

**Atlanta Boat Show**

Georgia World Congress Center, Hall  
285 Andrew Young International Blvd NW  
Atlanta, GA 30313  
January 14 - 17, 2021

**Exhibitor Application/Contract**  
**NMMA (Payment Center)**  
P.O. Box 734266  
Chicago, IL 60673-4266  
Phone: See contact below  
Fax: (866) 542-8673

(Contact NMMA for Overnight Delivery Info)

Points: Show: Mbr: Total:

Company Name: \_\_\_\_\_

Account #: \_\_\_\_\_

Address: \_\_\_\_\_

City

State/Province

Zip/Postal Code

Phone: \_\_\_\_\_ Cell: \_\_\_\_\_ Fax: \_\_\_\_\_ Web: \_\_\_\_\_

Company Contact: \_\_\_\_\_ Contact Email: \_\_\_\_\_

Bill to: (IF DIFFERENT FROM ABOVE) \_\_\_\_\_

Address: \_\_\_\_\_

City

State/Province

Zip/Postal Code

Phone: \_\_\_\_\_ Cell: \_\_\_\_\_ Fax: \_\_\_\_\_ Web: \_\_\_\_\_

Billing Contact: \_\_\_\_\_ Billing Contact Email: \_\_\_\_\_

Show Contact: \_\_\_\_\_ Show Contact Email: \_\_\_\_\_

\* In order to receive the NMMA member space rate, membership must be in good standing including but not limited to dues being paid by July 1, 2020 for fall shows and by December 1, 2020 for winter shows. Boat manufacturers are only eligible to receive the NMMA member rate upon completion and maintenance of NMMA Certification, or having been formally granted exemption by NMMA under the prevailing policies. Please make all checks payable to NMMA. All checks must be made in U.S. funds drawn on a U.S. account. A \$25 fee will be added to your account for all returned checks.

	NMMA Member*	Non-Member		NMMA Member*	Non-Member	
Regular Booth	11.20	12.50	Regular Bulk	5.95.90	77.20	** MTAMA members receive NMMA Rate

**PLEASE DO NOT WRITE IN THIS SPACE:**

Order No	Space No	Floor/Area	Unit Price	Dimensions	Total Sq Ft	Total Cost

**TO BE FILLED OUT BY EXHIBITOR**

What products/services will you be exhibiting? \_\_\_\_\_

Please list brand names: \_\_\_\_\_

Our company is a:

<input type="checkbox"/> Manufacturer	<input type="checkbox"/> Travel Resort / Tourism
<input type="checkbox"/> Marine Services	<input type="checkbox"/> Outfitter / Guide Service
<input type="checkbox"/> Wholesaler	<input type="checkbox"/> Dealer
<input type="checkbox"/> Mfg. Rep.	<input type="checkbox"/> Retailer and / or Marina

**New Exhibitors**

The dimensions we prefer are \_\_\_\_\_ x \_\_\_\_\_

Total Sq. ft requested: \_\_\_\_\_

\_\_\_\_\_ X Rate \_\_\_\_\_ = Total \$ \_\_\_\_\_

50% deposit due on or before October 15, 2020- 100% there after

Upon signing below, Exhibitor agrees to be bound by and acknowledges that all terms, conditions and obligations of Exhibitor under this Exhibitor Application for Space (Agreement) shall be binding upon Exhibitor from the date that Exhibitor or its representative executes this Agreement, irrespective of whether Exhibitor has yet received NMMA's counter signed copy of the Agreement. This binding Agreement includes all the terms on both the face of this application and the Terms, Rules and Regulations on the reverse side of this application including NMMA's Allocation Procedures and Display Guidelines ("the Terms and Conditions"). The Exhibitor agrees to be bound by all such Terms and Conditions. Any Exhibitor requests for cancellation or cutbacks and any space changes are subject to these Terms and Conditions. By signing and submitting this form to NMMA, the Exhibitor acknowledges, agrees and consents to receipt of notices from NMMA and its affiliates by facsimile or electronically, using the contact information set forth on this form. In the event of any conflict between this Agreement (or any portion thereof) and any other agreement or Exhibitor purchase order, now existing or hereafter entered into between Exhibitor and NMMA, the terms of this Agreement shall prevail.

