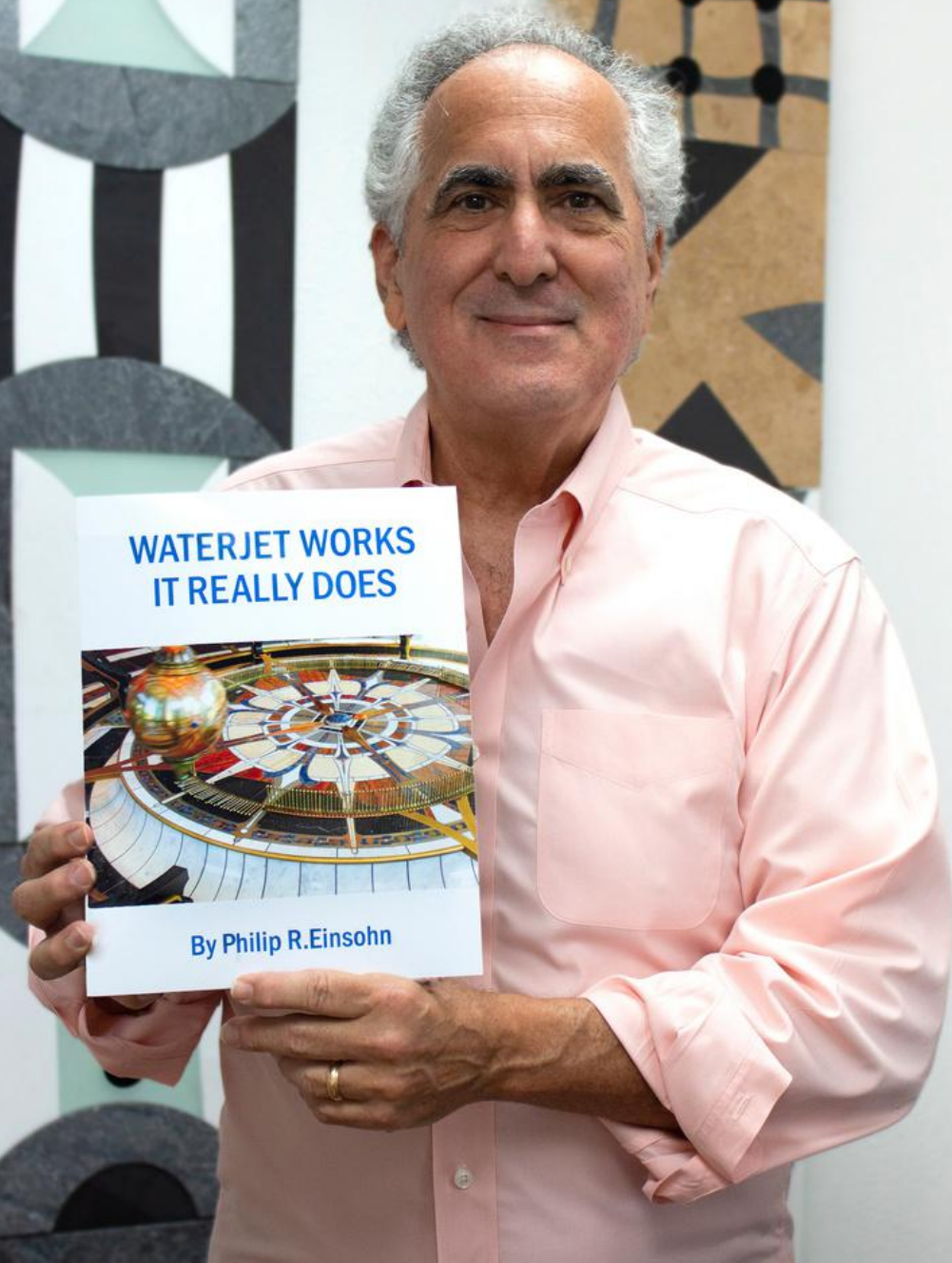


LOGOS



WATERJET WORKS

Est. 1999



Philip Einsohn launched Dallas-based Waterjet Works in 1999. He developed it into a unique business focusing on waterjet design for education, health care, hospitality, commercial, residential and interior design, architecture, civic spaces, and public art.

Precision Waterjet design allows your logo to shine, not the lines. Waterjet technology will cut tight-fitting, intricate shapes, fine points and curves in most resilient materials.



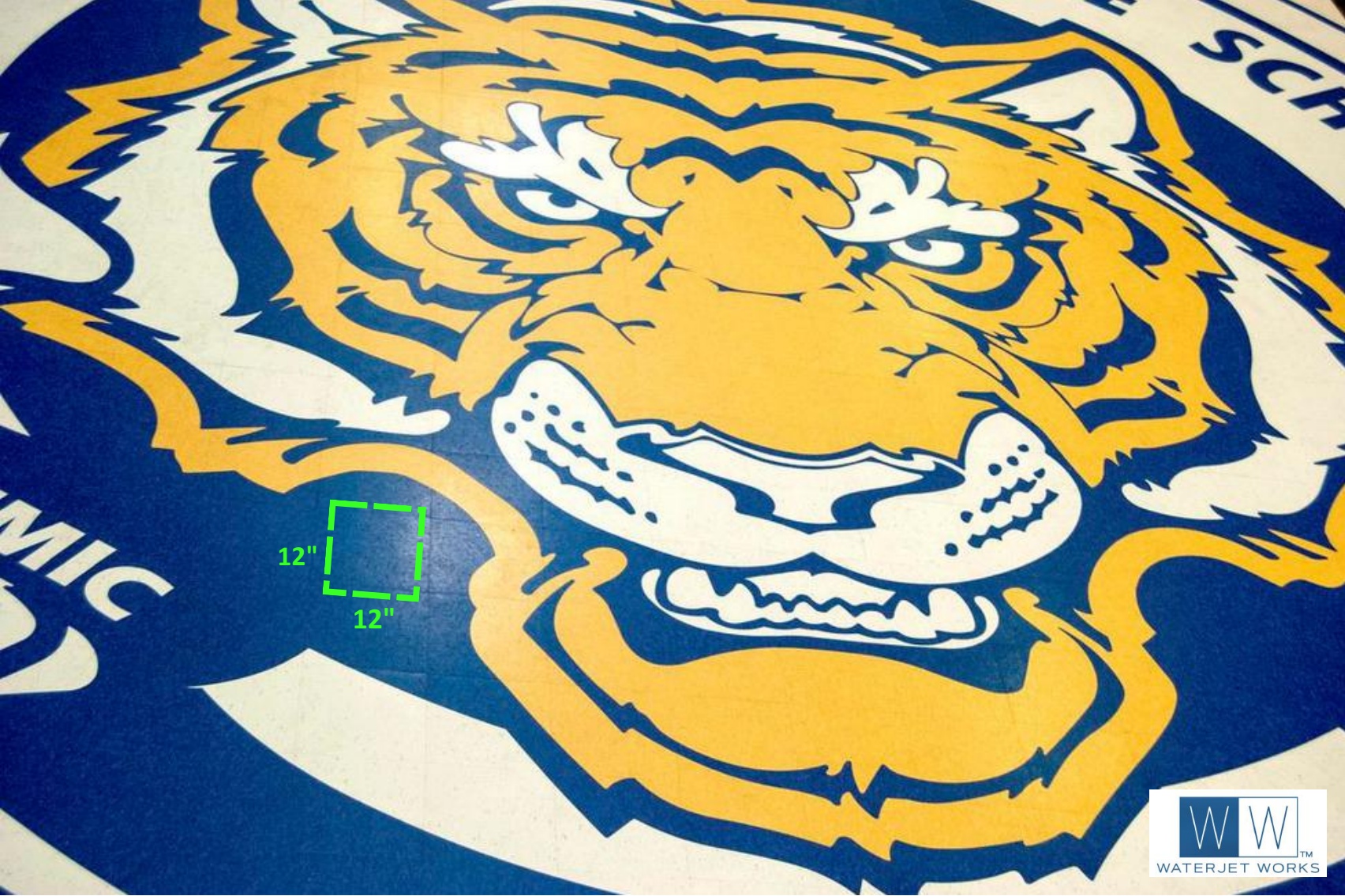
- Acoustical
- Carpet: Tiles and Broadloom
- Glass
- LV Plank and LV Tile
- Laminate Plastic
- Marmoleum
- Metal (aluminum, stainless steel, steel, copper, brass)
- Mosaic Tiles
- Porcelain
- Rubber
- Stone
- Terrazzo Tiles
- VCT
- Wood

