, do you see a reference to Annapolis Tours anywhere on the page?
A. The document speaks for itself.
Q. I'll take that as a no.
On the third page under the business T section do you see a reference to Three Centuries Tours of Annapolis?
A. The document speaks for itself.
Q. Under the fourth page under the heading Sightseeing Tours, do you see a reference to Discover Annapolis Tours?
A. The document speaks for itself.
Q. Does it say One Hour Minibus Tours under Discover Annapolis Tours?

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A. The document speaks for itself.
Q. I'll take that as a yes.
Also under Sightseeing Tours, do you see a reference to Three Centuries Tours of Annapolis?
A. The document speaks for itself.
Q. Do you see a listing for one of your companies under Sightseeing Tours?
A. The document speaks for itself.
Q. And which company is that?
A. The document speaks for itself.
MR. SPIEGEL: You may answer that one.
THE WITNESS: Which company? There's a -- Watermark Cruises is the trade name of our company.
MS. GAN: Great. I'd like to introduce this into evidence as Exhibit 42.
(Gosselin Exhibit 42 was marked for identification.)
BY MS. GAN:
Q. After the library stopped keeping phone books after you acquired the assets of Three Centuries Tours did you have any discussions about

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how you would brand this new company?
A. Did I have any discussions? Yes.
Q. Did you discuss maintaining the name Three Centuries Tours or Three Centuries Tours of Annapolis?
A. There was discussion about how the merged entities should be presented.
Q. And did you hire a branding company?
A. We did. We hired a marketing company that specializes in branding.
Q. Okay. What was the name of that company?
A. The Fiddler Group.
Q. Ms. Gosselin, does this appear to be an article from the Annapolis Capital?
A. It says Capital Gazette Communications at the top.
Q. Is this article dated January 9th, 2006?
A. That date is at the top.
Q. Is the headline "After the merger, the hard part begins"?
A. Those are the words that are here.
Q. Can you flip to the second page? Do you

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see a reference to yourself?
A. I do.
Q. Do you see the sentence, "Watermark Cruises owner Debbie Gosselin merged her firm with Three Centuries Tours last fall. The combined company was renamed Watermark. The Fiddler Group in Annapolis assisted Watermark with creating its new identity"?
A. Those words are here.
Q. Do you see a reference to a Bob Fiddler on this page?
A. His name is here.
Q. And who is Bob Fiddler?
A. The president of the Fiddler Group.
Q. Did you hire him to work on your branding issues?
A. We did.
Q. Does Mr. Fiddler in this article state, "The most important question to them (Watermark) is what we call ourselves - what are we now, what are our values, and what are the things we do best"?
A. The document speaks for itself.

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Q. Is there a reference to a Wendy Thomas on this page?
A. Her name is here.
Q. And who is Wendy Thomas?
A. Wendy Thomas is, was at one time our marketing and sales director.
Q. Did Wendy Thomas -- was Wendy Thomas interviewed for this article?
A. I don't know. I'm sorry. I don't remember.
Q. Do you know if when your employees talk to the press do you approve their interviews?
A. Unfortunately, not always.
Q. That's too bad. Did you hire Mr. Fiddler to discuss how to merge Three Centuries Tours into the Watermark brand?
A. We hired him to help us understand how to present the merged entity.
MS. GAN: Okay. I'd like to introduce this article as Exhibit 46.
MR. SPIEGEL: 43.
MS. GAN: I'm sorry. I keep grabbing the

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wrong sticker. I might need a new sticker.
(Gosselin Exhibit 43 was marked for identification.)
(Whereupon, the proceedings went off the record.)
BY MS. GAN:
Q. We just discussed your retention of the Fiddler Group in Annapolis, which was identified in this article as a branding or marketing company. What did Mr. Fiddler tell you about merging the companies into a brand?
A. I couldn't tell you that now.
Q. In your opinion, what's a brand?
A. A promise.
Q. What does it mean to have a brand?
A. A promise to the customer.
Q. Okay. What's the difference between a brand and a service mark?
MR. SPIEGEL: Well, I object to that. You're asking this witness to testify on legal matters that she's not qualified to testify to.
BY MS. GAN:

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Q. Mr. Gosselin, do you have service mark registrations?
A. Yes.
Q. Do you have a service mark registration, for example, for Watermark in connection with water taxis?
A. I don't -- we have a service mark for Watermark.
Q. Okay. So what is your understanding of what a service mark is as a business owner and a registrant?
A. To me that's a legal question that I don't feel qualified to answer.
Q. I would just like to note that your counsel questioned defense third party, third party witnesses and this -- in their testimonial depositions about service marks and they don't own them and you actually own a service mark registration and you won't tell us what you think that means?
MR. SPIEGEL: Well, what her counsel did and what she knows as a fact witness are two different things, Ms. Gan. Furthermore, I

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attempted to cross-examine your "expert" witness on those issues and she didn't know anything about them for the record.
MS. GAN: I don't think that's an accurate characterization, but we'll go back to questioning your witness.
MR. SPIEGEL: That's completely accurate. She didn't know any of the cases. She didn't know what a service mark was. She didn't know anything about service marks.
MS. GAN: She's a travel expert, but let's, let's -- we want to get your witness out of here.
MR. SPIEGEL: Well, she knows a lot about travel.
BY MS. GAN:
Q. So you don't know what the difference is between a brand or a service mark?
A. A brand is a promise to a customer. A service mark is not.
Q. What's a promise to a customer?
A. It's what you expect as a customer to get

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from that, from that entity. It's --
Q. From the entity name or from --
A. From that entity.
Q. How is a service mark not a promise to a customer?
A. It is not. In and of itself it is not a promise to a customer in my mind, in my understanding.
Q. Do you think that there is goodwill associated with a trademark or a service mark?
A. I don't know the legal definition of goodwill, but I do think it has value.
Q. Do you think that when I buy a can of Diet Coke there is a promise to me as a consumer of Diet Coke that it will have that same great taste as always?
A. Yes.
Q. Okay. So you do think that trademarks or service marks tell a particular consumer what to expect from that product?
A. They are part of it. That's part of it.
Q. And what else is part of it?

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A. Everything. In my mind it is the, it's -- we have a brand essence statement that is our full promise to the customer and the mark is a symbol of it, but it is not the same as the promise.
Q. Very interesting. Did you ever think about maintaining the name Three Centuries Tours or Three Centuries Tours of Annapolis for the walking tours components of your business after you, after you acquired the assets?
A. No.
Q. Why not?
A. For the same reasons that Paula used the name Annapolis Tours. It was a better name and Three Centuries was coming to an end. We don't use the term even as a product name any more. It's Four Centuries now that we're in the 2000s.
Q. So when you say it was a better name, better how?
A. It began with an A.
Q. Okay.
A. That was part of it. And it had -- it was one that she had used for a while and just

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thought it was better name.
Q. Because it began with an A?
A. That was part of the reason.
Q. What was the other part?
A. It spanned the centuries.
Q. Did it also tell your visitors that they would be taking a tour in or around Annapolis, Maryland?
A. I -- maybe.
Q. Do you recall having meetings with the staff of Three Centuries Tours after you acquired the assets?
A. We have -- we had meetings from time to time.
Q. Do you recall having a branded meeting with the staff of Three Centuries Tours after you acquired the assets in 2005?
A. Just for the former employees of Three Centuries corporation?
Q. You know what, I don't know. Do you recall having a meeting about branding issues in early 2005 that included previous employees of Three

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Centuries Tours?
A. I don't recall one in early 2005. I don't recall.
Q. When do you recall one?
A. I recall our brand launch, when we launched the new logo icon for Watermark, Unforgettable Journeys, which I believe was in late 2005.
Q. Late in 2005. Ms. Gosselin, we looked at some phone books that spanned different years. Do you remember stating that Three Centuries had used the wording Annapolis Tours in connection with guided tours as early as October 1992?
A. Yes.
Q. Do you remember stating that the first use in interstate commerce was in March of 1993?
A. It's the first one that we could find.
Q. The first one that you could find. That's a yes?
A. Yes.
Q. So does it -- do you know why we couldn't find from 1991 to 2004 any listing for Annapolis

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Tours in the local phone books?
A. I do not know why.
Q. Do you continue to list your company in the local phone books?
A. We do not have any paid advertising in the phone books. I don't know what Verizon does, because they do all kinds of things.
Q. So you don't verify, for example, your listing in the business pages or the Yellow Pages?
A. No.
Q. Okay. Can you describe the uniforms that the guides for the guided tours of Annapolis wore under Three Centuries Tours? Are they contemporary clothing?
A. Well, sometimes they did wear contemporary clothing depending upon specifically what service they were providing. Most of the tours at that time were colonial. They were regarding the 18th Century history of Maryland and they wore colonial garb. Period dress custom, it's called.
Q. Period dress custom.
A. And specifically at that time it was the

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18th Century.
Q. Do you known if they wore name badges?
A. Then?
Q. Uh-huh.
A. I know Paula wore a name badge.
Q. Do you remember if Paula's badge said Annapolis Tours on it?
A. I don't remember. I know it said Paula.
Q. Have you ever seen the tickets that were distributed in connection with Three Centuries Tours?
A. When?
Q. Prior to your acquisition of the company.
A. I'm not aware that they used tickets.
Q. They didn't use printed tickets?
A. I'm not aware --
Q. You're not aware.
A. -- if tickets were use.
Q. Do you know if they distributed stickers to the visitors that took part of the guided tours?
A. I am not aware that they did, that they used stickers.
Q. Do you maintain a domain name for

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AnnapolisTours.com?
A. Yes.
Q. From whom did you acquire that domain?
A. The AnnapolisTours.com without the hyphen we acquire from Annapolis and Anne Arundel County Conference & Visitors Bureau. It's a mouthful.
Q. When did the AAACCVB acquire this Annapolis Tours domain?
A. We provided you with documentation of that. I can't recall off the top of my head the year, but we did provide documentation of when that occurred.
Q. Do you know why they acquired the domain name or how?
A. How they acquired it?
Q. Uh-huh.
A. I don't know.
Q. Do you know why they would want the domain name Annapolis Tours?
A. No.
Q. Do you think that they would want the domain name AnnapolisTours.com because people looking

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for information on guided Annapolis tours would go to their center?
A. I don't know why they did.
Q. Do you know how long the AAACCVB used the domain name?
A. I do not.
Q. Were they using the domain name AnnapolisTours.com at the same time that Three Centuries Tours was allegedly using the wording Annapolis Tours?
A. I don't know. The prime URL that they used was Visit Annapolis.
Q. I'm sorry. The what URL?
A. The main URL that I recall that they used was Visit Annapolis.
Q. But they also had a secondary I guess URL AnnapolisTours.com?
A. I know that they owned it. I can't tell you how it was used.
Q. Okay. Do you know how the AnnapolisTours.com domain got transferred?
A. To us? To me?