Your Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

NMMA Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Questions? Please Call:**

Bulk:	Kevin Murphy	PH: (401) 651-3220	EMAIL:	kmurphy@nmma.org
Booth:	Leo Gallardo	PH: (954) 441-3229	EMAIL:	Lgallardo@nmma.org
		(954)		lgallardo@nmma.org

**Last Year's Exhibitors**

☐ We accept the same space as last year.

☐ We request the following change, but will accept the assigned space if the change cannot be made: \_\_\_\_\_

We prefer to / not to (circle one) exhibit next to the following companies:

(Every attempt within the allocation procedures will be made to satisfy your request; preference does not confirm the requests can be satisfied)

☐ We intend to retail "over the counter" at our exhibit.

Exhibiting companies that displayed at the 2020 Atlanta Boat Show have until 06/15/2020 to return their application with deposit for the 2021 show. After that date, space not applied for will be considered available for allocation to another company.

# ATLANTA BOAT SHOW TERMS, RULES AND REGULATIONS

Rules and Regulations related to the allocation of space and show display guidelines are all those adopted by the National Marine Manufacturers Association (NMMA) Shows Committee and are a binding part of the Exhibitor contract. These rules are printed annually in the booklet "NMMA Allocation Procedures and Display Guidelines". This booklet and any later additions, corrections or clarifications made by NMMA are a binding part of the Exhibitor contract. These guidelines may be found on our website, or contact NMMA for a current hard copy.

## 1. ADMISSIBLE EXHIBITS

- Exhibitor agrees to display only new, unused current model-year boats and marine related products. Exhibitor will not display any product or signage without the endorsement or approval of the manufacturer. Exhibitor represents that it has full authority and all approvals necessary to display and sell its products at this show.
- NMMA reserves the right to determine the eligibility of any company, product, signage, or material for inclusion in the show. No exhibitor shall exhibit, or permit to be exhibited in the space allocated to them, any product, merchandise, signage or display material other than that specified in this application.
- Exhibitor agrees that NMMA may remove any exhibits that it determines are of a disruptive, objectionable or inappropriate nature.
- Exhibitor represents and warrants that all displayed products comply with all applicable U.S. laws, regulations and consent decree or other mandatory requirements, including any applicable safety standards that may be issued by the Consumer Product Safety Commission (CPSC), and the emission regulations issued by the U.S. Environmental Protection Agency (EPA).

## 2. PAYMENT FOR SPACE AND OTHER NMMA PRODUCTS, SERVICES & MEMBERSHIP DUES

- Member rate applies only to space occupied by the member's own products.
- Exhibitors must return their exhibit space contract and deposit by the initial deadline in order to retain their right of first refusal for their previous year's exhibit space. Right of first refusal does not apply to new shows, new venues, and show floor reallocations that may occur from time to time.
- NMMA members must be in Good Standing at July 1<sup>st</sup> preceding the fall shows and December 1<sup>st</sup> preceding the winter shows, to receive the member discount. Good Standing requires 100% of member dues for the current membership year to have been paid, all space deposits for the show to have been made, and all other balances for products, services, certification, Grow Boating assessments and other monies due to NMMA, be not more than 60 days past due. "First time members" joining NMMA, must be in Good Standing by 30 days before the show is scheduled to open to receive the member rate.
- Exhibitors who fail to make space payments in accordance with the terms on the reverse side will not be considered for space increases, location changes, or upgrades of any kind and are subject to space re-assignment, cutback, or cancellation without credit or refund.
- NMMA will process all checks with notation "payment in full" or similar language. NMMA reserves the right to pursue the remaining balance in the event a payment amount is smaller than an open balance of an order that check is paying for.