Our machines can cut 95% of requested materials and can also combine materials, like mosaic and brass or stone and stainless steel (the other 5% is logical).

VCT











LVT



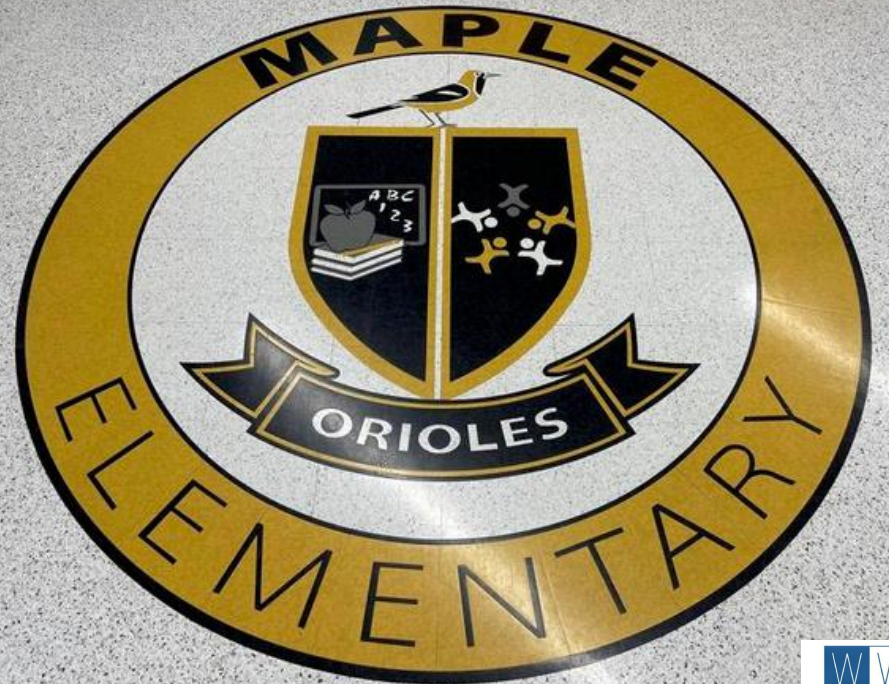




A husky dog is lying on a circular logo on a wooden floor. The logo features a silhouette of a horse and rider above the text "FENTON RIVER VETERINARY HOSPITAL". The dog is positioned in the upper half of the logo, partially overlapping the horse silhouette.

FENTON RIVER
VETERINARY
HOSPITAL

RAYS







The Villages of
DALLAS





Note: If possible, we will ship your project flat.



Notice how the black outline enhances the logo. The staggered field is on a 45-degree angle.