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Q. I think it was transferred first to Three Centuries Tours; is that correct?
A. No.
Q. Okay. So how did it get transferred to you?
A. I spoke with the president of the organization and asked her if we could acquire it and she said yes.
Q. Who was the president?
A. Connie Del Signore.
MR. SPIEGEL: Spell that, if you can.
THE WITNESS: Connie, C-o-n-n-i-e. Del signore, D-e-l S-i-g-n-o-r-e.
BY MS. GAN:
Q. Is Connie Del Signore a friend of yours?
A. She is a business acquittance.
Q. And how long have you known her?
A. Since she started at the CCVB, and I don't remember the exact year that she came on as the head of the organization.
Q. Did you, did you tell Ms. Del Signore why you wanted the domain name?

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A. I don't remember exactly the conversation, but I asked her and she said yes. It was -- there was not a prolonged discussion.
Q. Well, why did you ask her?
A. Why? Because we had the name, the mark Annapolis Tours, and we thought it would be a good thing to have. They always say it doesn't hurt to ask.
Q. Did you pay her for it?
A. In kind.
Q. What does that mean?
A. We provide services. We provided services.
Q. Is the AAACCVB taxpayer funded?
A. It is a membership organization that is funded by a lot of different ways, one of which is a hotel tax.
Q. Does the president of the AAACCVB serve at the pleasure of the board of the Visitors Center?
A. Yes.
Q. Were you on the board at the time this was transferred?

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A. I would have to look at the years. I don't know.
Q. That would be helpful actually if later you could provide the years you were on the board.
Ms. Gosselin, does this LexisNexis printout appear to be an article from the Annapolis Capital?
A. It says Capital Gazette Communications at the top.
Q. Is it dated April 8th, 2007?
A. That's the date that is highlighted.
Q. Is the headline "After 35 years Watermark is on cruise control as leader in city's charter industry"?
A. That's what's on here.
Q. If you would flip to the -- one moment.
MR. SPIEGEL: It's quite a nice article actually.
BY MS. GAN:
Q. It is. Do you see a reference on the first page to your father?
A. Yes.

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Q. Does it say when he founded Watermark?
A. 1972.
Q. Do you see a reference to yourself on the first page?
A. I see my name.
Q. Okay. If you flip to the top of the second page, do you see a reference to Three Centuries Tours?
A. I see the words here.
Q. So you see the sentence, "Then in 2004 Watermark acquired Three Centuries Tours, a tour-guide business co-founded by Paula Fishback in 1975"?
A. Those words are here.
Q. Great. At the very bottom of this second page do you see the sentence that says, "Like her father, Ms. Gosselin has an astute business mind"?
A. I do see those words.
Q. Do you agree --
MR. SPIEGEL: And I'll testify to that under oath.
BY MS. GAN:

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Q. Do you agree with that statement?
A. No.
Q. Did you see the second sentence after a reference to your astute business mind which says, "She decided to reposition the company, changing its name to Watermark Cruises in 2000, and later dropping the word cruises after purchasing the tour business. She also worked to solidify the company's branding statement: Watermark immerses people in the history, culture and fun of the Annapolis area more completely than any other tour or charter company." Do you see that statement?
A. I see those words here.
MR. SPIEGEL: Except the word "other" wasn't there, but that's just a technicality.
BY MS. GAN:
Q. A technicality.
Have you invested significant time and energy and money in promoting the Watermark brand?
Oh, yeah. Let me, first let me mark this as Exhibit 43.
MR. SPIEGEL: 44.

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MS. GAN: Is it 44?
MR. SPIEGEL: 43 is the Capital article of January 2006, "After the merger, the hard part begins."
(Gosselin Exhibit 44 was marked for identification.)
BY MS. GAN:
Q. Let me go back and ask you. Have you invested significant time and energy and money in enhancing and maintaining the Watermark brand?
A. Our brand essence statement, yes. Our promise to your customer, yes.
Q. Do you know if Watermark gets coverage in local and national press in connection with its guided tours of Annapolis?
A. Do I know if it does? I hope that it does.
Q. Okay. Great. Let's look at this article. Does this appear to be from the Annapolis Capital?
A. Yes.
Q. Is it dated --

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A. **Yes.**
Q. -- December 21st, 2008.
A. **That's the date that's on there.**
Q. Do you see the headline Business Notes?
A. **Yes.**
Q. Do you see the first sentence under the word body?
A. **Yes.**
Q. Does it state, "Watermark, an Annapolis tour, charter and cruise company, announced last week that it is adding a specific (sic) walking tour to introduce the area to the visitors expected to be in town overnight" and then it continues?
A. **Those words are here, except it doesn't say "and then continues."**
Q. Oh, exactly. I'm saying I was stopping there. When your company is referenced in an article do you verify that the correct name is used?
A. **No.**
Q. Do they ever -- does the publication ever vet it with you?
A. **They will not.**

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Q. They will not?
A. **They do not provide you with the opportunity to edit.**
MS. GAN: Okay. I'd like to introduce this in as 45.
(Gosselin Exhibit 45 was marked for identification.)
THE WITNESS: Even when asked.
BY MS. GAN:
Q. What's that?
A. **Even when asked.**
Q. Even when asked. So you don't get to -- well, when you issue a press release about a specific event that's coming up, doesn't the press release have your name on it?
A. **If we issue a press release?**
Q. Uh-huh. Like do you issue press releases and provide them to, for example, a travel section?
A. **From time to time we do.**
Q. And does the press release say the name as you want it represented?
A. **It should. I can't guarantee that it has**

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every time.
Q. Let's look at this publication. Does this appear to be from the Washingtonian Magazine?
A. **It says Washington Magazine at the top.**
Q. Is it, is it Washington Magazine? But it's the Washingtonian actually underneath that?
A. **That's what it says.**
Q. Are you familiar with the Washingtonian?
A. **I have heard of it.**
Q. Okay. Does the section, is the section listed as Best of Annapolis?
A. **That's what's highlighted here.**
Q. Great. If you'd flip to AM2567, page 8 of this article. At the very bottom of page 8, do you see a reference to Watermark Tours?
A. **I do.**
Q. Do you see the sentence, "Let the Colonial-dressed guides at Watermark Tours lead you through historic Annapolis"?
A. **I see that.**
Q. And is it your testimony that when your tours appear in calender listings or best of sections

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that they never verify with you how you want your name presented?
A. **I think never is not a good word to use. Usually they do not.**
Q. They usually do not. And when you send out press releases, for example, in connection with your guided period garbed tours, do they say Watermark Tours?
A. **It depends on the press release.**
Q. It depends on the press release?
A. **Yes.**
MS. GAN: I'd like to introduce this in.
(Gosselin Exhibit 46 was marked for identification.)
(Whereupon, there was a discussion off the record.)
THE WITNESS: We have had listings where our company name has shown up underneath the picture of another company. I mean --
MS. GAN: Okay. I just want to make sure that we entered this Washingtonian article as Exhibit 46.

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MR. SPIEGEL: I'd like to reiterate my running objection to all these LexisNexis articles concerning solely the bolding and underlining that doesn't form a part of the original article solely for the purposes that I've explained earlier.

BY MS. GAN:

Q. I'm going to introduce some documents in this next section that you provided, Mr. Spiegel, so do note them for the seal issues that we mentioned before.

Ms. Gosselin, can you identify this first document?

A. This appears to be a photocopy of our 2005 brochures, one of our pieces of promotional collateral.

Q. It's a 2005 brochure?

A. Correct.

Q. Do you see the words Watermark Cruises here?

A. Yes.

Q. Do you see a reference to Group Tours and

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School Field Trips?

A. I'm sorry. What?

Q. Do you see a reference on the left-hand side of this first page to Group Tours and School Field Trips?

A. Yes.

Q. Did you testify previously that you provide a lot of school field trips, do you recall?

A. We do do a lot of school field trips. I don't know -- I can't say that I testified to those exact words.

Q. Okay.

A. We do though.

Q. Do you see a photo of a man in I think you called it period garb?

A. This is pirate garb.

Q. Is that pirate garb?

A. That's pirate garb.

Q. Okay. I stand, I stand corrected.

A. That's our pirate.

Q. If you look at the first page and then again at the second page, do you see a reference to

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Annapolis Tours?

A. The document speaks for itself.

MS. GAN: I'll take that as a no and I'll introduce this 2005 brochure as Exhibit 47. Now, we produced these documents, but I actually have the originals so I'll be giving the witness the original for ease of reference.

(Gosselin Exhibit 47 was marked for identification.)

MR. SPIEGEL: Okay. And that was 47; correct?

MS. GAN: Yes.

MR. SPIEGEL: Okay.

BY MS. GAN:

Q. Ms. Gosselin, can you identify this document?

A. It's a 2006 brochure, one of our collateral pieces.

Q. Okay. On the front page do you see the words tours, charters, cruises?

A. Yes.

Q. Do you see Watermark on the bottom?

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A. I do.