## 3. CANCELLATIONS, CUTBACKS, and SPACE CHANGES

- Should the Exhibitor wish to cancel this contract, the Exhibitor must contact NMMA and notice of the cutback or cancellation must be confirmed by NMMA. A contract cancellation penalty representing all or a portion of the total contract price will be assessed according to the following formula:

25% contract penalty 1 day past the first payment deadline date (as noted on the front of this contract)

75% contract penalty 1 day past the second payment deadline date (as noted on the front of this contract)

100% contract penalty 1 day past the third payment deadline (as noted on the front of this contract)

If Exhibitor deposits received to date are in excess of the contract penalty, then Exhibitor will be entitled to a credit for this difference. This credit may be applied to any outstanding invoice for a past NMMA Show or service or used as a deposit for show space. It may not be used for a different show in a different market, and must be used within 12 months of written notice of cancellation. Credits will not be paid in cash. If Exhibitor deposits received to date are less than the contract penalty, Exhibitor must remit a check for this shortfall to NMMA once the cancellation or cutback has been confirmed.

- For all Exhibitors requesting a space reduction, NMMA reserves the right to relocate the exhibit or reconfigure it as determined by NMMA. In the event that show space must be reallocated after contracts have been accepted and signed, NMMA has the right to relocate the Exhibitor's space.

## 4. DISPLAY CHARACTERISTICS – See Allocation Procedures & Display Guidelines

- LATE ARRIVALS - Exhibitors arriving for set-up after their scheduled installation time can be relocated to any location specified by NMMA or, if no alternative is available, are required to forfeit their show participation rights.**

- SUBLEASING - Exhibitors may not sublease their space. Sublease in this use includes renting, sharing, donating or in any way allowing another company or person to display or advertise in an exhibitor's space. Non-exhibiting firms may not place stickers, placards, or other signs anywhere in the show.**

- SALE OF MERCHANDISE - NMMA reserves the right to limit over-the-counter sale of products for delivery at the show to designated areas. Exhibitor is solely responsible for registering for, collecting, and reporting appropriate sales taxes.**

## 8. LIABILITY RELEASE, WAIVER/INDEMNIFICATION/CHOICE OF LAW & FORUM/ATTORNEY FEES

- Exhibitor releases NMMA, its contractors and their respective directors, officers, employees, agents, and members, and each of them, from any claims, liabilities, losses, damages, costs, or expenses relating to or arising out of any injury to any personnel of exhibitor or to any other person or any loss of or damage to any property of exhibitor or any other property where such injury, loss, or damage is incident to, arises out of, or is in any way related to exhibitor's participation in the event, and the exhibitor shall be responsible for any such injury, loss, or damage, and any expenses relating thereto.
- Exhibitor, without regard to assignment, lease, sublease or dealer occupancy shall indemnify, hold harmless, defend and reimburse the Atlanta Boat Show, Georgia World Congress Center, Atlanta, GA. National Marine Manufacturers Association, Inc., and their managers, contractors, directors, officers, employees, agents and members, and each of them ("Indemnities"), from and against any and all actions, causes of action, claims, demands, liabilities, losses, damages, costs or expenses, of whatsoever kind and nature, including judgments, interest and reasonable attorney's fees, costs of litigation, and all other costs, expenses and charges, which Indemnities incur or may incur for any reason resulting from, relating to or arising out of Exhibitor's participation in the event, including but not limited to: (i) the negligence, gross negligence, intentional misconduct or criminal acts or omissions of indemnitor in the performance or breach of this Agreement. (ii) the breach by Exhibitor and/or its Contractors, their directors, officers, employees, agents or Exhibitor's contractors, or any of them, of any representation or covenant set forth herein; (iii) any injury to or death of any persons, or any loss of, through theft or otherwise, or damage to, property arising in any way in connection with the use and enjoyment by the Exhibitor, or any other person or entity present with the permission, express or implied, of Exhibitor of the space, equipment or the show space or hall; (iv) the use of equipment, devices furnished to or used by the Exhibitor, or other persons in connection with the show, or the use of the space, provided that the foregoing indemnification shall not apply where the damage, injury or loss results solely from the gross negligence or willful misconduct of the show sponsor, NMMA or their respective employees or contractors.
- This Agreement shall be governed by and construed in accordance with the substantive laws of the State of Illinois without regard to its rules regarding conflicts of laws or any other law or rule that would cause the laws of any jurisdiction other than the State of Illinois to be applied. Any disputes arising out of or related in any way to this Agreement, its performance or breach, including but not limited to actions seeking