Carpet





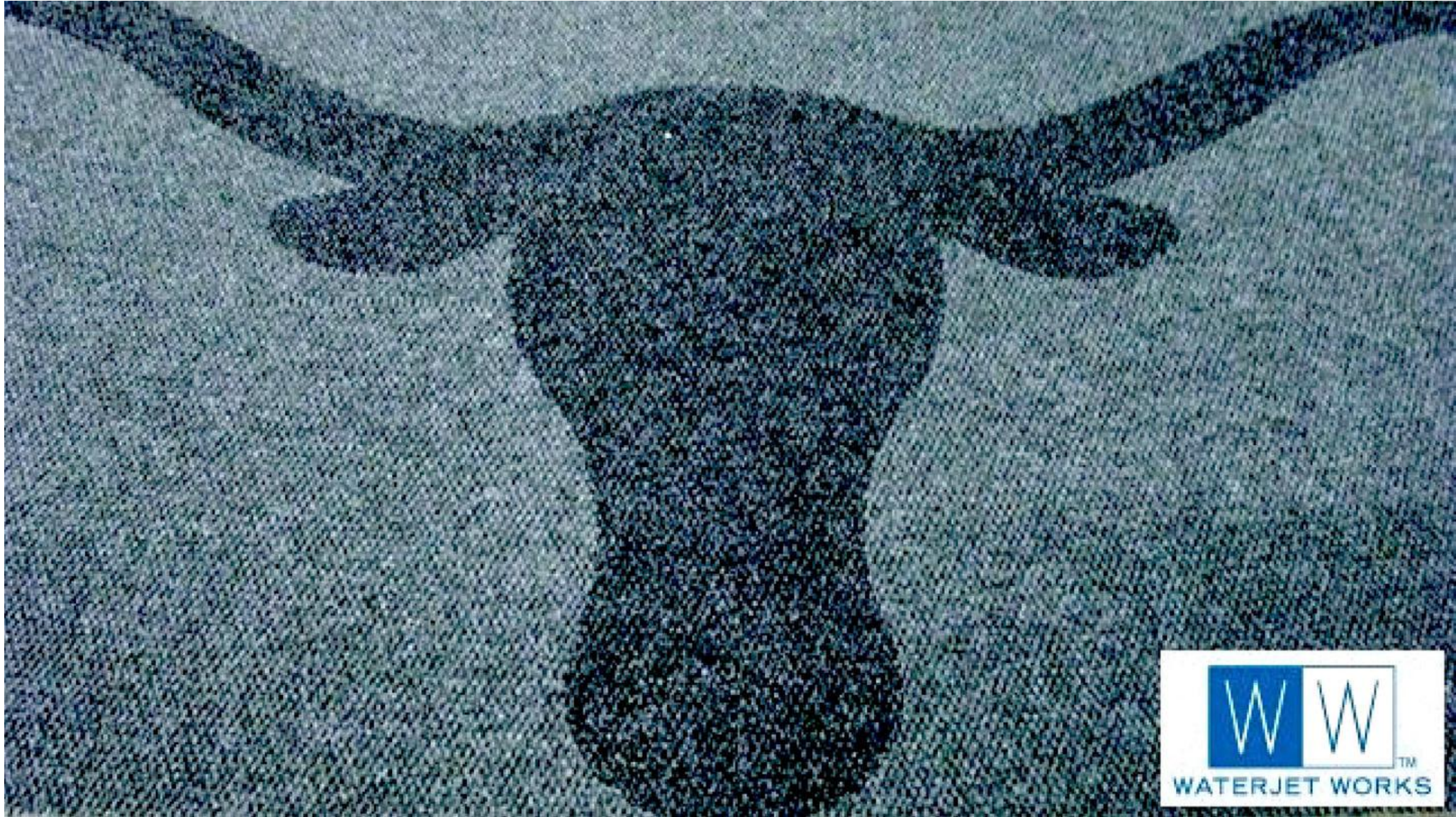






Walk-Off Carpet





Porcelain











Porcelain & Metal

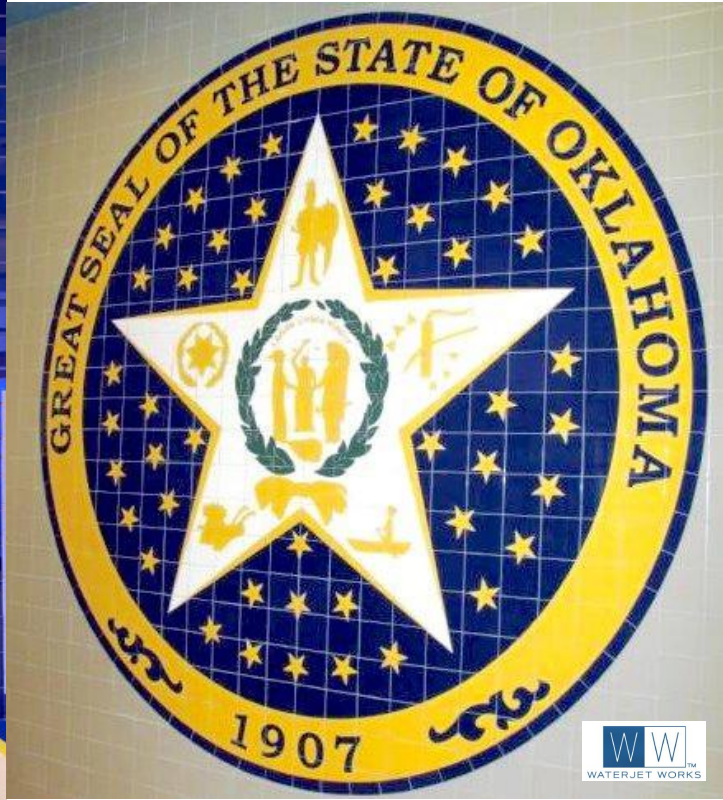




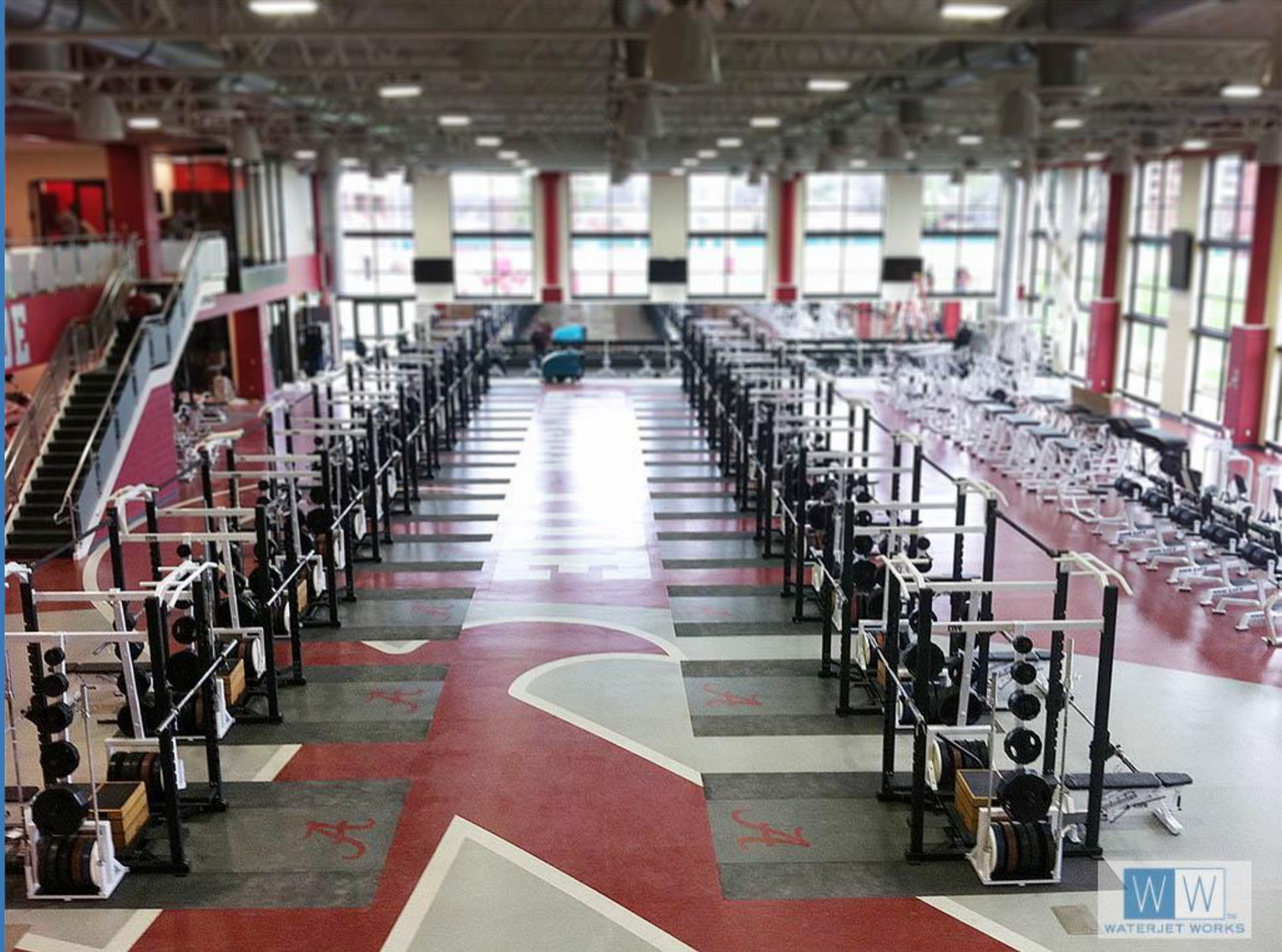
Brass & Porcelain

Mosaic





Rubber





Terrazzo Tile



Santa Fe High School



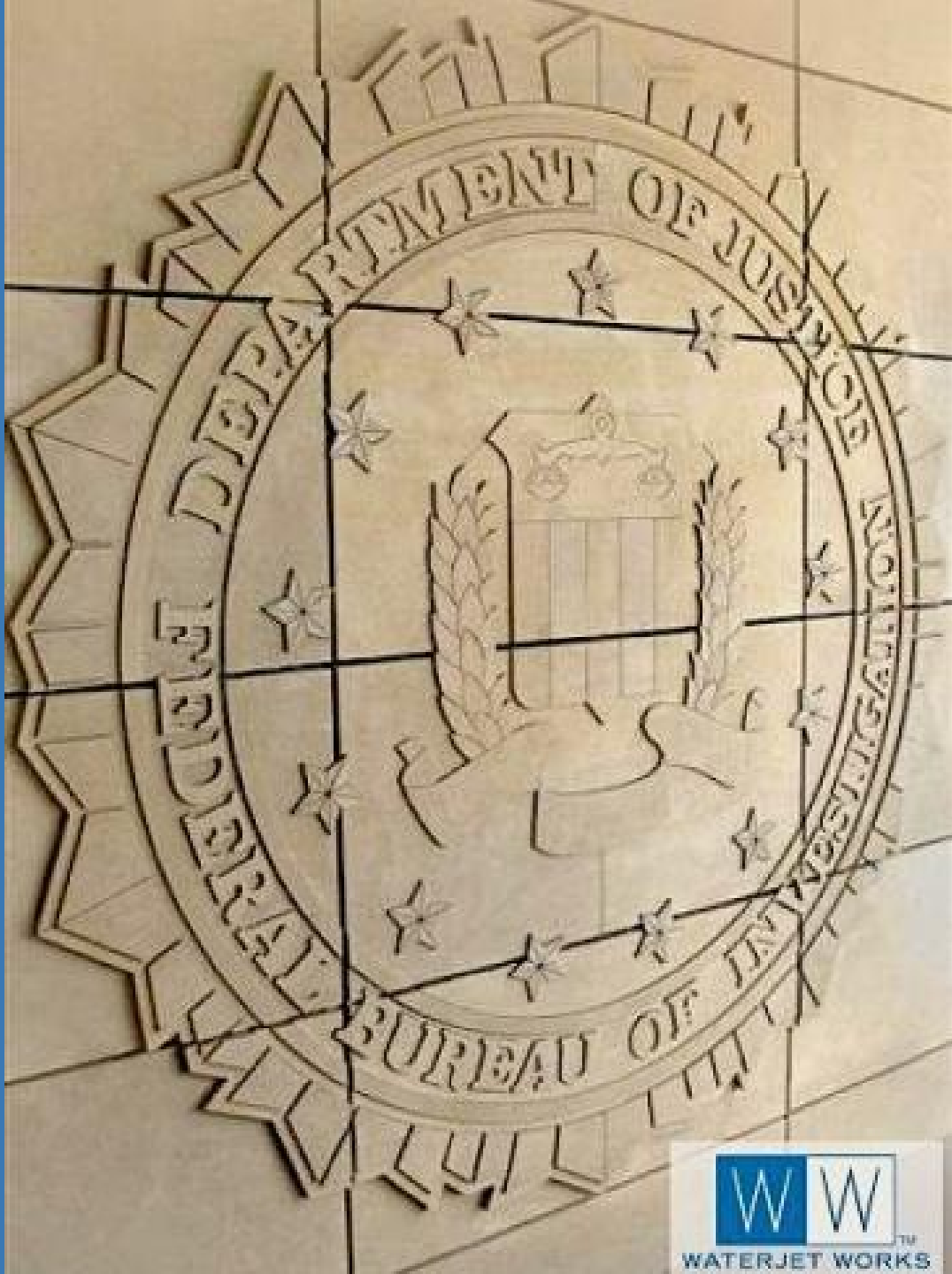
Class of 2000



Stone



Stone Etching





Metal





Linoleum



PSALM 119:66



Note: the red accent outlines around each letters allows design to POP!

Glass



Waterjet cut Glass Logos



- Logo printed on waterjet cut glass with your custom colors (Pantone match).
- For vertical use only.
- 3/8" standard waterjet cut glass (to match most porcelain tiles).
- Custom sizing (available in a variety of sizes from 12" x 12" up).
- Larger sizes (defined as greater than 30") should be cut in sections and may require custom crating.
- Design file requirements: high res. 300 dpi minimum with specific PMS colors; jpeg or tiff.

Waterjet cut Glass Logos



How does it work?

How do I request a quotation for my Logo project?

Email service@waterjetworks.com and include:

1. Project Name and related architect/designers.

2. Your Address, Phone Numbers, Email.

3. How did you hear about us? Referral? Manufacturers? Google?

4. Logo Details:

- Logo dimensions, size, thickness.
- Quantity
- Materials?
- Who is providing materials? Customer Provided or Waterjet Works?
- High-res Artwork / Floor Plan (PDF, JPG, PNG, Autocad, Napkin)
- Will this sit on top of an existing floor or be inlaid?

What's the process once I've submitted an RFQ?

Step 1: Proposals are usually sent out within 48 hours.

