

SAIL AMERICA MEMBERSHIP APPLICATION

2010/2011 Membership Year (July 1, 2010 - June 30, 2011)



SECTION I: COMPANY INFORMATION

(Information in this section will be listed on sailamerica.com)

COMPANY

CONTACT (MR./MS./MRS.)

ADDRESS 1

TITLE

ADDRESS 2

PHONE

CITY

FAX

STATE

ZIP CODE

EMAIL ADDRESS

COUNTRY

WEB ADDRESS

NUMBER OF YEARS IN BUSINESS

NUMBER OF EMPLOYEES

SECTION II: MEMBERSHIP DUES

Pay Your Sail America Membership Dues by August 20 and receive a 5% discount or pay your dues in two easy payments! Offer applies to Corporate Members only. See details in Section III.

CORPORATE MEMBERSHIP:

Sail America membership dues are based on the total sailing-related sales for your company's most recently completed fiscal year. Companies must be corporate members to qualify for member rates at Sail America-owned shows.

Please check the appropriate membership category.

ANNUAL SAILING RELATED SALES

Under \$250k
\$250k - \$499k
\$500k - \$999k
\$1 million - \$5 million
\$5 million - \$10 million
\$10 million - \$20 million
Over \$20 million

SAIL AMERICA MEMBER DUES

\$ 350
 \$ 500
 \$ 750
 \$1,000
 \$1,500
 \$2,500
 \$3,500

SAIL AMERICA MEMBER DUES FOR NMMA MEMBERS

\$ 315
 \$ 450
 \$ 675
 \$ 900
 \$1,350
 \$2,250
 \$3,150

ASSOCIATE MEMBERSHIP:

Associate membership is designed for companies that provide a service to the sailing industry. Associate members pay a flat annual rate (see rates below) and receive all the benefits of Sail America membership, except member rates at shows.

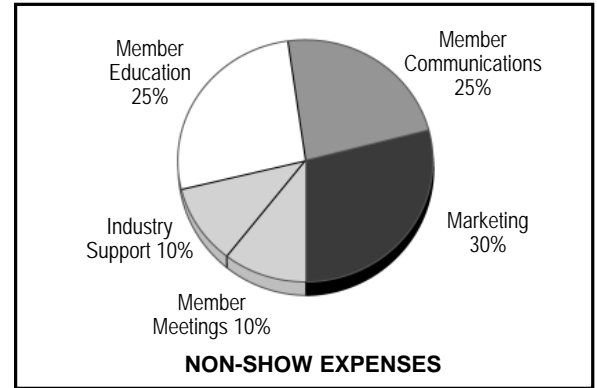
SAIL AMERICA MEMBER DUES

- Individual Membership \$ 25
 Non-Profit Organizations \$ 75
 Dealers, Brokers, Marine Reps., Sailing Schools, and Prof. Memberships \$150
 Manufacturer Sponsored Dealers

(Please contact Sail America for discounted dealer rate)

WHERE DOES YOUR MONEY GO?

Your membership dues are invested in programs that directly support the business of sailing, including boat shows, Discover Sailing, education, communications, meetings, legislative issues, and industry-wide initiatives such as Grow Boating. As the only trade association focused specifically on sailing, your membership in Sail America is critical to your business success and to the health of the sailing market.



SECTION III: DUES PAYMENT INFORMATION

Sail America's membership year runs from July 1st – June 30th (membership dues are not prorated). Please indicate your dues and submit payment along with your application. Pay your membership dues in full by August 20, 2010 and receive a 5% discount. Alternatively, you can opt to pay 50% of your dues by August 20, 2010 and 50% by November 1, 2010. Please contact Kimberly Tuchon at Kimberly@sailamerica.com or (401) 841-0900 if you have any questions about the discount or payment plan.

- I would like to pay in full and receive a 5% discount (payment must be received by August 20, 2010).
- I would like to pay in two installments (first payment must be received by August 20, 2010).
 - I am paying by check. Please mail check payment to: Sail America
850 Aquidneck Ave., B-4
Middletown, RI 02842
 - I am paying by credit card.

Amount to be charged \$_____.