equitable relief, shall be brought exclusively in, and the parties to this Agreement hereby consent to submit to the personal jurisdiction of, the courts of the state of Illinois located in the City of Chicago, or the United States District Court for the Northern District of Illinois. Exhibitor waives any objection based upon lack of personal jurisdiction, improper venue, or forum non conveniens. Each party hereby waives its right to a jury trial in the event of any such litigation. Neither party shall have any liability to the other for punitive, incidental, or consequential damages, including, but not limited to, loss of profit, revenue, or enterprise value, as a result of a breach of this agreement, tort, or otherwise, to the full extent such liability may be disclaimed by law. In any suit or action brought concerning this Agreement, its interpretation, performance or breach, including but not limited to any suit or action brought against Exhibitor by NMMA for the collection of fees or other sums due NMMA pursuant to this Agreement, the prevailing party's costs of such action, including reasonable attorneys' fees, shall be paid by the other party. The terms of this provision shall survive the termination or expiration of this Agreement.

- Attorney Fees - Any litigation, arbitration, or other proceeding by which one party either seeks to enforce its rights under this Agreement (whether in contract, tort, or both) or seeks a declaration of any rights or obligations under this Agreement, the prevailing party shall be awarded its reasonable attorney fees, and costs and expenses incurred.

## 9. ACTS OF GOD

NMMA shall have no liability to Exhibitor whatsoever for any matter or thing resulting from acts of God, (including, without limitation, fire, flood, earthquakes, hurricanes and tornadoes) or other events beyond the parties control (including, without limitation, war, government regulation, disaster, strikes, civil disorder, curtailment of transportation facilities, or infectious disease); except that if such events prevent Exhibitor's show space being made available to Exhibitor, NMMA shall return to Exhibitor payments made by Exhibitor after deducting therefrom a pro-rata share of expenses incurred in connection with said Show.

## 10. INSURANCE

- NMMA shall not be responsible for any loss of or damage to any property of the Exhibitor for any reason, including theft, unless such loss or damage is caused solely by the gross negligence of NMMA or any of its employees. Exhibitor is required to follow and use all of the security arrangements made by NMMA for property and valuables when the show is not open. In addition, Exhibitor is required to provide and keep in force during the show period, including move-in and move-out periods, the following insurance:

- Worker's compensation and employer's liability insurance covering its employees in the state in which the show is being held, in accordance with the statutes, rules and regulations promulgated by that state's governing authorities.

- Commercial General Liability Insurance (or its equivalent) including Products/Completed Operations, Personal and Advertising Injury, with a per occurrence limit of not less than \$1,000,000 and endorsed with National Marine Manufacturers Association, Inc. and other parties as delineated in the sample insurance certificate provided to Exhibitor, as Additional Insured's.

- Exhibitors using owned, leased, rented or borrowed vehicles on or within the venue are required to have Automobile Liability Insurance with a per occurrence limit of not less than \$1,000,000 endorsed with National Marine Manufacturers Association, Inc., and other parties as delineated in the sample insurance certificate provided to Exhibitor, as Additional Insured's.

- Certificates of insurance, with the limits, dates of coverage, and endorsements as stated above, shall be furnished to NMMA no later than 30 days before the scheduled move-in date for the show.

- The Exhibitor understands that neither the National Marine Manufacturers Association nor the Atlanta Boat Show or Georgia World Congress Center maintain insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance. The Exhibitor waives any rights of subrogation available to Exhibitor or its insurance underwriters.