Step 2: When the proposal is signed, Waterjet Works will generate a deposit invoice. Receipt of the deposit will generate an acknowledgment.

Step 3: Receipt of the signed acknowledgment and the deposit begins the approval drawing process.

Step 4: After approval drawings have been internally reviewed we will send for customer's signature.

Step 5: Upon receipt of signed approvals, we will provide material requirements.

Step 6: Upon receipt of materials, we are generally 4-6 weeks from shipping.

Step 7: As production begins, you will receive progress updates and a final invoice.

Step 8: When accounting notifies customer service of receipt of final payment, we will ship your order.

Step 9: Shortly after your shipment is picked up, customer service will send an installation map and tracking number for your shipment. Freight will be quoted only at time of shipping, not up front.

Sample Proposal

crm.zoho.com

Field Incorporated: Yes	Materials: Luxury Vinyl Tile
Grain Direction:	Manufacturer: Patcraft

Lead Time: 4-6 weeks after receipt of signed approval and materials.

Description:
Waterjet cutting approx. 10' Diameter Department of Veterans Affairs logo in 9/10 colors of COM Patcraft LVT.

Logo consists of an eagle grasping (2) flags with (5) stars above the eagle. In the outer band there are the words "Department of Veterans Affairs" "United States of America" and a rope band.

Terms & Conditions:
Please Note: Current lead times vary from 4-6 weeks from receipt of materials and signed approval drawings. Waterjet Works will work with you to provide a more focused lead time upon receipt of signed acknowledgment and required deposit. We appreciate your business.