Q. Do you see the tag line Unforgettable Journeys at the bottom?

A. I do.

Q. If you'd flip to the second page, do you see the wording Annapolis Tours on the second page?

A. The document speaks for itself.

Q. If you'd flip to the third page, I guess, because you have the brochure. Under the woman with the bonnet, do you see the wording Three Centuries Walking Tour?

A. Yes.

Q. Looking at the whole brochure in its entirety, do you see the wording Annapolis Tours anywhere in the brochure?

A. The document speaks for itself.

MS. GAN: I'll take that as a no and I'll --

MR. SPIEGEL: And I'll object to take, taking it as a no because it is right there on the front page of the top, 2006 Annapolis Tours.

BY MS. GAN:

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Q. Okay. Let's pare that out then. Do you see the wording tours, charters and cruises in the same font, Ms. Gosselin?
A. Yes.
Q. Would you, would you characterize that as large font?
A. For this piece, yes.
Q. Do you see the wording 2006 Annapolis at the top?
A. Yes.
Q. Is that in the same font --
A. No.
Q. -- as tours, charters and cruises?
A. It is not.
Q. It is not. Is it in smaller font?
A. Yes.
Q. It is in smaller font. Do you see the wording anywhere in this brochure in its entirety Annapolis Tours the same size, the same font side by side?
A. The document speaks for itself.
MS. GAN: I will take that as a no and

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I'll introduce this exhibit again as exhibit --
MR. SPIEGEL: You can take it down that's a no and I'll reiterate my objection.
MS. GAN: So noted.
MR. SPIEGEL: Thank you very much.
(Gosselin Exhibit 48 was marked for identification.)
BY MS. GAN:
Q. Moving on. Ms. Gosselin, what is this document?
A. This looks like a photocopy of one of our pieces of collateral from the year 2007.
Q. And when you say pieces of collateral, could I also call this a brochure?
A. Yes.
Q. Okay. Do you see the wording tours, charters and cruises in large letters on the front of the brochure?
A. Yes.
Q. Is the wording tours, charters and cruises all in the same font?
A. Yes.

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Q. Do you see a reference to Watermark and a registration symbol on the front page?
A. Yes.
Q. Do you see a reference to Unforgettable Journeys underneath that on the first page?
A. Yes.
Q. If you flip through the brochure, do you see a reference for Three Centuries Walking Tour?
A. Yes.
Q. Looking at the brochure in its entirety, do you see the wording Annapolis Tours in the same font and the same size side by side anywhere in the brochure.
A. In the interest of time, the document speaks for itself.
MS. GAN: And I will take that as a no and I'll introduce that as Exhibit 49.
(Gosselin Exhibit 49 was marked for identification.)
BY MS. GAN:
Q. Ms. Gosselin, does this represent a piece of collateral for the year 2008?

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A. Yes.
Q. Can we also agree that it's a brochure?
A. It is a brochure. Not all of the collaterals are brochures, but this one is.
Q. Do you see the wording tours, charters and cruises in large font on the first page?
A. I do.
Q. Is it in the same font on the first page?
A. I'm sorry?
Q. Is the wording tours, charters and cruises in the same font?
A. Those three words are in the same font.
Q. Great. Do you see Watermark with a registration symbol --
A. Yes.
Q. -- on the first page?
Do you see Unforgettable Journeys on the first page?
A. Yes.
Q. Flipping through the brochure, do you see a reference to Three Centuries Walking Tour on the second page?

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A. You have highlighted the Three Centuries Walking Tour, yes.

Q. Do you see the wording Annapolis Tours anywhere in this entire brochure side by side, the same size and the same font?

A. I can't read a lot of the small print, but I'll say the document speaks for itself.

MS. GAN: I will take that as a no --

MR. SPIEGEL: And I object.

MS. GAN: -- and I will introduce this as Exhibit 50 and your objection is noted.

MR. SPIEGEL: Thank you very much for noting my objection.

MS. GAN: I want to be amicable.

(Gosselin Exhibit 50 was marked for identification.)

BY MS. GAN:

Q. Moving along, is this piece of collateral a 2009 brochure, Ms. Gosselin?

A. It's a copy of it.

Q. Okay. Do you see the wording tours charters and cruises in the same font?

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A. I do.

Q. Is it in the same size?

A. Yes.

Q. Do you see the wording Watermark on the first page of the brochure?

A. Yes.

Q. Do you see the wording Unforgettable Journeys?

A. Yes.

Q. Flipping to the second page, do you see a reference to, an interesting reference that says Three Centuries Walking Tour, but the three is crossed out and the word four is written over three?

A. Yes, yes.

Q. Looking at this brochure in its entirety, do you see the wording Annapolis Tours together in the same size in the same font anywhere in the brochure?

A. The document speaks for itself.

Q. I will take that as a no.

MR. SPIEGEL: And my objection should be noted.

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MS. GAN: And I will enter this as Exhibit 51.

(Gosselin Exhibit 51 was marked for identification.)

BY MS. GAN:

Q. I'm going to give you a book. Hopefully it will be easier than a photocopy.

MR. SPIEGEL: Can she keep it?

THE WITNESS: I think we have it.

MS. GAN: No. I'm sure she has it.

MR. SPIEGEL: She's probably one of the landmarks.

THE WITNESS: Hey, I'm not that old.

BY MS. GAN:

Q. Can you identify this publication, Ms. Gosselin?

A. Landmarks of the Chesapeake Bay.

Q. Can you go to page 64 of that book?

A. I can.

MR. SPIEGEL: Which Bates number is it?

BY MS. GAN:

Q. AM2786. Are you there, ma'am?

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A. Uh-huh. Yes.

Q. Do you see an advertisement for your company?

A. Yes.

Q. Do you see the wording, in this advertisement do you see the wording tours, charters and cruises all in the same font?

A. I do.

Q. And is it the same size?

A. Those three words are in the same font and the same size.

Q. Do you see the word Watermark in that advertisement?

A. I do.

Q. What's the date listed there?

A. 2009.

Q. In that advertisement do you see the wording Annapolis Tours side by side in the same font?

A. I do not.

Q. Okay. If you'd flip to, if you'd flip to the index of advertisers at the back. And we

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produced this as AM2787. You know what, I'll just give you this in the interest of time.

Is this an alphabet listing of advertisers?

A. Did you say is it?

Q. Yes. Is it?

A. It appears to be.

Q. Do you see the wording Annapolis Tours there?

A. I do not.

Q. Do you the wording Watermark?

A. I do.

Q. Does that wording correspond with the page 64 for the advertisement?

A. It has 64 after the word Watermark.

MS. GAN: Great. I'd like to introduce these two book pages that we've -- or these two book pages that we've already produced as 52, Exhibit 52.

(Gosselin Exhibit 52 was marked for identification.)

THE WITNESS: What time do you have to

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leave?

MS. TYDE: 3:00.

MR. SPIEGEL: Are you going to make it?

BY MS. GAN:

Q. I'm going to give you another original and give your counsel a copy. We've already produced this? What is this piece of collateral?

A. This is our, one of our pieces of collateral from 2010.

Q. Is it also called a brochure?

A. It is a brochure.

Q. On the first page of the brochure, do you see the wording tours, charters and cruises in the same size and font?

A. I do.

Q. If you look through the brochure, do you see a reference to Four Centuries Walking Tour?

A. Right under where it says www.AnnapolisTours.com.

Q. That's great. But do you see a reference to Four Centuries Walking Tour?

A. I do.

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Q. Looking through the brochure, excluding the domain, do you see the wording -- any domain names -- do you see the wording Annapolis Tours in the same size or font in this brochure?

A. The document speaks for itself.

Q. I'll take that as a --

A. Right there.

Q. I know --

A. It is right there in at least one place.

MR. SPIEGEL: That's right.

BY MS. GAN:

Q. Where?

A. The domain name.

Q. Oh, excluding the domain, do you see the wording Annapolis Tours together in the same font in this brochure?

A. It speaks for itself.

Q. I'll take that as a no.

MR. SPIEGEL: Well, it speaks for itself including that it's got the domain name including AnnapolisTours.com. I realize your question is --

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MS. GAN: Excluding.

MR. SPIEGEL: -- excluding, but I realize you want the brochure to say what you want it to say, but it doesn't. It has AnnapolisTours.com right there.

MS. GAN: Well, I mean, you can make these arguments. We've already --

MR. SPIEGEL: I'm going to put on the record right next to the testimony it says AnnapolisTours.com right on the brochure in the same font and the same size.

BY MS. GAN:

Q. Ms. Gosselin, is a domain name the same thing as a brand?

MR. SPIEGEL: That -- I'll object to that. You're asking her to testify as to a legal matter and she's not qualified to do that.

MS. GAN: I'm going to introduce this exhibit as 53.

(Gosselin Exhibit 53 was marked for identification.)

BY MS. GAN:

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Q. Let me give you another original. Can you tell me what this publication is?
A. The front cover says The Official Visitors Guide of Annapolis and the Chesapeake Bay.
Q. If you open up -- I think I've tabbed it for you. It should be page -- the first tab, the first yellow tab. Do you see a reference to a Navy Football Schedule?
A. On the page 9 there is a reference to the Navy Football Schedule.
Q. What year is that?
A. 2010, it looks like.
Q. 2010. If you'd flip to the next, the next page of this handout. I think the next tabbed page. Do you see a section called Guided Tours?
A. I see where you have the tab is on page 23.
Q. And you flip it over. Does it have different names of companies?
A. Yes.
Q. Okay. Do you see a reference under the heading Guided Tours to Annapolis Carriage?