## 11. COPYRIGHTS AND OTHER INTELLECTUAL PROPERTY RIGHTS

Exhibitor may not play or otherwise publicly perform copyrighted music or other materials absent a valid written license agreement with all rights holders in and to such materials. Exhibitor hereby assumes all responsibility for, and all costs and expenses arising from, Exhibitor's or Exhibitor's agents' or employees' incorporation or use during the Event of any music, written material, dramatic rights, inventions, devices, products, or similar items that are the subject of any copyright, trademark, service mark, trade name, patent, trade secret franchise or other contractual or statutory protection. Exhibitor agrees to indemnify, defend and hold harmless NMMA and its directors, officers and employees from any claims, damages, costs or expenses, including, without limitations, attorneys' fees and expenses, incurred by any of them that arise out of or in connection with such incorporation or use, including but not limited to any action brought by ASCAP, BMI, SESAC, Global Music Rights or other licensing organization for playing copyrighted music.

## 12. RULES AND REGULATIONS

- NMMA shall have the power to adopt, amend, interpret, and enforce all show terms, rules and regulations with respect to the operation and conduct of the Show, including but not limited to: those regarding the kind, nature, and eligibility of all exhibitors and exhibits at the Show and the marketing activities of exhibitors with respect to the Show. Any exhibitor observed to be soliciting business in the aisles or other public spaces, in another company's booth, or in violation of any applicable NMMA terms, rules and regulations, will be asked to leave immediately. Additional penalties may be applied. Exhibitor shall comply with all show terms, rules and regulations, and with all pertinent and applicable laws, codes and regulations, federal, state, municipal and local, which affect the show space. Exhibitor is responsible for complying with all applicable public accommodations requirements of the Americans with Disabilities Act ("ADA") including, without limitation: (i) the "readily achievable" removal of physical barriers within Exhibitor's exhibit and exhibit space (to the extent within Exhibitor's control) (e.g., set-up of displays and exhibits in an accessible manner); (ii) the provision of auxiliary aids and services where necessary to ensure effective communication with disabled participants (e.g., Braille or enlarged print handouts, interpreter or simultaneous videotext display); and (iii) any modifications to Exhibitor's exhibit or materials required to enable disabled individuals to participate equally in the Exhibitor's exhibit.
- Exhibitor's advertising and marketing of its participation in the Show in any medium, including but not limited to such activities on websites owned or controlled by Exhibitor and elsewhere on the internet, shall comply with all contracts and shall not infringe or otherwise misuse NMMA's trademarks ("the NMMA Marks") and other intellectual property. If, in the reasonable belief of NMMA, (i) Exhibitor's activities infringe any of the NMMA Marks, or (ii) Exhibitor's activities, including Exhibitor's using, without permission, the NMMA Marks on websites or in domain names, met tags, hypertext links, or any search engine sponsored links or search engine advertising programs (e.g., Google AdWords), are likely to cause confusion, mislead, or deceive, as to the source affiliation, connection, or association of NMMA with Exhibitor or its goods, services or other commercial activities, including but not limited to diverting away from NMMA's boat show websites and to Exhibitor's website web searches using the NMMA Marks, NMMA reserves the right to cancel Exhibitor's space and revoke seniority points for future boat shows. NMMA's decision on all such matters shall be final.

- No failure by NMMA to enforce, or any delay in the enforcement of, any rules, regulations, laws or any right, power or remedy that NMMA may have under this Agreement shall impair any right, power or remedy that NMMA may have under this Agreement.
- Exhibitor agrees that it shall at all times comply with all applicable laws of Canada, the European Union and the United States in connection with its activities and interactions with attendees, including, without limitation, Canada's Anti-Spam law ("CASL"), the General Data Protection Regulation (EU) 2016/679 ("GDPR"), the California Consumer Privacy Act ("CCPA") and other applicable privacy laws.