Item	Description	Qty	Unit	Total
1. Luxury Vinyl - Logo	Waterjet cutting approx. 10' Diameter DETAILED Department of Veterans Affairs logo in 9/10 colors of COM Patcraft LVT. Logo consists of an eagle grasping (2) flags with (5) stars above the eagle. In the outer band there are the words "Department of Veterans Affairs" "United States of America" and a rope band. Plank field is included. Please Note: Waterjet Works logo must be installed prior to the adjacent field to insure proper placement of planks.	1	\$ 10,645.00	\$ 10,645.00


Grand Total \$ 10,645.00

** Please note: WW logo and included field should be installed before the balance of the field. **

*** Successful installation of your material is predicated on a flat surface ***

Signature: _____ Date: _____

Notice to Proceed Signature and Date
Please Email Signed Proposal to service@waterjetworks.com

 **Thank You!**

Terms and Conditions

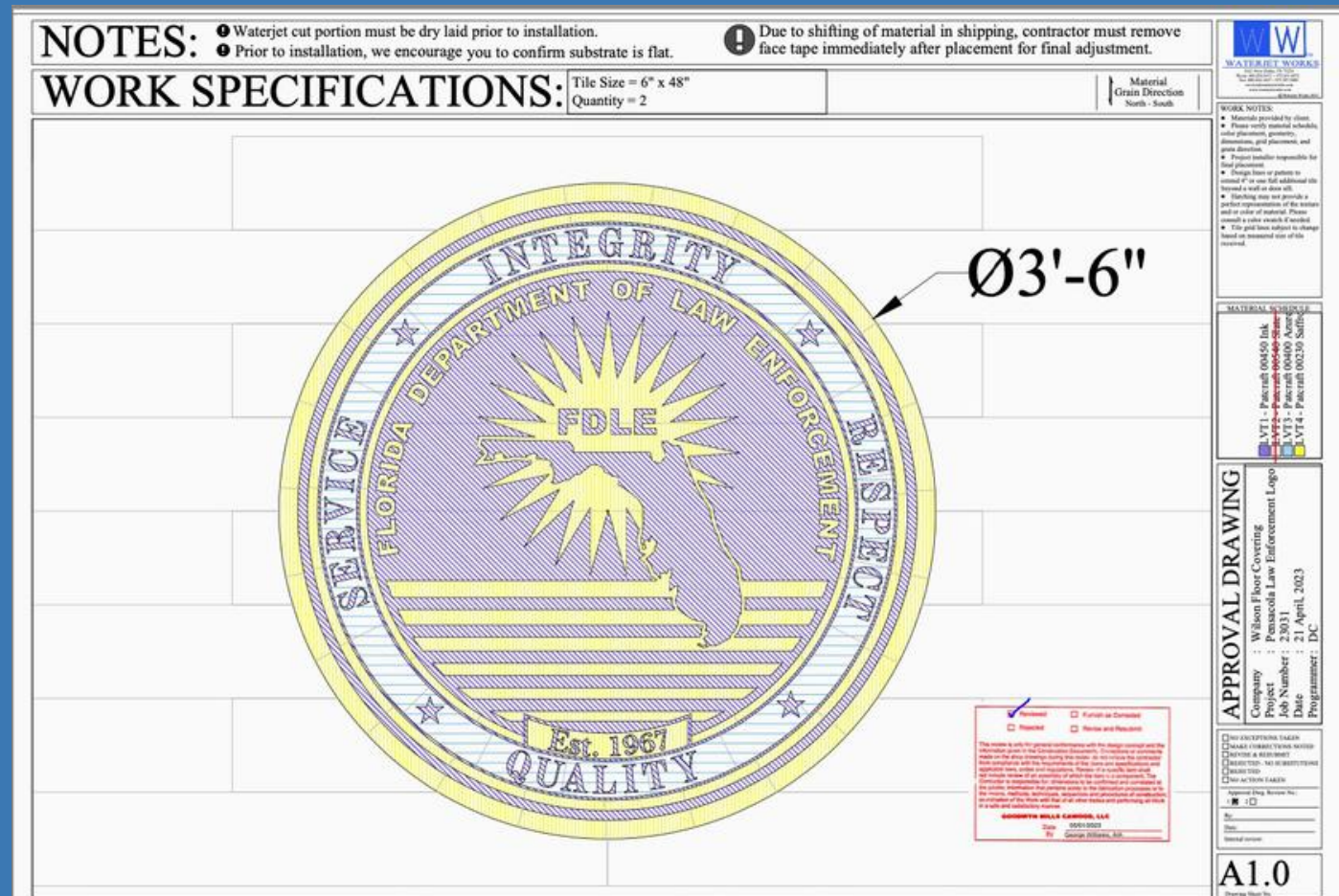
Quote is valid for 60 days
50% Deposit due with order. Balance due prior to shipping. Freight will be added.
Programming fee covers the first approval drawing as well as one revision.
Any further revisions may incur a reprogramming fee.

(For Steps 1 - 3)