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A. Yes.
Q. Do you see a reference to Annapolis Ghost Tours?
A. Yes.
Q. Do you see a reference to Annapolis Segway Tours?
A. Yes.
Q. Do you see a reference to Annapolis Tours by Watermark?
A. Yes.
Q. Is that your company?
A. Yes.
Q. Do you see a reference to Annapolis Walkabout?
A. Yes.
Q. Do you see a reference to Discover Annapolis Tours?
A. Yes.
Q. Do you also see a reference to Kayak Annapolis, LLC?
A. Oh, there it is, up at the top of page 25. Kayak Annapolis.

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Q. Great. If you look -- can you see -- can I just see that for one second. On page 5 do you see an advertisement for your company?
A. I do.
Q. Does it -- does this advertisement have the words tours, charters, cruises? "Tours. Charters, cruises" on it?
A. Yes.
Q. Is that wording all in the same font?
A. It is.
Q. Do you see a reference to Watermark?
A. Yes.
Q. Do you see a reference to the wording Annapolis Tours side by side in the same font on this particular advertisement?
A. No.
MS. GAN: Great. I'd like to introduce -- we've already produced this, but I'd like to introduce this as Exhibit 54.
(Gosselin Exhibit 54 was marked for identification.)
MS. GAN: This is a document that your

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counsel produced. This is a trade secret protected document. Mr. Spiegel, do we need to say anything further than that?
MR. SPIEGEL: I gather this portion of the deposition will be under seal.
(THE FOLLOWING PORTION WAS DESIGNATED AS CONFIDENTIAL AND IS BOUND SEPARATELY.)

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(THE FOLLOWING PORTION WAS DESIGNATED AS CONFIDENTIAL AND IS BOUND SEPARATELY.)

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(THE FOLLOWING PORTION WAS DESIGNATED AS CONFIDENTIAL AND IS BOUND SEPARATELY.)

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(THE FOLLOWING PORTION WAS DESIGNATED AS CONFIDENTIAL AND IS BOUND SEPARATELY.)

108

(THE FOLLOWING PORTION WAS DESIGNATED AS CONFIDENTIAL AND IS BOUND SEPARATELY.)

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(THE FOLLOWING PORTION WAS DESIGNATED AS CONFIDENTIAL AND IS BOUND SEPARATELY.)

(THIS CONCLUDES THE CONFIDENTIAL PORTION.)

BY MS. GAN:

Q. Can you identify this document, Ms. Gosselin?

A. This is the African-American Heritage

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brochure that was produced by the Annapolis and Anne Arundel -- well, this is the African-American Heritage brochure.

Q. Great. If you'd flip to the tab section, and that's page 2 for everybody else, do you see an advertisement from your company Watermark?

A. Yes.

Q. Do you see, do you see a reference to Annapolis Tours in this advertisement?

A. Yes.

Q. Does it state Annapolis Tours registration symbol by Watermark?

A. Yes.

Q. I think if you flip to the very last section, do you see anything there that would indicate a date on this publication.

A. I see that you have highlighted 2010, Version Five.

Q. Have you ever seen this document before?

A. Yes.

Q. Do you think it's probably from 2010?

A. Probably.

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Q. Is this usage consistent with your 2010 brand statement.

A. Not entirely.

Q. And why not?

A. Because it doesn't have the colors, the right colors in it and the font.

Q. You'll have to talk to the marketing department.

A. Talking to Verizon. No, I'm kidding.

MS. GAN: I'd like to introduce that exhibit, this African-American Heritage, as Exhibit 57.

MR. SPIEGEL: That's 56.

MS. GAN: I'm sorry. 56. 56.

(Gosselin Exhibit 56 was marked for identification.)

BY MS. GAN:

Q. And I'm going to give you another original and we'll look at the copies that are not so great that your counsel provided, because he said they're very hard to copy.

So this piece of collateral, is it a

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brochure?

A. Yes, it is.

Q. And what year is the brochure?

A. 2011.

Q. Do you see the wording Tours & Cruises in the same size and same font on the first page of the brochure?

A. Yes.

Q. Looking at the brochure in its entirety, do you see a reference to Annapolis Tours by Watermark in the brochure?

A. Yes. Where did you get this?

Q. I got it by the dock, like by the dock. It was next to the water taxi stand.

So I apologize, but --

MR. SPIEGEL: You might want to put in a suggestion to enclose it in plastic where they pick them up.

BY MS. GAN:

Q. Is this usage consistent with your 2010 brand guide?

A. Yes.

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Q. Did you provide this document?
A. What do you mean did I produce it?
Q. Did your company --
A. Have it printed, yes.
Q. -- have it printed?
A. Yes.
MS. GAN: All right. I'm going to introduce this into evidence as Exhibit 57.
(Gosselin Exhibit 57 was marked for identification.)
BY MS. GAN:
Q. Ms. Gosselin, we've looked at a number of brochures that your company had printed or that you indicated that your company had printed. With the exception of 2011 there were no references to Annapolis Tours in connection with Guided Tours of Annapolis. Why is that?
A. Well, there was a reference, the URL in at least one of them.
MR. SPIEGEL: I'm also going to raise an objection. You didn't question Ms. Gosselin on all of the documents that were produced and

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documents that were produced did include that information, and so that's sort of a misleading and unfair question to ask the witness.
BY MS. GAN:
Q. These brochures, these color brochures that you indicated that your company had printed, where could I pick them up if I were a visitor to Annapolis?
A. You could pick them up at the city dock.
Q. Could I pick them up at the Visitors Center?
A. Yes.
Q. Did I introduce a series of these brochures that I could pick up at the Visitors Center or at the dock?
A. Yes.
Q. Are they a series, meaning you do them from year to year --
A. Yes.
Q. -- a similar type of brochure?
A. Yes.
Q. Looking at the span of these similar

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brochures that we looked at from year to year, with the exception of the one that had the domain name reference and the year 2011, so looking at 2005, 2006, 2007, 2008 and 2009, none of them reference Annapolis Tours. Why is that?
A. We have other collateral that does.
Q. You have other collateral?
A. This is primarily -- yes.
Q. What is this primarily for?
A. This is for primarily to show the tour schedule and it is primarily devoted to the waterside of the business.
Q. Didn't these brochures reference the Three Centuries Walking Tour, African-American Walking Tour, Ghost Walking Tour; didn't they reference a series of walking tours?
A. They do have the public schedule, the public tour schedule, walking tour schedule.
Q. Is it your testimony that you only use the wording Annapolis Tours in connection with walking tours from time to time?
A. We use the name Annapolis Tours when we

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are promoting the walking tours and the guided tour services.
Q. Are you saying that these brochures don't promote the walking tours?
A. We have priorities in our resources and as you can see we have developed a way to put it in there, but it is part of our advertising and we -- I can't tell you exactly why every decision is made, but we have had rack cards which is Annapolis Tours that focus just on the land side of the business.
Q. Did you produce rack cards for the years 2005, 2006, 2007, 2008, 2009, 2010 and 2011?
A. Those are not dated like this particular brochure is.
Q. So you have the same rack card year to year?
A. If we have them left over we do use them.
Q. Did you produce that rack card?
A. I believe we did. I'd have to go back and look.
MS. GAN: Okay. If you could confirm that, because I don't believe I saw a post 2005

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rack card, but I could be wrong on that.
MR. SPIEGEL: Well, maybe that's because these were produced in the first batch of documents that were the subject of the earlier deposition.
MS. GAN: No, I looked at those documents. I didn't --
MR. SPIEGEL: They were all produced. Every one of them through 2010, many of which had registration symbols on them as well and they were in equal font and prominent at the top of the page.
MS. GAN: I will be glad to see those.
MR. SPIEGEL: Well, you can look at your documents and find them.
BY MS. GAN:
Q. When we talk about your guided walking tours, generally speaking, what is the uniform?
A. It varies depending upon the product. It is primarily period dress, but sometimes they are in I guess you could call it period dress also, but modern dress if the customer doesn't want period

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dress.
Q. Do they have name badges?
A. Yes.
Q. Okay. What is this document, Ms. Gosselin?
A. This is a Surface Printed Vinyl Badge proof. This is what the name badges look like.
Q. The name badges that are used in connection with the walking tours?
A. For all of our employees.
Q. You don't have any name badges that say Annapolis Tours?
A. We do not separate them out. We have some employees who are on both the land and the water side and its the function of the economy to just print one.
Q. So when a visitor is going on your tour and they go to meet with their period garbed tour guide and that period garbed tour guide is wearing a Watermark name badge how do they know they're taking an Annapolis by Watermark tour?
A. Annapolis Tours?

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Q. Annapolis Tours by Watermark or whatever.
A. I can't answer how they know what they know.
MS. GAN: Okay. Well, I'd like to introduce this badge under seal as Exhibit 58.
(Gosselin Exhibit 58 was marked for identification.)
THE WITNESS: The public tour people do get stickers that say Annapolis Tours by Watermark to show that they have paid.
BY MS. GAN:
Q. Are there printed tours -- printed tickets?
A. No.
MR. SPIEGEL: And the sticker was produced.
BY MS. GAN:
Q. It wasn't dated, so I wasn't sure what, what the date was.
How long have you been using the sticker that your counsel produced, do you know?
A. About several years at least. I don't

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know how long we've been using them.
Q. Okay. Do you share the brand guide with the employees of Watermark or Chesapeake?
A. The people in the sales department have seen it.
Q. Okay. Do you instruct the other employees of your company about proper usage of Annapolis Tours, I guess by Watermark, because that's what your guide says?
A. The Annapolis Tours, yes. Some of them we do. We have training. We have approximately 160 seasonal employees. They're not all available at the same time, so we do our best to disseminate information in general about branding and other things through whatever means we can.
Q. Do you have a permanent structure signage at the dock for your company?
A. We do.
Q. Does it say Watermark on it?
A. It says Watermark.
Q. Does it say Annapolis Tours on it?
A. It does.