Produced by:

**NMMA**  
www.discoverboating.com  
2021 Atlanta Boat Show

## ATLANTA BOAT SHOW RULES & REGULATIONS

- Motorized Vehicles are not permitted in Boat Show exhibits without Show Manager's written approval.
- Boat exhibitors may display up to 20% of unused previous model year boats in their display.
- All visible display areas must be carpeted.
- Boats under 26' that require handling with show's equipment must be displayed on dollies or trailers.
- No cement blocks may be used to support boats.
- Smoking is prohibited inside the Georgia World Congress Center.
- Proposals for the display of automobiles, trucks, A TV's or other display props must be presented to the NMMA show manager for consideration at least eight weeks prior to the show.

# Atlanta Boat Show Show Guide Listing

Georgia World Congress Center ■ Atlanta, GA

January 14–17, 2021

Return with application via fax to: 866-542-8673



National Marine Manufacturers Association  
15100 NW 67th Ave, #205  
Miami Lakes, FL 33014

Show Contact/Managing Exhibitor:

Booth #: \_\_\_\_\_ Order #: \_\_\_\_\_

Contact Name: \_\_\_\_\_  
Company Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City, ST/Prov., Zip/PC: \_\_\_\_\_  
Country: \_\_\_\_\_

Please complete all fields below (if different from above) to be listed in the show guide and website,  
[www.atlantaboatshow.com](http://www.atlantaboatshow.com). You will receive one combined listing for multiple spaces

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, ST/Prov., Zip/PC: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Web Address: \_\_\_\_\_

Email: \_\_\_\_\_

Company Salesperson: ( Mr. / Ms. ) \_\_\_\_\_  
(Limit 1) to be listed in show guide:

Brand Name Cross Reference (For Manufacturers Only): Will notify reader to see your company (as listed above).

Product Narrative:  
(20 Word Limit) \_\_\_\_\_  
\_\_\_\_\_

Please list the product categories you wish to be listed under ( limit 50 ). See page 2 for complete list of product codes.

\_\_\_\_\_  
\_\_\_\_\_

By signing and submitting this form to NMMA, our company acknowledges, agrees and consents to receipt of notices from NMMA and its affiliates by facsimile or electronically, using the contact information set forth on this form

ALL INFORMATION IS SUBJECT TO EDITING BY SHOW MANAGER Forms submitted after 11/15/2020 may not appear in show guide.

Your Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

QUESTIONS? Please contact: Venus A. Berryman  
Phone: 954-441-3226

Email: [vberryman@nmma.org](mailto:vberryman@nmma.org)  
Fax: 866-542-8673

# 2021 Atlanta Boat Show

Company Name: \_\_\_\_\_

# Show Guide List Cross Reference

Space #: \_\_\_\_\_

Please check off product categories you are exhibiting at the show

## BOATS Brand(s) you are exhibiting:

### POWER BOATS

- ☐ BA004 Fishing Boats
- ☐ BA005 Aluminum Boats
- ☐ BA010 Bass Boats
- ☐ BA015 Bay Boats
- ☐ BA018 Bow Riders
- ☐ BA020 Catamarans, Multihulls (Power)
- ☐ BA025 Center Consoles
- ☐ BA030 Cuddy Cabins
- ☐ BA035 Deck Boats
- ☐ BA036 Downeast
- ☐ BA038 Fish & Ski Boats
- ☐ BA040 Flats Boats
- ☐ BA045 Hi-Performance Boats
- ☐ BA050 Houseboats

### SAILBOATS

- ☐ BA052 Hunting Boats
- ☐ BA055 Cabin Cruisers
- ☐ BA060 Inboard/Outboard Boats
- ☐ BA065 Luxury Yachts
- ☐ BA070 Motor Yachts
- ☐ BA075 Outboard Boats
- ☐ BA080 Pontoon Boats
- ☐ BA085 Runabouts
- ☐ BA090 Sportfishing Yachts
- ☐ BA095 Trawlers
- ☐ BA096 Walkaround
- ☐ BA097 Wakeboard Boats
- ☐ BA100 Waterski Boats