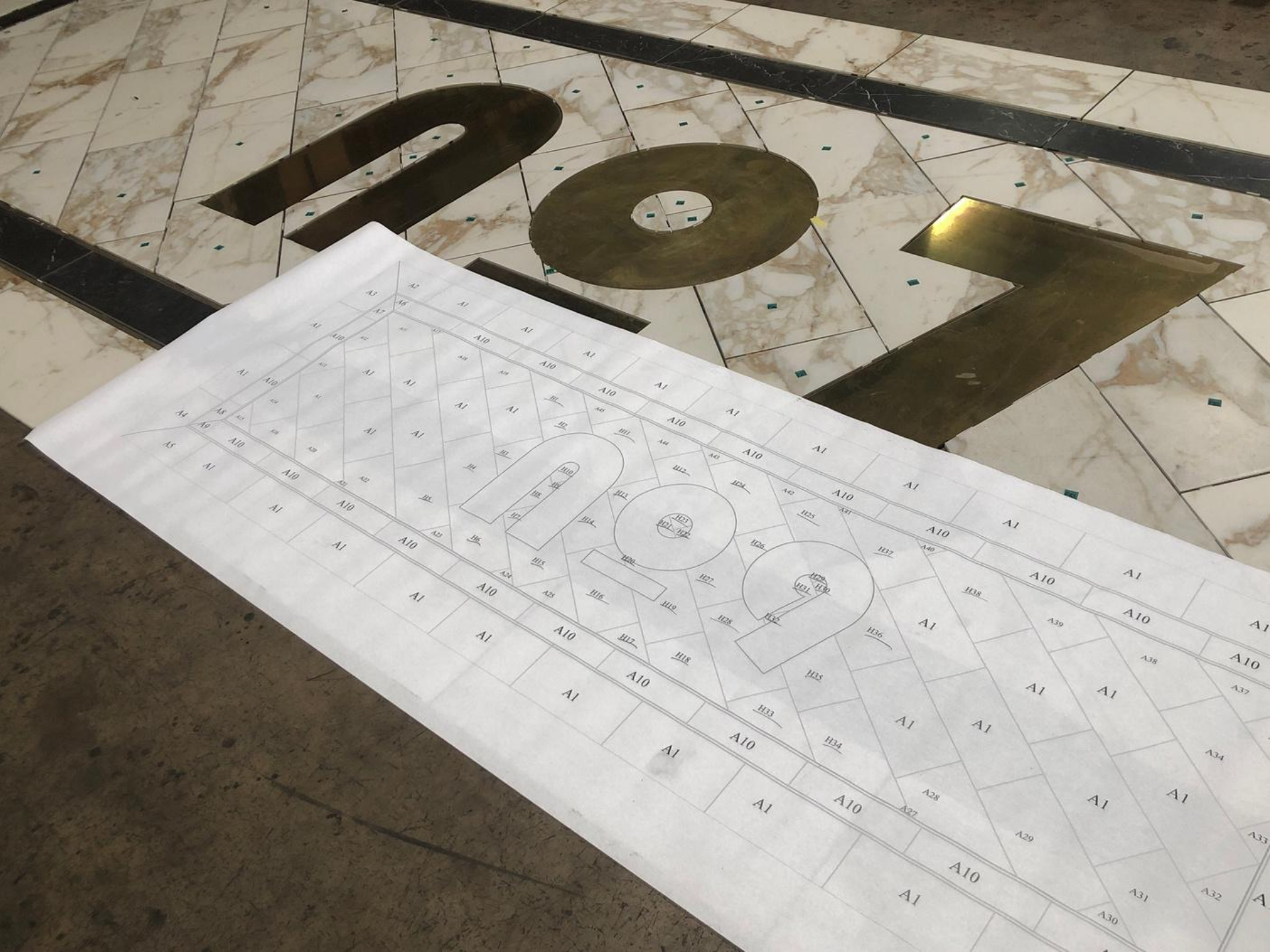
Rendering



Approval Drawing



(For Steps 3 - 5)



Each project is assembled in our facility and checked with an installation map before shipping.

(For Steps 8 - 9)

How is pricing determined?

Our pricing is determined by your materials, design, size, and quantity. Let's break this down...

Materials: Resilient materials (VCT, LVT, Carpet, Rubber, Marmoleum) cut faster than stone, steel and glass.

Therefore, resilient is less expensive to cut.

Design: Your design maybe simple and not complex, therefore less expensive to cut.

Size: Less square footage, less expensive

Quantity: Adding a second logo will bring your overall costs down per unit. We can amortize the programming over the quantity.

EXAMPLE: Factors in Logo Pricing

U.S. Dept of Veterans Affairs Logo

Material: LVT

Approval Drawing

NOTES:

- Waterjet cut portion must be dry laid prior to installation.
- Prior to installation, we encourage you to confirm substrate is flat.
- Due to shifting of material in shipping, contractor must remove face tape immediately after placement for final adjustment.

WORK SPECIFICATIONS: Tile Size = 12" x 24"
Quantity = 1

Material Grain Direction: East - West

WORK NOTES:

- Materials provided by client.
- Please verify material attributes, color placement, geometry, dimensions, grid placement, and grain direction.
- Project installer responsible for final placement.
- Changes to material or quantity must be noted on a separate sheet.
- Shipping may not provide a perfect representation of the nature and color of material. Please consult a color chart if needed.
- The grid lines subject to change based on a corrected size of the material.

MATERIAL SCHEDULE:

Code	Description
LVT1	Panel Color: White Tile
LVT2	Panel Color: Blue Tile
LVT3	Panel Color: Red Tile
LVT4	Panel Color: Yellow Tile
LVT5	Panel Color: Grey Tile
LVT6	Panel Color: White Tile
LVT7	Panel Color: White Tile
LVT8	Panel Color: White Tile
LVT9	Panel Color: White Tile
LVT10	Panel Color: White Tile
LVT11	Panel Color: White Tile
LVT12	Panel Color: White Tile
LVT13	Panel Color: White Tile
LVT14	Panel Color: White Tile
LVT15	Panel Color: White Tile
LVT16	Panel Color: White Tile
LVT17	Panel Color: White Tile
LVT18	Panel Color: White Tile
LVT19	Panel Color: White Tile
LVT20	Panel Color: White Tile

APPROVAL DRAWING

Company : Diversity - Department of Veterans Affairs Logo
Project Number : 21159
Date : 19 January, 2022
Programmer : DC

CONTRACTOR TAKING
 CHECK CONSTRUCTION METHOD
 VERIFY A SIGNATURE
 CONTRACTOR'S INSTRUCTIONS
 CONTRACTOR'S SIGNATURE

Approval Date: _____
By: _____
Date: _____
Material number: _____

A1.0



Final Installation



For Step 3 - Step 5

This U.S. Dept. of Veterans Affairs logo is 10' in diameter. If it were to be increased in size, it would logically be more expensive. 10' in diameter is approx. 100 square feet. A 12' diameter logo would be approximately 144 Square Feet. Would the price go up 44%? Not likely, but it may go up 15-25%. We are cutting more materials, we are assembling more materials, and packing more materials.

Could we produce this logo as a 6' diameter logo for half the price? Not likely. The number one concern at that size would be, doesn't it look too small? From a manufacturing perspective, we are cutting just as many pieces, assembling just as many pieces and packaging just as many pieces. We would also be trying to amortizing our programming and overhead over a lower dollar figure.

Could we create an 8' diameter logo or 64 square feet for half the price since 64' is closer to half of 100? We would most likely be closer to 3/4.

Could you create the same detail in an 8' diameter? Probably too detailed for 8', wouldn't you agree?

When asked about the pricing for this logo, most people think it is a bargain at the proposed price!

What if it were in carpet tiles? Would the price be the same? Very close at the 10' diameter, maybe 15% more.

EXAMPLE: project with multiple materials and design details...



Note: The red outline around the letters essentially results in cutting the letters twice



Note how the black outline enhances the logo.

Also, the staggered field is on a 45 degree angle. We got this !



Note: This project includes a combo of materials: Brass AND Porcelain



Image	Page #	Material	Size	Description	2024 Approx. Cost	Logo cost amortized over a typical 100,000 sf school or building.
					Please note: Approx. Cost is for cutting services only.	
	4	Armstrong VCT	10' Diameter	Detailed VCT Tiger Logo	\$7,500.00	add .06 per sq ft to add this 10' Diameter VCT Logo
	5	Armstrong VCT	10' Diameter	VERY Detailed Seal in George W. Bush Elementary School	\$8,500.00	add .085 per sq ft this 10' Diameter VCT to add this Logo
	6	Armstrong VCT	20' Diameter	Large Tiger	\$19,850.00	add .20 per sq ft to add this 20' Diameter VCT Logo
	6	Armstrong VCT	5' x 5'	Two Color Simple Paw	\$875 each in qty of 4+	add.04 per sf ft to add 4: 5' x 5' VCT Logos
	7	Mannington VCT	5' x 5' Logo PLUS Field	Interlocking Hands and custom field	\$3,850.00	add .04 per sf ft to add this VCT Logo
	7	Armstrong VCT	6' Diameter	Detailed Logo with outlined letters	\$3,750.00	add .0375 per sf ft to add this VCT Logo

