

SAIL AMERICA MEMBERSHIP APPLICATION

2011/2012 Membership Year (July 1, 2011 – June 30, 2012)



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

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 and use the Discover Sailing mailing list.

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

\$ 375
 \$ 525
 \$ 800
 \$1,050
 \$1,575
 \$2,625
 \$3,650

SAIL AMERICA MEMBER DUES FOR NMMA MEMBERS

\$ 340
 \$ 475
 \$ 725
 \$ 950
 \$1,425
 \$2,375
 \$3,275

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 and access to the Discover Sailing list.

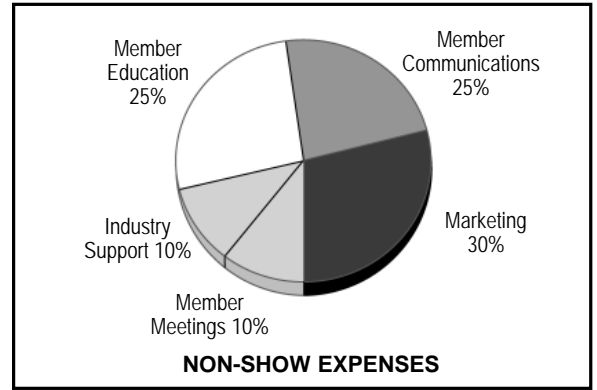
SAIL AMERICA MEMBER DUES

- | | |
|---|-------|
| <input type="checkbox"/> Individual Membership | \$ 50 |
| <input type="checkbox"/> Non-Profit Organizations | \$ 75 |
| <input type="checkbox"/> Dealers, Brokers, Marine Reps., Sailing Schools, and Prof. Memberships | \$150 |
| <input type="checkbox"/> Manufacturer Sponsored Dealers | \$ 50 |

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. If your membership dues are to be paid by a corporate office, please identify who will be responsible for payment so they can be billed accordingly.

- I am paying by check. *Please mail check payment to:* Sail America
74 Baker Street
Warren, RI 02885
- Please send me an invoice
- 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 401-289-2503.

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 (BOAT SHOW CONTACT)	TITLE	E-MAIL	PHONE
NAME (MARKETING CONTACT)	TITLE	E-MAIL	PHONE
NAME (ACCOUNTING CONTACT)	TITLE	E-MAIL	PHONE
NAME (PRESIDENT/CEO)	TITLE	E-MAIL	PHONE
NAME (OTHER KEY CONTACT)	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 Sailing Market."

▶ **OUR MISSION:**

- ▲ Produce and support sailboat shows
 - ▲ Promote the sailing lifestyle
 - ▲ Provide ongoing business education and market data
 - ▲ Communicate industry news and trends
 - ▲ Provide discount business services
 - ▲ Represent the interests of the sailing industry
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▶ **MEMBERSHIP BENEFITS:**

- ▲ **Boat Show Benefits:**
 - Discounted space rates at Strictly Sail Pacific
 - Space preference at Strictly Sail Pacific
 - Free Trade Credentials to all shows that Sail America supports
 - ▲ **Discount Business Services:**
 - 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 and The Sailing Industry Conference
 - ▲ **Sales Leads:**
 - Free access to over 50,000 Discover Sailing leads
 - ▲ **Member Communications:**
 - Stay informed on industry news and trends with *Sail America News, Washington Wave, Boating News Net* and the *Sailboat Brokerage Report*
 - ▲ **Networking:**
 - Member's meetings, social gatherings, committees, focus groups, and more.....
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▶ **QUESTIONS?**

For questions about this application or the payment process, please contact Kimberly Tuchon at:

Phone: 401-289-2540 • FAX: 401-289-2503 • email: kimberly@sailamerica.com

For questions about Sail America Membership, please contact Jonathan Banks at:

Phone: 401-289-2540 • FAX: 401-289-2503 • email: jbanks@sailamerica.com



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