### OTHER TYPES OF BOATS

- ☐ BB030 Multihulls (Sail)
- ☐ BB040 Sailboards
- ☐ BC020 Custom Boat & Yacht Builders
- ☐ BC025 Dinghies (Rowing & Motorized)
- ☐ BC030 Electric Boats
- ☐ BC035 Hydrofoil Boats
- ☐ BC040 Inflatable or Folding Boats
- ☐ BC045 Jet Boats
- ☐ BC050 Jon Boats
- ☐ BC065 Pedal Boats
- ☐ BC070 Personal Water Craft (PWC's)
- ☐ BC074 RIBS
- ☐ BC075 Rowing Shells
- ☐ BC080 Wooden Boats

### PADDLESPO RTS

- ☐ AC060 Oars & Paddles
- ☐ BC015 Canoes
- ☐ BC055 Kayaks
- ☐ BD005 Paddlesports - Accessories & Gear
- ☐ BD025 Paddleboards

## ACCESSORIES, EQUIPMENT & GEAR

### BOAT CONSTRUCTION, SERVICE & REPAIR ITEMS

- ☐ AA012 Brushes (For Painting & Cleaning)
- ☐ AA015 Carpet Materials & Floor Coverings
- ☐ AA020 Cleaners & Polishes
- ☐ AA025 Compounds: Adhesives, Caulking, Glue
- ☐ AA030 Core Materials: Balsa, Foam, Composites
- ☐ AA035 Decking
- ☐ AA040 Canvas, Fabrics, Upholstery & Coverings
- ☐ AA045 Fiberglass
- ☐ AA046 Fiberglass Restorer
- ☐ AA050 Flotation Material
- ☐ AA055 Lumber: Hardwood & Treated
- ☐ AA057 Metal Polish
- ☐ AA060 Mouldings, Trim & Rubrails
- ☐ AA065 Paints, Finishes, Removers & Preservatives
- ☐ AA079 Repair Manuals
- ☐ AA100 Teak Products
- ☐ AA102 Vinyl

### COMPONENTS & SYSTEMS

- ☐ AB005 Air Conditioning, Ventilation & Heating
- ☐ AB006 Alternate Energy Sources: Solar, Water, Wind
- ☐ AB010 Batteries: Storage & Accessories
- ☐ AB015 Battery Chargers
- ☐ AB020 Bilge Pumps & Blowers
- ☐ AB023 Compressors, Air & Gas
- ☐ AB025 Dehumidifiers, Air Filtration
- ☐ AB030 Desalimators: Water Purifiers, Water Makers
- ☐ AB035 Lighting Systems, Interior Lights, Lighting Equip.
- ☐ AB040 Electrical Equip.: Generators, Connectors, Panels
- ☐ AB045 Environmental Products & Systems
- ☐ AB050 Galley Equipment
- ☐ AB055 Hose and Hose Fittings
- ☐ AB057 Hydrofoils
- ☐ AB060 Pumps, Circulation and Water Systems
- ☐ AB065 Refrigeration Equipment / Ice Makers
- ☐ AB075 Steering Wheels, Rudders & Systems
- ☐ AB077 Windvane Self-Steering Gears
- ☐ AB080 Toilets and Sanitation Equipment
- ☐ AB085 Water Systems, Plumbing

### ELECTRONICS & NAVIGATION

- ☐ AD005 Autopilots
- ☐ AD010 Binoculars & Telescopes
- ☐ AD015 Clocks, Chronometers & Barometers
- ☐ AD020 Compasses
- ☐ AD025 Computers, Monitors, LCD Displays
- ☐ AD030 Computer Software
- ☐ AD035 Depth Sounders
- ☐ AD040 Direction Finders
- ☐ AD045 Electronic Equipment
- ☐ AD050 Indicators: Battery, Engine, Fuel, Speedometers
- ☐ AD055 Marine Stereos / Satellite Radios
- ☐ AD060 Navigational Electronics: GPS Chartplotters and Displays
- ☐ AD065 Navigational Instruments: Sextants, Piloting Aids
- ☐ AD070 Night Vision Equipment
- ☐ AD075 Panels & Gauges
- ☐ AD080 Radars
- ☐ AD085 Radiotelephones
- ☐ AD090 Telephones: Marine, Cellular, Long Distance Svc.
- ☐ AD092 Television & Video Systems
- ☐ AD095 Wind & Weather Instruments
- ☐ D0020 Fish Finders