Image	Page #	Material	Size	Description	2024 Approx Cost	Logo cost amortized over a typical 100,000 sf school or building.
	8	Armstrong VCT	12' Diameter	Detailed Logo with 8 wedge shaped bands	\$8,750.00	
	8	Armstrong VCT	12' Diameter Center Court	Logo including Center Court Circle	\$9,350.00	add .094 per sf ft to add this 12' Diameter VCT Logo including center court circle
	8	Armstrong VCT	12' Diameter	Detailed Logo with 5 wedge shaped bands	\$8,750.00	add .09 per sf ft to add this 12' Diameter VCT Logo
	9	Patcraft LVPlanks	10' Diameter	Detailed Logo with numerous bands	\$10,750.00	add .011 per sf ft to add this detailed 10' Diameter LVP Logo
	10	Patcraft LVT Planks	4' x 6' Oval	Moderate Logo including staggered plank field	\$1,875.00	Non School Logo
	11	Shaw LVT	4' x 6'	Moderate Logo with several outlines	\$2,550.00	add .03 per sf ft to add this 4' x 6' LVT Logo

Image	Page #	Material	Size	Description	2024 Approx Cost	Logo cost amortized over a typical 100,000 sf school or building.
	11	J+J LVPlank	6' x 6'	Moderate Logo with borders	\$975 each in qty of 4 or more	add .04 per sf ft to add these 4: 6' x 6' LVP Logos
	11	Patcraft LVT Admix	6' x 6'	Detailed interior Logo with 3 wedge shaped bands	\$3,675.00	add .04 per sf ft to add this 6' x 6' LVT Logo
	12	Patcraft LVT Admix	6' x 6'	Moderate Logo in 3 colors including field and 3 wedge shaped bands.	\$3,350.00	add .03 per sf ft to add this 6' x 6' LVT Logo
	12	Patcraft LVT	6' x 6'	Moderate to Difficult Logo with outlines around letters	\$3,550.00	add .035 per sf ft to add this 6' x 6' LVT Logo
	12	Patcraft LVT	5' x 5'	Moderate Logo with outlined letters	\$2,975.00	add .03 per sf ft to add this 5' x 5' LVT Logo
	13	Patcraft LVT	10' x 10'	Detailed Logo with numerous bands	\$10,000.00	add .1 per sf ft to add this 10'Diameter LVT Logo

Image	Page #	Material	Size	Description	2024 Approx Cost	Logo cost amortized over a typical 100,000 sf school or building.
	15	Shaw LVT	5' x 5'	Logo in LVT with 3 wedge shaped bands	\$2,975.00	add .03 per sf ft to add this 5' x 5' LVT Logo
	15	Armstrong LVPlank	18' Diameter	Large Entryway outlined Logo	\$24,550.00	add .25 per sf ft to add this 324sf LVT Logo
	16	Mohawk	5' x 7'	Detailed Logo with numerous outlines and borders	\$3,350.00	add .03 per sf ft to add this 5' x 7' DETAILED LVT Logo
	16	Patcraft	4' Diameter	Detailed Logo with numerous outlines and wedge shaped borders. Field excluded	\$2,975.00	add .03 per sf ft to add this 16SF DETAILED LVT Logo
	17	Shaw LVT	6' Diameter	Moderate two color Logo with some detailed areas	\$3,450.00	add .03 per sf ft to add this 6' Diameter LVT Logo

Image	Page #	Material	Size	Description	2024 Approx Cost	Logo cost amortized over a typical 100,000 sf school or building.
	18	Patcraft LVT	6' x 6'	Moderate Logo with outline and LVT running in several directions.	\$3,525.00	
	19	Shaw LVT	4' x 6'	Detailed Logo with multiple borders	\$3,150.00	add .03 per sf ft to add this 4' x 6' LVT Logo
	19	Shaw LVT	4' x 6'	Detailed Logo with multiple borders	\$3,150.00	add .03 per sf ft to add this 4' x 6' LVT Logo
	20	Patcraft LVT	10' x 10'	Detailed, two colored Logo	\$9,875.00	add .10 per sf ft to add this detailed 10' x 10' LVT Logo
	21	Patcraft Carpet Tiles	10' Diameter	Detailed Logo including field	\$12,500.00	add .13 per sf ft to add this detailed 10' x 10' Carpet Logo
	22	Shaw Carpet Tiles	4' Diameter	Moderate Logo with words including field.	\$1,975.00	add .02 per sf ft to add this 4' x 4' Carpet Logo




Image	Page #	Material	Size	Description	2024 Approx Cost	Logo cost amortized over a typical 100,000 sf school or building.
	22	Mohawk Carpet Tiles	5' x 5'	Moderate Logo including field.	\$1,975.00	Note: We do not recommend white carpet tile; add .02 per sf ft to add this 5' x 5' Carpet Logo
	22	Mannington Carpet Tile RUG	12' Diameter	Detailed Carpet Rug with backer and serged edges	\$15,650.00	add .16 per sf ft to add this very detailed 12' Diameter Carpet Rug Logo
	23	Shaw Carpet Tiles	24" x 24"	Multi Bordered "H"	\$975.00 in qty of 6+	NOTE: Waterjet Works does not recommend white carpet tile
	23	Patcraft Broadloom and Carpet Tiles	4' x 6"	Multi Bordered Logo and Word	\$4,350.00	NOTE: Waterjet Works does not recommend white carpet tile
	23	Shaw Broadloom	4' x 5'	Detailed Multi Bordered Logo	\$4,350.00	NOTE: Waterjet Works does not recommend white carpet tile
	24	Patcraft Carpet Tiles	10' Diameter	Very Detailed Logo	\$15,650.00	Please Note the amount of detail that this rug includes all cut from carpet tiles.

Image	Page #	Material	Size	Description	2024 Approx Cost	Logo cost amortized over a typical 100,000 sf school or building.
	24	Patcraft Carpet Tiles	4' x 6'	Partially Detailed Logo	\$3,975.00	The majority of this carpet tile rug is rather straight forward except the details that are in the wreath above the school name.
	24	Shaw Carpet Tiles	6' x 8'	Detailed Logo	\$5,675.00	Having all the carpet tile colors from one company helps to insure a successful project.
	25	Patcraft Carpet Tiles	4' x 6'	Detailed Logo and Bordered Letter	\$4,775.00	Please note the detail in the Logo in a relatively small space.
	27	Shaw Walk off Carpet Tiles	6' x 10'	Simple Carpet Logo	\$950.00	This is a great use of walk off carpet tiles. Keeping the Logo simple is important in the entryway.
	28	Crossville Porcelain Tiles	24' in Diameter	Detailed Porcelain Tile Logo in numerous colors including words	\$35,750.00	The amount of detail in this very large entry Logo in 15 different colors of porcelain tile requires a professional waterjet company as well as an excellent installation company.
	29	Crossville Porcelain Tiles	16' in Diameter	Detailed Porcelain Logo including words	\$33,250.00	Understanding how to create a Logo for outdoor use is very different than indoors.