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Q. It does?
A. It does.
Q. And how long has it said Annapolis Tours?
A. We put the new sign up on Friday.
Q. That's interesting. And that's Friday, March -- in 2011?
A. Our opening day for the season was Saturday and we had a deadline to get the new sign up by Saturday.
Q. So from 2005 until 2011 there was no permanent structure signage at the dock that said Annapolis Tours on it?
A. We would often put flyers up. There's a section on there for special events and we would put flyers there that would have it on there. But that sign, it predates I believe -- I couldn't tell you. I think it -- I shouldn't guess. It's been there for a while, but it was time for it to be updated.
Q. Why?
A. Well, it was getting old and it was hard to write on there. We've had product changes and we have the new colors and things, so it was just hard

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to read. It was just --
MR. SPIEGEL: The salt air.
THE WITNESS: -- deteriorating.
MR. SPIEGEL: The salt air from the Chesapeake Bay.
BY MS. GAN:
Q. Do you have -- you have an office near the State capitol; is that correct?
A. Our guide office is near there.
Q. From 2005 until 2010, let's say, did you have permanent structure signage for Watermark outside your office?
A. I don't think. I'm going to guess again. Most of the time in that time period we had no signage.
Q. Okay. But when -- did you eventually get signage?
A. There is a boot hanging down. It's not a proper sign.
Q. Does it say Watermark?
A. I couldn't tell you what it says right now. It changes from time to time, as the season

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goes.
Q. Do you have permanent structure signage outside of that office that says Annapolis Tours?
A. I don't believe. I'm guessing, but I don't, I don't think we do.
Q. Okay.
A. We have brochures and rack cards there.
Q. In your previous testimony in February of 2010 you were asked about trademark monitoring and enforcement procedures that your company has implemented or utilized to protect the wording Annapolis Tours, but I guess it's really Annapolis Tours by Watermark for your 2010 guide.
MR. SPIEGEL: Objection, objection. Annapolis Tours is listed specifically with a registration symbol to separate and delineate it from Watermark and that is the clear fact and please don't mislead my witness.
BY MS. GAN:
Q. Were you asked about enforcement measures in your earlier deposition?
A. I'm not -- if you want to show me a

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specific question, I can answer that, but...
Q. Okay. Were you asked about usage of Annapolis Tours by other companies in your earlier deposition?
A. If you could show me a specific question.
Q. Okay.
A. I was asked about other companies.
Q. Okay. Were you asked about enforcing your trademark or service mark in your earlier deposition?
A. Can you be more specific with your question?
Q. Were you asked if you had ever issued cease and desist letters to other companies in your earlier deposition?
A. Yes.
Q. Okay. Do you recall if you stated that you had?
A. I have.
Q. And to whom?
A. Alcatraz.
Q. And at that time in February 2010 had you

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issued cease and desists to any other company?
A. No.
Q. We're into March of 2011; is that correct?
A. Yes.
Q. Have you issued cease and desist letters to any other company?
A. No.
Q. No. Okay. You stated earlier, I think again we're going back to February 2010, that Paula Fishback had not sought a federal registration for --
A. She did not.
Q. -- Annapolis Tours. Can I ask you why you decided to seek a registration for Annapolis Tours?
A. I spoke to counsel and --
MR. SPIEGEL: Let me interject here. Don't testify as to what counsel advised you.
THE WITNESS: Okay.
MR. SPIEGEL: It's attorney/client privilege.
THE WITNESS: Okay.

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MR. SPIEGEL: So she testified that she did speak to counsel.
BY MS. GAN:
Q. Okay. What did you understand that the benefits or the incentives for having a registration were?
A. That it would protect the mark.
Q. Protect how?
A. That we would be able to use it.
Q. Did you understand it to mean that you could exclude others from using it?
A. My understanding -- and this is a legal question, so I do not have the expertise to answer properly.
Q. Okay. Could use the mark if you didn't have a federal registration?
A. Yes, I believe so.
Q. So why get a federal registration?
A. To protect it, so that I -- from other people using it, is my understanding. Again, that's a legal question.
Q. To protect it from other people using it,

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is that your testimony?
A. Uh-huh. As a mark for tour guide services.
Q. At the time that you filed your application did you have an understanding of what the phrase "continuous usage" meant?
A. Substantially continuous. That it was being used continually.
Q. Okay. At the time of filing your application did you have a general understanding of what the wording "exclusive use" meant?
A. My understanding is that no one else was using that as a mark for tour guide services.
Q. If, for example, you did not use the wording Annapolis Tours for one of five calendar years do you think that would be continuous use?
A. I don't know. I'm not qualified to answer that.
Q. You talked earlier about how your understanding was that ownership of the service mark for Annapolis Tours could stop other people from using the wording Annapolis Tours in connection with

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guided tour services; is that correct?
A. I'm sorry. Can you say that again?
Q. Sure. You testified earlier that you believe that ownership of a service mark for Annapolis Tours would help you protect against other people using the wording Annapolis Tours in connection with walking tours or guided tours; is that correct?
A. Again, it's a legal question and I don't feel qualified to answer. I'm not an attorney.
Q. Was that your testimony though, that you could stop other people from using the wording Annapolis Tours?
A. I only have to go on the specific example of when we sent the cease and desist letter.
Q. Have you ever heard the term "likelihood of confusion"?
A. No.
Q. You've never heard the term likelihood of confusion?
A. I don't think so.
Q. At the time that you filed your

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application did you think that you could stop people from using wording or a mark that contained the word Annapolis Tours; Annapolis Tours plus additional wording, Annapolis Tours plus a picture?

A. That's, I think that's a legal question that I'm not qualified to answer.

Q. Since the institution of this petition to cancel have you created any new ways of protecting your trademark or enforcing your trademark?

A. I'm not aware of anything.

Q. Do you have, for example, marketing people looking in different media for other people using the wording Annapolis Tours?

A. As a specific focus, no.

Q. And you stated that you haven't sent out anymore cease and desist letters?

A. That's correct.

Q. I'm going to give you page 190 of your previous testimony in this case, which was February 2, 2010. Can you review the highlighted portion? You don't have to read it allowed.

MR. SPIEGEL: Are you highlighting that

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to show that Mr. Goins had to ask the question three different ways?

MS. GAN: I did notice that, yeah.

MR. SPIEGEL: Okay. Just checking.

MS. GAN: But --

MR. SPIEGEL: He finally got it out though.

MS. GAN: He did.

MR. SPIEGEL: Yeah.

BY MS. GAN:

Q. And what I took this highlighted portion to mean was that you stated that you were fully competent in August of 2005 that you were substantially and exclusively using the wording Annapolis Tours in connection with guided tours in Annapolis; is that correct?

A. As a mark for tour guide services.

Q. You were fully confident that, in August of 2005 you were fully confident that you were continuously and exclusively using the wording Annapolis Tours?

A. I believe that. I believe that as a

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mark.

Q. And does this highlighted portion maybe inartfully also state that in February 2010 you were fully confident that you were continuously and exclusively using the wording Annapolis Tours in connection with tours in Annapolis?

A. As a mark I believe that.

Q. In March of 2011, today, are you fully confident that you are continuously and exclusively using Annapolis Tours in Annapolis, Maryland?

A. I'm sorry. What's the question?

Q. Today are you fully confident that you are continuously using the wording Annapolis Tours?

MR. SPIEGEL: By "you," do you mean with Watermark Cruises Chesapeake or do you mean --

BY MS. GAN:

Q. By "you" I mean Chesapeake Marine Tours doing business as Watermark?

MR. SPIEGEL: And as the owner of the federal registration for Annapolis Tours, is that the one you're talking about?

MS. GAN: Is that testimony, Jay? That

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sounds like testimony.

MR. SPIEGEL: No, that's a fact.

THE WITNESS: I believe that we are -- continue to use it, have continually used it and are exclusively using it as a mark for a tour guide services.

BY MS. GAN:

Q. Are you familiar with Discover Annapolis Tours?

A. I am.

Q. In the wording Discover Annapolis Tours, does that include the wording Annapolis Tours?

A. The name -- the words that you just said do include the words Annapolis Tours.

Q. The name Discover Annapolis Tours includes the wording Annapolis Tours?

A. The words Discover Annapolis Tours include the words Annapolis Tours.

Q. Great. In your earlier testimony you referred to someone named Matt Grubbs as a bus driver. Who is Matt Grubbs?

A. He owns a trolley company.

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Q. He owns a trolley company. Do you know how long?
A. I don't know how long.
Q. Would 1996 seem like a fair estimate?
A. Perhaps.
Q. Have you ever negotiated to purchase Discover Annapolis Tours?
A. No.
Q. Do you do any business with Discover Annapolis Tours?
A. Yes.
Q. What's the nature of that business?
A. We put our guests on his services from time to time and he puts his on ours.
Q. Do you pay him to carry your guests?
A. We pay the going rate.
Q. You pay Mr. Grubbs to transport your visitors?
A. We pay his company.
Q. Great. Prior to issuing a cease and desist to Alcatraz Media did you ever ask Discover Annapolis Tours to stop using the wording Annapolis

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Tours in their name?
A. No.
Q. Did you ever ask them to stop using the wording Annapolis Tours in their print or electronic advertising?
A. No.
Q. On signage on their trolley?
A. No.
Q. On any other form?
A. No.
Q. Do you intend to ask Mr. Grubbs to stop using Annapolis Tours in his name in the future?
A. No.
Q. Do you think Discover Annapolis Tours is similar to Annapolis Tours?
A. I think that his mark is different than our mark.
Q. Does it sound similar?
A. Does it use two of the same words? It depends on how you look at. His name is Discover Annapolis and then he uses Tours at the bottom. The mark is very different and we think of him as

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Discover Annapolis.
Q. You think of him as Discover Annapolis?
A. Uh-huh.
Q. What is Santa's trolley?
A. I don't know. I'd have to look it up. Do you have a picture of it, a diagram?
Q. Yeah, I do have a picture of it.
MR. SPIEGEL: It was an exhibit from yesterday's deposition?
BY MS. GAN:
Q. It was an exhibit. I don't know exactly where it is, but because it's with the other court reporter -- is that an accurate picture of the trolley?
A. Yes.
Q. Does the trolley say Discover Annapolis Tours?
A. It says Discover Annapolis and then underneath it says Tours.
Q. Do you think that someone taking a trip on this trolley could think that the name of the trolley is Discover Annapolis Tours?