By completing this credit card payment form, you authorize Sail America to charge your credit card for payment of the Membership described above. Visa MasterCard Discover

CREDIT CARD #	EXP. DATE	3-DIGIT CODE
CARDHOLDER'S NAME (PLEASE PRINT)	CARDHOLDER'S SIGNATURE	
COMPANY NAME	TELEPHONE	

Please fax your application form to Sail America at 401-847-2044

SECTION IV: OTHER KEY CONTACT INFORMATION

In an effort to streamline the distribution of industry information, Sail America would like to know which department personnel should receive our electronic communications. Please complete all the applicable contact and e-mail addresses for your company.

NAME (PRIMARY CONTACT)	TITLE	E-MAIL	PHONE
NAME (MEMBERSHIP CONTACT)	TITLE	E-MAIL	PHONE
NAME (ACCOUNTING CONTACT)	TITLE	E-MAIL	PHONE
NAME (BOAT SHOW CONTACT)	TITLE	E-MAIL	PHONE
NAME (PRESIDENT/CEO)	TITLE	E-MAIL	PHONE

SECTION V: COMPANY & PRODUCT INFORMATION

Please provide a description of your company's products and/or services (attach a separate sheet if necessary).

SECTION VI: PRODUCT LIST

Please check the Product Categories that apply to your products and services.

BOAT MANUFACTURERS

- Auxiliary Powered Sailboats
- Canoes
- Cruising Sailboats
- Custom Sailboats
- Daysailers
- Dinghies (Rowing & Motorized)
- Dinghies (Sailing)
- Inflatable or Folding Boats
- Kayaks
- Kit Boats
- Motor Sailers
- Multihulls (Sail)
- One-Design Sailboats
- Powerboats
- Racing Sailboats
- Rigid Inflatable Boats (RIBs)
- Sailboards
- Wooden Boats
- Other _____

ACCESSORIES

BOAT CONSTRUCTION, SERVICE & REPAIR ITEMS

- Boatbuilding & Repairing Machinery
- Cleaners & Polishes
- Compounds: Adhesives, Caulking & Glue
- Fabrics, Upholstery & Interior Coverings
- Fiberglass Restorer & Polish
- Metal Polish
- Paints, Finishes, Removers & Preservatives
- Raw Materials & Repair Materials
- Repair Manuals
- Vinyl
- Other _____

COMPONENTS & SYSTEMS

- Air Conditioning, Ventilation & Heating
- Alternate Energy Sources: Solar, Water, Wind
- Batteries: Storage & Accessories
- Battery Chargers
- Electric Systems, Interior Lights, Lighting Equipment
- Electrical Equip: Generators, Connectors, Panels
- Galley Equipment
- Hose and Hose Fittings
- Pumps, Circulation and Water Systems
- Refrigeration Equipment
- Sails, Sailmakers
- Steering Wheels, Rudders & Systems
- Toilets and Sanitation Equipment
- Water Systems, Plumbing
- Other _____

DOCKSIDE & ANCHORING EQUIPMENT

- Anchors, Chocks & Ground Tackle
- Anchor Rollers
- Covers For: Boat, Sails, Seats, Deck
- Dinghy Davits
- Fenders, Bumpers
- Line, Rope, Cordage
- Oars & Paddles
- Windlasses
- Other _____

ELECTRONICS & NAVIGATION INSTRUMENTS

- Autopilots
- Binoculars & Telescopes

- Clocks, Chronometers & Barometers
- Compasses
- Computers, Monitors, LCD Displays
- Computer Software
- Electronic Equipment
- Indicators: Battery, Engine, Fuel, Speedometers
- Navigational Electronics: Satnav, Loran, GPS
- Navigational Instruments: Sextants, Piloting Aids
- Panels & Gauges
- Radars
- Telephones: Marine, Cellular, Long Distance Service
- Wind & Weather Instruments
- Other _____

HARDWARE, ORIGINAL EQUIPMENT & PARTS

- Antennas
- Brackets & Instrument Housing
- Fasteners
- Fishing Products
- Hardware, General Marine
- Hardware, Sailboat
- Navigation and Running Lights
- Sailboat Rigging
- Spars, Booms, and Masts
- Winches
- Windshields, Hatches & Portholes
- Other _____

SAFETY PRODUCTS

- Distress Signals & EPIRBs
- Lettering & Numbers
- Life Rafts
- Personal Flotation Devices (PFDs)
- Survival Equipment
- Water Safety Devices
- Other _____