Image	Page #	Material	Size	Description	2024 Approx Cost	Logo cost amortized over a typical 100,000 sf school or building.
	30	Dal Tile Porcelain Tile	6' in Diameter	Detailed Porcelain Tile Logo Note direction of inter field and outer field	\$5,975.00	Note the different directions of the tile as well as the detail in the Logo.
	32	Crossville Porcelain Tile	20' in Diameter including wedge shaped Border pieces.	Detailed Porcelain Tile Logo with wedge shaped border with letters	\$19,750.00	This building was approx 150,000 sf. To include this Logo in the building would add .13 per sq ft to the overall cost
	32	Crossville Porcelain Tile	10' In Diameter inc Border and field	Detailed Logo with repetitive border.		add approx .010 per sq ft for this 10' Diameter porcelain Logo
	32	Crossville Porcelain Tile	12' in Diameter	Moderate Porcelain Logo with a wedge shaped border.	\$12,450.00	add approx .012 per sq ft for this 10' Diameter porcelain Logo
	33	Porcelain & Brushed Stainless Steel	12' in Diameter	Moderate Porcelain Logo Highlighted with brushed stainless steel letters and stars.	\$19,650.00	add approx .20 per sq ft for this porcelain and brushed stainless steel Logo
	34	Concept Surfaces Porcelain & Brass Logo	12' in Diameter	Detailed Brass Logo surrounded by Porcelain wedge shaped tile.	\$23,650.00	add approx .24 per sq ft for this porcelain and brushed brass DETAILED Logo

Image	Page #	Material	Size	Description	2024 Approx Cost	Logo cost amortized over a typical 100,000 sf school or building.
	35		10' in Diameter	Simple Mosaic Logo	\$3,690 each in qty of 4+	Whenever the quantity is greater than 1, the price per Logo will be reduced.
	36	Brass and Mosaic Logo	4' x 6'		\$8,450.00	Not only is this a Logo using mosaic tiles but it also includes polished brass that as a detail of etching to enhance the entryway. Please Note: Brass is a commodity and the price changes regularly.
	36	Mosaic Logo	6' x 6'	Mosaic Logo	\$5,975.00	Logos for vertical applications is a growing opportunity. Note the amount of detail.
	36	Mosaic Logo	6' in Diameter	Detailed Mosaic Logo with words in the band and perimeter border.	\$6,450.00	Logos for vertical applications is a growing opportunity. Note the amount of detail.
	37	Rubber	HUGE	University Gymnasium & Weight Room	Custom	This is what you get when you become the National Champions.
	38	Rubber	8' in Diameter	Detailed Logo in 9mm	\$9,875.00	add .10 per sf ft to add this detailed 8' x 8', 9mm rubber Logo

Image	Page #	Material	Size	Description	2024 Approx Cost	Logo cost amortized over a typical 100,000 sf school or building.
	38	Rubber	5' x 7'	Detailed Logo with outlines and borders	\$5,880.00	add .06 per sf ft to add this detailed 5' x 7', rubber Logo. Note the outlines and borders and the words "Chattanooga" above the word Tigers.
	38	Rubber	8' in Diameter	Moderate Logo	\$4,575.00	This Logo created for a 300,000 sq ft hospital added .02 cents per sq ft.
	39	Terrazzo Tile	8' in Diameter	Moderate Outlined Logo	\$6,550.00	Note the value of adding the outline around the word Ole Miss. Doesnt it make it pop?
	40	Terrazzo Tile	5' x 5' Logo	Detailed Terrazzo Tile Logo	\$4,950.00	Creating Logos in Terrazzo TILES versus poured terrazzo eliminates time, cost money, and the distracting metal strips that are involved in all poured terrazzo.
	41	Stone	14' Diameter	Making a first impression is important.	\$16,500.00	Working in stone tells a story unto itself. Creating a work of art in the entry of a church creates a tremendous sense of comfort that, "you are in the right place."
	42	Stone	6' x 6'	Detailed multi level vertical signage with etched areas adding additional accents.	\$9,875.00	this Logo added .05 per sq ft to the 200,000 sf building.

Image	Page #	Material	Size	Description	2024 Approx Cost	Logo cost amortized over a typical 100,000 sf school or building.
	43	Porcelain	8' Diameter	It is all in the details.	\$8,650.00	Note the details of the seal that is etched with extremely refined images in a small space.
	44	Glass / Stainless Steel	8' x 8'	Detailed Mosaic glass and brushed stainless steel.	\$13,450.00	This Logo is used in most post home game interviews. The entire center area is glass surrounded by brushed stainless steel mounted on stainless steel.
	45	Stainless Steel	6' x 8'	Waterjet cut brushed stainless steel letters and star	\$6,550.00	Durable, timeless, and impressive.
	45	Steel	2' x 4'	Signage cut from 3/8" steel and powder coated	Priceless.	First impressions are priceless.
	46	Linoleum	10' in Diameter	Extremely detailed Logo with outlines & borders.	\$12,500.00	add .13 per sq ft to add this detailed linoleum Logo to entry way of your school.

FAQ's

Does Waterjet Works offer rendering services?

Waterjet Works has excellent relationships with numerous material manufacturers who include renderings and may be able to contact them on your behalf. Please let us know if you require a rendering when you send us your RFQ.

Why do you need a deposit?

Your project is a “custom” project. There is no place else to go with your order if something should happen down the timeline. Your deposit pays for your programming of the approval drawing and is also a placeholder in the production queue when your materials arrive.

FAQ's

How often do you have to change an approval drawing?

80% of the time our customer service department asks all the appropriate questions in order to get your approval drawings correct the first time. 20% of the time we have to make changes to that initial approval drawing due to numerous reasons... errors on our part, errors on your part, errors by the design firm, materials being substituted, and the list goes on. We will provide one revision at no additional charge. Beyond that, there will be a charge applied to your final invoice. Our goal is “measure twice, cut once.” Better to change it on paper, then to redo an entire logo after installation!

How can we shorten the production time?

Communication is a great place to start. Usually, we are waiting on materials. If materials are the only hold up, but have an expected delivery date, then we can better prepare to get your order taken care of in a timely manner. Also, logic prevails. If your logo is smaller and there are less pieces to the puzzle, then we can move it along quicker. We will do what we can to satisfy your needs. Please also know that in a crunch, there is always overtime.

FAQ's

How can I determine “accurate” material requirements in the bid process?

Based on our history, you can't. You can get close. Our experience has been that if we offer material requirements, we will be wrong 80% of the time. The 20% is in VCT, for example. So many things change from bid date to approval date, such as color names in the wrong place, modified width of materials, tiles are specified and then it turns out to be plank, etc.

I have been experiencing freight issues and delays, what has your recent experience been? (How do shipping costs work?)

The global pandemic has most definitely caused both inbound and outbound freight issues. Our customer service department is focused on communicating all the information we receive.

**Let us know if you need
specifications written for your
Logo project.**

We look forward to hearing from you!

 service@waterjetworks.com

 philip@waterjetworks.com



waterjetworks.com



waterjetworksstore.com



[@waterjet_works](https://www.instagram.com/waterjet_works)



[@waterjetworks](https://www.facebook.com/waterjetworks)



[wjwvideos](https://www.youtube.com/wjwvideos)

Thank You

Keep an eye out for more flipbooks to come ;)