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A. I don't know. I don't want to put myself in somebody else's mind.
Q. Okay. Let's go back. Does Discover Annapolis Tours sound like Annapolis Tours?
MR. SPIEGEL: Asked and answered. Objection.
BY MS. GAN:
Q. Does the Discover Annapolis Tours look like Annapolis Tours?
A. No.
Q. Why not?
A. I don't think the two marks look anything alike.
Q. Does it have the same feel?
A. Not to me.
Q. Not to you. Do you know --
MR. SPIEGEL: Can we stop for a minute? Are you going to introduce that brochure you just passed around as an exhibit that you just showed the witness.
MS. GAN: Which brochure?
MR. SPIEGEL: The Discover --

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MS. GAN: It's already introduced. I'm not going to introduce it again. We already introduced it yesterday with a different witnesses.

MR. SPIEGEL: Well, why don't you identify what it is. I mean, you've just shown the witness an exhibit, you've taken testimony. We have nothing in the record to show what it is.

BY MS. GAN:

Q. Okay. Let's just ask the witness. Is this a rack card?

A. It appears to be a rack card.

Q. And whose rack card is it?

A. It says Trolley Tours at the top. "Historic Annapolis, 60 minute tour."

Q. Do you think this is Mr. Grubbs' rack card?

A. I think it says Discover Annapolis.com at the bottom, so yes I think that's his.

Q. Would this be typical of a rack card that you might find at the AAACCVB?

A. It is a rack card and they have rack

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cards and brochures, yes.

MS. GAN: Is that sufficient? Do we really need to introduce it?

MR. SPIEGEL: Well, why don't we -- we can do it a different way. Look at Exhibit 22 from this deposition, the third page.

MS. GAN: No, no. We've already -- but it's not the same thing.

MR. SPIEGEL: It's exactly the same thing. That shows the mark exactly the way it's displayed on the bus and exactly the way it's displayed as a rack card.

MS. TYDE: But that's not a picture of the bus.

MS. GAN: That's not a picture of the bus. I think we're fine. I think it's going to be, you're going to be -- it's going to be introduced into evidence. She was on the board of the Visitors Bureau. She knows what rack cards look like. She's not an average visitor.

MR. SPIEGEL: Well, I would like --

MS. GAN: She's, you know --

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MR. SPIEGEL: I would like you to identify that brochure from its exhibit number from yesterday's deposition. If you can't, I have copies of them and I can find it.

MS. GAN: Great. Could you find it?

MR. SPIEGEL: Let's go off the record for two minutes and I will find it.

(Whereupon, the proceedings went off the record.)

MS. GAN: Okay. The trolly brochure that we discussed before the break was Exhibit 15 in the testimony deposition for Michael Carter that was conducted --

MR. SPIEGEL: On the 28th.

MS. GAN: -- on the 28th of March 2011.

BY MS. GAN:

Q. Ms. Gosselin, what is the mark issue in this case?

A. I don't understand the question.

Q. What is the mark? What is the mark that we're talking about?

MR. SPIEGEL: The mark at issue. I

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thought you said the market issue.

THE WITNESS: So I did.

BY MS. GAN:

Q. I'm sorry. What is the mark at issue in this case?

A. Annapolis Tours.

Q. Is that a design mark?

A. I don't know what that means.

Q. Is it in a specific font?

A. That's a legal question I think that I don't know how to respond to.

Q. Have you ever heard the term "typed mark"?

A. I don't think so.

Q. "Standard character mark"?

A. I'm sorry. No.

Q. If another company were using Annapolis Tours in a different lettering than yours would that be a problem for you as a business owner?

A. I don't, I don't know. I think that's a legal question that I'm not qualified to answer.

Q. If another company provided guided tours

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and they used the wording Annapolis Tours, alone but in a different lettering, would that bother you as a business owner?

A. I would probably call counsel and ask them if it bothered me.

Q. Is your father a lawyer, Ms. Gosselin?

A. He does not practice anymore. He used to be an attorney.

Q. Is your brother a lawyer?

A. My brother is a lawyer.

Q. I like people who like lawyers. Very good.

A. I didn't say I liked either one of them.

MR. SPIEGEL: How about people who are related to lawyers?

BY MS. GAN:

Q. Very good. In your February 2nd, 2010 deposition do you recall if you were asked about a company called Kayak Annapolis Tours?

A. I'd have to see the actual thing. There were a number of different companies that I was asked about.

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Q. Are you familiar with Kayak Annapolis Tours today?

A. I am not. I know that there is somebody that does kayak, that takes people out in kayaks, but I don't know, I don't know if that's the name of that company. I'm not familiar with them.

Q. Are you aware if any party has registered the domain name KayakAnnapolisTours.com?

A. I have seen it through these proceedings.

Q. Okay.

MR. SPIEGEL: Objection. Could you show a document, because I don't know of anybody? I think there's KayakAnnapolis.com.

THE WITNESS: Yeah, I would like to see it.

MR. SPIEGEL: I'd like you to show a document because --

MS. GAN: Do you have the exhibits from yesterday?

MR. SPIEGEL: Yes, I do.

MS. GAN: Do you have the rack card for Kayak Annapolis?

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MR. SPIEGEL: Here's the full set.

MS. GAN: Great. Let me find it. I can show you the original, but --

MR. SPIEGEL: No, the copy will do. I just don't recall it. We could be wrong though.

MS. GAN: I just want to state while we're back on the record that, Jay, you objected to a lot of these web printouts for Annapolis Ghost Tours, but I looked and you actually produced these same pages. We just didn't -- when we talked about them we didn't produce them with your Bates number, but you produced them previously so you might want to --

MR. SPIEGEL: Well, insofar as, you know, with all the hundreds of document we produced, looking at a document with no Bates number on it I would think you would have either used one with your Bates number or one with our Bates number. And since it didn't have either I raised the objection. So if it's something we produced, then we'd certainly be happy to withdraw the objection.

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MS. GAN: Great.

MR. SPIEGEL: I can only go based on what is being put in front of me at the time.

MS. GAN: Okay. Now, you numbered these then?

MR. SPIEGEL: Normally.

BY MS. GAN:

Q. Okay. This is Exhibit 16 from the testimony deposition of Michael Carter. Does this appear to be a rack card?

A. It appears to be a Xerox of a rack card.

Q. Do you see a domain name in the bottom, Kayak AnnapolisTours.com?

A. Yes.

Q. Okay.

MR. SPIEGEL: Duly noted.

THE WITNESS: Is that the name of the company?

BY MS. GAN:

Q. It is one of their names.

MR. SPIEGEL: Let the record show that the roles have reversed. The attorney is now

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answering the questions published by the witness.
BY MS. GAN:
Q. I was asked a question.
Are you aware of a company called Capital City Colonials?
A. Yes.
Q. Are you aware that they have purchased the domain name Annapolisfoodtours.com?
A. No.
Q. You're not aware. Are you aware that they are using Annapolis Food Tours in print and electronic advertising?
A. I know that they are doing food tours, but I cannot speak to specific elements of their advertising.
Q. Have you ever asked them to stop using the wording Annapolis Food Tours in print or electronic advertising?
A. No.
Q. We introduced an article earlier that described you as, I believe, an astute businessperson.

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MR. SPIEGEL: Can you identify the exhibit on that one so we know what we're talking about here? We don't need an article to know that Ms. Gosselin is an astute businesswomen, but if you're going to ask questions about it...
THE WITNESS: You're not helping here.
BY MS. GAN:
Q. Okay. So as a business owner, talking about your years as a business owner, we'll put the astuteness aside, although there's nothing here that suggests that you are not --
MR. SPIEGEL: Right.
BY MS. GAN:
Q. -- that I will state, I'm curious, from your 2010 brand guide it seems as though Watermark is your chief brand. Would you agree with that statement?
A. We call it the umbrella brand.
Q. The umbrella brand. Are you aware if you have a federal registration for Watermark?
A. We do.
Q. Do you know if the registration is in

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connection with the water taxi service?
A. I think it is broader than that, but I would need to see the specific language.
Q. Okay. Do you think it's possible it includes a list of services, one of which may be water taxi services?
A. It's possible, but honestly I would need to be refreshed and see it specifically.
Q. Okay. If a company opened up a water taxi business and they named their company Discover Watermark would that be a problem for you as a business owner?
A. I always told my children never to ask what if questions.
MR. SPIEGEL: Are you offering to adopt counsel?
THE WITNESS: You know, it depends. I don't know.
BY MS. GAN:
Q. What does it depend on?
A. Well, where would they, where would they open up the business?

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Q. Let's say it was in Annapolis. They opened up a company Discover Watermark and they provided water taxi services. Would that bother you?
A. Would it bother me? How I would feel about it?
Q. Sure. Say how you would feel.
A. I would not like the idea of somebody else -- I wouldn't like it.
Q. Would you feel that they were infringing on your trademark?
A. I don't know. That's a legal question.
MR. SPIEGEL: I want to object to that. It's my recollection, and you can correct me if I'm wrong, Counsel, that the registration for Watermark is not a standard character registration. It's a logo, such as is shown in many of the exhibits here.
So you know, in terms of these questions, they're hypothetical since you haven't said that those people are using the exact logo that is registered. But that's my recollection, that that's what's registered.