SOFT GOODS, GEAR & GIFTS

- Books, Music, CD-ROM's & Videotapes
- Carry-Bags, Backpacks & Luggage
- Chairs: Deck & Beach
- Clothing & Footwear
- Flags & Pennants
- Foul Weather Gear
- Furniture & Furnishings
- Gift Shop Items
- Jewelry
- Maps & Charts
- Sunglasses, Protective Eyewear
- Other _____

TRAILERS & TRAILERING EQUIPMENT

- Boat Dollies
- Boat Trailers
- Other _____

ENGINES, MOTORS & PROPULSION EQUIPMENT

ENGINES & MOTORS

- Electric Propulsion
- Bow Thrusters
- Electric Motors
- Inboard Engines
- Outboard Motors
- Other _____

PROPULSION EQUIPMENT & PARTS

- Engine Accessories & Systems
- Engine Controls
- Engine Parts
- Engine Repair Manuals
- Filters, Oil & Fuel
- Fuel Systems & Components
- Gears, Shafts, and Associated Equip.
- Propellers
- Transmissions & Transmission Kits
- Other _____

MARINE SERVICES

SERVICES FOR CONSUMERS

- Banking & Finance
- Boat Cleaning and Detailing
- Boat, Canoe, and Watercraft Rentals
- Brokerage Yacht Sales
- Charter Operators
- Fractional Yacht Ownership
- Insurance
- Marina Operators
- Marine Supply Stores
- Periodicals & Magazines
- Pre-Owned Boat Listings
- Sail Repair
- Shipyards & Repair Services
- Web-based Marine Business
- Yacht Maintenance & Crew Services
- Specialty Retailer
- Boat Dealer
- Other _____

SERVICES FOR THE MARINE INDUSTRY

- Boat Show Producers
- Boat Transport Services
- Component Testing Services
- Corporations (Event Sponsoring)
- Job Placement Services
- Internet Services
- Manufacturer's Representative
- Marketing, PR & Advertising Agencies
- Sailing Regatta Organizers
- Other _____

SCHOOLS, CLUBS, ASSOCIATIONS

- Boat Owner Associations
- Certification & Testing
- Education
- Marine Industry Associations
- One-Design Sailboat Associations
- Sailing Schools
- Yacht Clubs
- Other _____

TRAVEL & RESORTS

- Boating Resorts
- Charter Boats, Sail
- Parks & Park Services
- Scuba & Snorkel Resorts
- Tourism: Local, State, Country
- Other _____



PROMOTING THE HEALTH AND GROWTH OF SAILING

▶ OUR VISION:

"To Create a Strong, Profitable and Sustainable Market for Sailing"

▶ SAIL AMERICA'S GOALS:

- ▲ Create a strong presence for sailing at boat shows.
 - ▲ Promote the sailing lifestyle and introduce new people to sailing
 - ▲ Provide ongoing education and information
 - ▲ Be the "collective voice" for the sailing industry
 - ▲ Develop a website that will provide how to, where to, and who to go to information relating to sailing
 - ▲ Help our members save money
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▶ MEMBERSHIP BENEFITS:

- ▲ **Boat Show Benefits:**
 - Discounted space rates at Strictly Sail Pacific
 - Space preferences at Strictly Sail Pacific
 - Free Trade Credentials to all shows that Sail America supports
 - ▲ **Cost-Saving Affinity Programs**
 - APPI: Save thousands of dollars on energy expenses
 - Avis Membership Benefits Program
 - Discounts on FedEx and ground shipping services
 - Staples Business Advantage
 - ▲ **Marketing and Industry Information:**
 - Free access to market data and research reports
 - ▲ **Education:**
 - Waypoints, webinars, *Strategies for Success*, The Sailing Industry Conference
 - ▲ **FREE access to Sales Leads:**
 - Over 50,000 Discover Sailing leads
 - ▲ **Member Communications:**
 - Stay informed on industry news and trends with *Sail America News*, *Waypoints*, *Washington Wave*, and *Boating News Net*
 - ▲ **Networking:**
 - Attend member's meetings, social gatherings, committees, and special interest groups.
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▶ QUESTIONS?

For any questions or concerns about this application or about the payment process please contact Jonathan Banks at:
Phone: 401-841-0900 ext.12 • FAX: 401-847-2044 • email: jbanks@sailamerica.com



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