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MS. GAN: You don't have a standard? You don't have --
MR. SPIEGEL: I don't believe so. I do not believe so.
BY MS. GAN:
Q. Okay. Let's assume the company used your logo and they called themselves Discover Watermark, would you consider that a violation of your trademark?
A. I don't know. That's a legal question that I'm not qualified to answer.
Q. Do you think that because of your federal registration you could stop them from using the Discover Watermark with your identical logo?
A. I would call my attorney and ask.
Q. Let's assume there was a company called Kayak Watermark and they offered water taxi services. Would this bother you as a business owner?
A. I don't know.
Q. You don't know. Let's assume there was a company using Tour Watermark in connection with water taxi services. Would you object to their using Tour

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Watermark in connection with water taxi service in and around Annapolis, Maryland?
A. I don't know if I would object. I would, I would ask counsel.
Q. Let's assume there was a company using Women of Watermark in connection with water taxi services in Annapolis, Maryland. Would that trouble you as a business owner?
A. I get troubled by many things and that could be one of them, but what I, how I feel about it may not indicate what I --
Q. Would you consult --
A. -- what I could do.
Q. Would you consult your attorney about whether your federal registration could stop a party from using Women of Watermark in connection with water taxi services?
A. I may.
Q. You may. Let's assume a third party were using the wording Watermark In An Hour with your identical logo in connection with water taxi services, which is a very long taxi service. Would

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you object to them using Watermark In An Hour in connection with Watermark Services?
MR. SPIEGEL: I'm going to now object to this entire line of questioning. This questioning is asking a lay witness to testify as to legal opinions and legal concepts and this witness is a factual, by the way, 30(b)(6) witness and none of the 30(b)(6) categories in the original notice for which this is a supplemental deposition involved the rendering of legal opinions, so I'm going to object.
MS. GAN: I don't think this, I don't think this is legal opinions. I'm not asking --
MR. SPIEGEL: Well, that's your opinion and you're asking this witness --
MS. GAN: I'm asking --
MR. SPIEGEL: -- to testify as to legal concepts.
MS. GAN: -- her as a owner what she thinks, how she feels. She's been in this business for probably longer than I've been alive or close. I'm asking her --

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MR. SPIEGEL: We're not asking your age.
MS. GAN: That's fine.
THE WITNESS: How I feel is not a fact. I mean, feelings are not facts.
BY MS. GAN:
Q. I'm asking if you would object --
A. I don't know.
Q. -- if another company were providing the exact same --
A. Define, define object.
Q. -- services, would you ask them to cease and desist?
A. I would call my attorney.
Q. Would you --
A. I would not know if that was the right thing to do or not.
Q. Do you think as a business owner that a third party could move into, in this hypothetical, your town and offer identical services and offer a mark that sounds similar, could sound similar or look similar, could, and you don't think that that would bother you?

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A. That's a legal question seriously.
Q. Okay. Are you familiar with Annapolis Ghost Tours?
A. Ghosts of Annapolis, yes.
Q. Do they also go by Annapolis Ghost Tours?
A. I think I have seen that, yes.
Q. In the wording --
A. I'm guessing again.
Q. Okay. Well, let's go with Ghosts of Annapolis Tours then, since you seem more familiar with that. Does the phrase Ghosts of Annapolis contain the wording Annapolis -- strike that.
Let's go to the Annapolis Ghost Tours. Does the wording Annapolis Ghost Tours contain the word Annapolis?
A. The word Annapolis is in Annapolis -- what did you say? Annapolis Ghost Tours, yes.
Q. Is the word tours in Annapolis Ghost Tours?
A. Yes.
Q. Does Watermark provide a ghost tour?
A. Yes.

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Q. Does Annapolis Ghost Tours provide ghost tours?
A. Yes.
Q. Would you say that you're a competitor of Annapolis Ghost Tours?
A. We both provide a similar service.
Q. Do you think your marks are similar?
A. No.
Q. Why?
A. I just don't think they are.
Q. Do they both start with Annapolis?
A. I think they appear different.
Q. Why?
A. Ours is Annapolis Tours.
Q. Uh-huh.
A. And theirs is, has the word Ghosts in it. It's Ghosts of Annapolis, Ghosts of Annapolis.com.
Q. Well, that's a, that's a domain name. I'm asking you if they use the working --
A. That's what I know them as.
Q. That's what you know them as. You don't know them as Annapolis Ghost Tours?

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A. When I think of them I think of them as Ghosts of Annapolis.
Q. Okay. You're not aware that they also use Annapolis Ghosts tours?
A. Well, I already said that I believe -- that's where I'm guessing. I think they have used that in promotions. I don't know what the real name of the company is.
Q. Okay. And you said that you don't think they're similar because they're -- that wording Annapolis Ghost Tours includes the word Ghosts and yours doesn't?
MR. SPIEGEL: Asked and answered. Objection.
BY MS. GAN:
Q. I'm clarifying. I can't remember now.
A. I don't think that they're similar.
Q. Okay. How about Kayak Annapolis Tours, do you think Kayak Annapolis Tours is similar to Annapolis Tours?
A. No.
Q. Why?

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A. Because I don't.
Q. Does Kayak Annapolis Tours contain the wording Annapolis Tours?
A. Kayak Annapolis Tours does contain the words Annapolis Tours.
Q. How about Tour Annapolis, is that similar to Annapolis Tours?
A. It is one of the same words and the other one doesn't have an S on it and they're reversed, so they do have a lot of the same letters.
Q. Do they sound similar?
A. I don't know what it means. I mean --
Q. Does Tour Annapolis sound similar to Annapolis Tours to you?
A. No.
Q. Does it look similar?
A. No, they're reversed.
Q. Women of Annapolis Tour, tour being singular, is that similar to Annapolis Tours?
A. What is Women of Annapolis Tours?
Q. Okay. Do you know that Capital City Colonials offers a tour called Women of Annapolis

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Tour?
A. No.
Q. Okay. So if they did offer a tour called the Women of Annapolis Tour, do you think the wording Women of Annapolis Tour is similar to Annapolis Tours?
A. No.
Q. Why?
A. It's specific and it's not -- I don't know what the mark is like. It's a product name. I just don't see a similarity.
Q. Okay. How about the wording Annapolis In An Hour Tour, is that similar to Annapolis Tours?
A. Is that one of Capital City's products also?
Q. Uh-huh.
A. It has some of the same words. It's not used as a mark.
Q. What does that mean, used as a mark?
A. As to me in big bold letters separate as the symbol of the entity.
Q. So if a company used --

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A. In other words, it's different than just using the terms in a sentence.
Q. Okay. So let's say you had a company whose legal name was Annapolis Ghost Tours and they sold T shirts that said Annapolis Ghost Tours in large letters and they produced rack cards that said Annapolis Ghost Tours on them and they had a Facebook page that said Annapolis Ghost Tours and they had other types of printed and electronic advertising that said Annapolis Ghost Tours, is that using Annapolis Ghost Tours as a mark in your opinion?
A. I'd have to see it.
Q. You have to see it.
A. But --
MR. SPIEGEL: And I object as to asking her to give a legal conclusion.
MS. GAN: But she stated that certain usages were not proper trademark usages or proper service mark usage?
MR. SPIEGEL: My objection stands. You're asking her to be a lawyer and she's not a lawyer. She's a fact witness under a 30(b)(6)

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deposition. Show me where on the 30(b)(6) deposition notice that this is a category that she's supposed to be testifying to. You've gone way -- we've given you a lot of leeway. You've gone way beyond the scope of a 30(b)(6). This is supposed to be a supplemental deposition.
MS. GAN: I don't think so. I think it is supplemental. All these companies are referenced in here. But I would just --
MR. SPIEGEL: And we --
MS. GAN: -- like to state that she's asserting on the record that certain usage is proper usage, what she thinks of as being proper usage. It may not be the legal standard, but that's how she thinks a proper service mark or trademark should look and certain usage isn't. So I asked her to clarify that.
MR. SPIEGEL: And you're asking questions about interrogatories that exceeded the number of parts, so they were objected to. And we also --
MS. GAN: That has not, that has not been adjudicated by the board. That's your assertion.

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They have not ruled on that.
MR. SPIEGEL: Well, none of my objections have been, but that doesn't mean I can't make them, Ms. Gan, and will continue on and state that this objection concerns those interrogatories that exceeded the number of parts and --
MS. GAN: In your opinion.
MR. SPIEGEL: Well, Alcatraz has never filed a motion in that regard, have they?
MS. GAN: Because we were being, we were being collegial and not filing circles of motions.
MR. SPIEGEL: Oh, so you were being collegial when you, when you noticed an expert witness 23 days after the end of supplemental discovery.
MS. GAN: As allowed by the relaxed rules of discovery after you reopened discovery to all kinds of witnesses and all kinds of evidence.
MR. SPIEGEL: Well, you obviously have not read --

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MS. GAN: I read all the e-mails.
MR. SPIEGEL: Have you not read the e-mail --
MS. GAN: I read your draft consent motion.
MR. SPIEGEL: You have not --
MS. GAN: I know what the term reopen discovery means.
MR. SPIEGEL: Now may I speak, now that you've interrupted me on every sentence? You obviously have not read the e-mail from your co-counsel, Ms. Tyde, in which she acknowledged that our agreement was supplemental document production, not unfettered discovery. So --
MS. GAN: I've read all those e-mails. I read your draft consent motion and I, as I think objectively look at that and think when someone says reopen discovery, they mean reopen discovery.
MR. SPIEGEL: When you're co-counsel --
MS. GAN: And apparently the board agreed --

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MR. SPIEGEL: When you're --
MS. GAN: -- that they were not going to opine on that issue and they were going to allow this testimony.
MR. SPIEGEL: When your co-counsel agreed with the four terms of the extended discovery production, it said extended discovery production, not unfettered discovery. And so --
MS. GAN: I don't agree with that characterization.
MR. SPIEGEL: So we, so we have been very lenient with you in this deposition. We're trying to cooperate as much as we can. But at some point here when you keep on asking questions that call for a legal conclusion on the part of the witness that go well beyond the 30(b)(6) notice --
MS. GAN: I'm sorry. I disagree with that. I don't think it goes beyond and it certainly tracks the previous --
MR. SPIEGEL: Well, I've made my comments on the record.

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BY MS. GAN:
Q. That's fine. One last question. Annapolis Food Tours, do you think Annapolis Food Tours is similar to Annapolis Tours as a business owner?
A. What is Annapolis Food Tours?
Q. Annapolis Food Tours is a domain name that's registered by Capital City Colonials. It's also a tour that they promote, Annapolis Food Tours.
A. It's registered where?
Q. As a domain name.
A. Oh, as a domain name.
Q. Do you think that's similar to Annapolis Tours?
A. I think it is different.
Q. Why?
A. Because it has the word food in it.
MS. GAN: Great. I think that there will be some redirect here, but I'm done.
CROSS-EXAMINATION
BY MR. SPIEGEL:
Q. All right. Let me do a little bit of

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cross-examination here.
Now, Ms. Gosselin, do you recall testimony fairly early in this deposition when Ms. Gan gave you the names of a number of people formally associated with Three Centuries Tours and associated with Watermark? Do you recall that testimony?
A. Yes.
Q. That questioning?
Now, concerning documents that Chesapeake Marine Tours has produced in this proceeding, besides Paula Fishback, are any of those other people who were listed by Ms. Gan people that would be likely to have documents relevant to this proceeding?
A. Can we list who they were?
Q. I don't have their names written down --
MS. GAN: I do.
BY MR. SPIEGEL:
Q. -- but everybody except Ms. Fishback. Was she the custodian of the records?
A. Yes, she was the custodian of the records and she was continuing the company on. And Norma,

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Norma Grovermann was one of the names. She had left a long time before. I don't know when, but -- and Grace Fishback also and Hilary Gonzalez had all left and there would have been no reason for them, to my knowledge, to have taken the documents.

Q. Now, do you recall when I sent you an affidavit that had been produced by Alcatraz from Susan Denis.

MS. GAN: It's Dennis.

BY MR. SPIEGEL:

Q. Well, do you recall my sending you that, that affidavit?

A. Yes.

Q. Yes. And did you read that affidavit?

A. I did.

Q. And did the reading of that affidavit bring to mind any witnesses who might be helpful to rebut what Ms. Denis said in her deposition? I mean in her affidavit?

A. Well, Hilary Gonzalez.

Q. And if you can remember, can you remember why Hilary Gonzalez was somebody who would be helpful

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to rebut something that Susan Denis said in her affidavit?

A. She worked for Paula for many years and then after I got the assets of the corporation she worked for us for some time.

Q. Okay. So she, did she have knowledge of Susan Denis's, or Dennis, dealings with Three Centuries Tours?

A. Yes.

Q. Do you know of any requirement to use a service mark in a phone book?

A. That's a legal question that I'm not -- I can't answer.

Q. Okay.

MS. GAN: Great witness.

BY MR. SPIEGEL:

Q. That's a fair question -- a fair answer. Now, a number of exhibits that you were shown today were what you called brochures or there was another expression you used that doesn't come to mind.

MS. GAN: Pieces of collateral.

BY MR. SPIEGEL:

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Q. Pieces of collateral concerning Watermark's business. Do you recall seeing some of those documents?

A. Yes.

Q. Okay. Now, I want you to look at this brochure, which I believe -- well, it's one of those exhibits. Let me see which one it is. Do you see a year on it?

MS. GAN: That's 2011.

THE WITNESS: 2011 in the front.

BY MR. SPIEGEL:

Q. And I don't know -- do you happen to know which exhibit number that is? Let me see here.

A. No.

MS. GAN: It's probably at the end here.

MR. SPIEGEL: Well, let's find something else that would be easier to find. Oh, here it is. Exhibit 57.

MS. GAN: I did find it, yes.

BY MR. SPIEGEL:

Q. Exhibit 57. Now, I'd like you to look on the upper left, the rear half in the upper left-hand

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corner. Do you see where it says Annapolis Tours registration symbol by Watermark registration symbol?

A. Yes, I do.

Q. Does the registration symbol after "tours" delineate Annapolis Tours as a separate mark?

A. Yes.

Q. Now, you were shown a lot of pieces of collateral and isn't it true that there are separate rack cards for the Annapolis Tours part of the Watermark business?

A. Yes.

Q. And isn't it true that we produced those rack cards during discovery?

A. We produced all the ones that we could find.

Q. Now, during the ownership of the Annapolis Tours mark by Three Centuries Tours, isn't it true that the rack cards were often undated?

A. Yes.

Q. And why was that?

A. Because we didn't want them to be limited to use in a single year.

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Q. So were they --
A. We didn't want them to become outdated.
Q. So were they ordered in great quantity?
A. Yes.
Q. And then were they reordered when the quantities ran out?
A. Yes.
Q. And do you recall some of the earlier exhibits such as Exhibit 25, Exhibit 26? This is examples that you testified are invoices for the ordering of cards, of rack cards?
A. Yes. Except that one.
Q. You said, "except that one." What is that one?
A. That one says guide manual, two sides, so it must have been attached to one of these other ones.
Q. So these are examples of invoices from rack cards that were typically undated so they could be used from year to year?
A. Correct.
Q. And did we produce a significant number

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of rack cards during the course of this proceeding? Did we produce rack cards in this proceeding?
A. Yes, we did produce rack cards.
Q. I saw counsel for Alcatraz shaking her head and the truth is we did, and after this deposition I'll send you the Bates numbers for them because --
MS. GAN: I heard the testimony. I wonder what significant number means, but --
MR. SPIEGEL: Oh, okay. Well, we're talking about from 1993 to today we produced a significant number during that period.
MS. GAN: How much is a significant number. I'm not sure.
MR. SPIEGEL: Well, it's some number up to 2011 minus 1993, whatever that is. And it will speak for itself. That's all I have.
REDIRECT EXAMINATION
BY MS. GAN:
Q. Yes. You stated that Hilary Gonzalez worked for Three Centuries Tours?
A. Yes.

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Q. And she worked for Watermark?
A. Yes.
Q. And that you stated previously that her children also worked for Watermark?
A. You asked me if they did and I said yes, that they did. For a short period of time.
Q. Short period of time.
A. They were seasonal. When they were students, yes, they were seasonal employees.
Q. What did Hilary Gonzalez do for Three Centuries Tours?
A. For Three Centuries?
Q. Uh-huh.
A. She worked in sales and operations. She was the number two person there for -- and those are my words. I don't know what her title was.
Q. Do you know if she did any marketing for Three Centuries Tours?
A. She was involved in the marketing. It was a very small office and they worked very close together.
Q. Do you think that visitors to Annapolis

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or residents to Annapolis who take guided tours viewing your rack cards and brochures would identify Annapolis Tours as a source indicator?
A. Can you --
MR. SPIEGEL: Objection. That's calling for a legal conclusion.
BY MS. GAN:
Q. Do you think that they would, do you think visitors and residents of Annapolis would view the wording Annapolis Tours and think that it refers to one company, namely yours?
MR. SPIEGEL: Objection. That's not only calling for a legal conclusion, that's not the legal standard, as we presume you know.
BY MS. GAN:
Q. Well, I'm going to let that slide.
But I'm asking you if you think that visitors and residents of Annapolis who encounter the wording Annapolis Tours in connection with guided tours think it refers to your company?
A. I hope so. That's what our marketing aims to do.

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Q. And why do you think that? Why do you hope -- why do you think that?
A. That's what our marketing aims to do. Because that's what our marketing aims to do.
Q. Have you ever done any surveys as to what visitors or residents of Annapolis think --
A. No.
Q. -- when they see Annapolis Tours?
A. No.
Q. Why not?
A. I don't have the time or the money.
Q. You don't do surveys as part of your brand name department or branding plan?
A. No, we have not.
Q. Have you ever asked a passerby on the street --
A. No.
Q. -- about Annapolis Tours?
A. No.
Q. Have you ever spoken to anyone at the Visitors Center visiting the center and asked them what they think when they see the words Annapolis

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Tours?
A. No.
Q. Why not?
A. It's not a question I think to ask. When I see people I ask where they're from, why they're visiting here. It's not a question I think to ask.
Q. How do you answer your phones?
A. We answer them, "Watermark, how may I help you?"
MS. GAN: Great. Well, that's all I have.
MR. SPIEGEL: I have no recross.
(Signature having not been waived, the deposition of DEBBIE GOSSELIN was concluded at 3:56 p.m.)

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ACKNOWLEDGMENT OF DEPONENT

I, DEBBIE GOSSELIN, do hereby acknowledge that I have read and examined the foregoing testimony, and the same is a true, correct and complete transcription of the testimony given by me, and any corrections appear on the attached Errata sheet signed by me.

_____ _____
(DATE) (SIGNATURE)

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CERTIFICATE OF SHORTHAND REPORTER - NOTARY PUBLIC

I, Daphne S. Hurley, the officer before whom the foregoing deposition was taken, do hereby certify that the foregoing transcript is a true and correct record of the testimony given; that said testimony was taken by me stenographically and thereafter reduced by computer to typewriting under my supervision; and that I am neither counsel for or related to, nor employed by any of the parties to this case and have no interest, financial or otherwise, in its outcome.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my notarial seal this 10th day of April 2011.

My commission expires:
August 20, 2014

_____
NOTARY PUBLIC IN AND FOR THE
STATE OF MARYLAND

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ERRATA SHEET

IN RE: Alcatraz Media, Inc. v. Chesapeake Marine Tours, Inc.

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ERRATA SHEET

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