### HARDWARE, ORIGINAL EQUIPMENT & PARTS

- ☐ AE005 Antennas
- ☐ AE010 Boarding Devices
- ☐ AE015 Brackets & Instrument Housing

- ☐ AE020 Cockpit Shelters
- ☐ AE025 Doors/Windows
- ☐ AE030 Fasteners
- ☐ AE035 Hardware, General Marine
- ☐ AE040 Hardware, Sailboat
- ☐ AE042 Navigation and Running Lights
- ☐ AE044 Railings, Pulpits & Stanchions
- ☐ AE045 Sailboat Rigging
- ☐ AE050 Seats
- ☐ AE055 Spars, Booms, and Masts
- ☐ AE060 Swim Platforms, Ladders
- ☐ AE065 Towers & Tops
- ☐ AE070 Trim Tabs
- ☐ AE071 Tubing: Aluminum & Stainless
- ☐ AE075 Winches
- ☐ AE080 Windshields, Hatches & Portholes
- ☐ D0015 Fighting Chairs

### SAFETY PRODUCTS

- ☐ AF005 Alarm Systems & Anti-Theft Devices
- ☐ AF010 Distress Signals & EPIRB's
- ☐ AF015 Fire Extinguishers & Systems
- ☐ AF020 First Aid Supplies
- ☐ AF025 Flare Guns
- ☐ AF030 Horns, Sirens & Whistles
- ☐ AF040 Life Rafts
- ☐ AF045 Personal Flotation Devices (PFD's)
- ☐ AF050 Survival Equipment
- ☐ AF055 Water Safety Devices

### GOODS, GEAR & GIFTS

- ☐ AC005 Anchors, Chocks & Ground Tackle
- ☐ AC010 Anchor Rollers
- ☐ AC015 Buoys
- ☐ AC020 Car Top Carriers
- ☐ AC025 Covers For: Boat, Sails, Seats, Deck
- ☐ AC050 Fenders, Bumpers
- ☐ AC055 Line, Rope, Cordage
- ☐ AF035 Lettering & Numbers
- ☐ AG005 Art & Sculptures
- ☐ AG010 Bedding: Sheets, Fitted Mattresses
- ☐ AG015 Books, Music, CD-ROM's & Videotapes
- ☐ AG020 Cameras & Photography Equipment
- ☐ AG021 Bags: Carry-Bags, Backpacks & Luggage
- ☐ AG023 Boat Hooks
- ☐ AG025 Chairs: Deck & Beach
- ☐ AG028 Cleaning Rags, Mops, Chamois, Dusters
- ☐ AG030 Clothing & Footwear
- ☐ AG035 Cookware & Grills
- ☐ AG040 Flags & Pennants
- ☐ AG045 Foul Weather Gear
- ☐ AG050 Furniture & Furnishings
- ☐ AG055 Gift Shop Items
- ☐ AG060 Hobby Shop Items
- ☐ AG065 Ice Chests & Coolers
- ☐ AG070 Jewelry
- ☐ AG075 Knives: Hunting & Fishing
- ☐ AG080 Maps & Charts
- ☐ AG085 Pet Products
- ☐ AG087 Signs
- ☐ AG090 Sunglasses, Protective Eyewear
- ☐ AG095 Swimwear & Beach Accessories

### WATER SPORTS EQUIPMENT

- ☐ AH002 Air Compressors
- ☐ AH005 Diving Equipment: Skin & Scuba Gear
- ☐ AH010 Sailboard Accessories
- ☐ AH015 Snorkels, Masks & Fins
- ☐ AH017 Towables / Trampolines
- ☐ AH019 Wakeboards & Accessories
- ☐ AH020 Water Skis & Accessories
- ☐ AH025 Wetsuits, Drysuits & Gloves

## ENGINES, MOTORS, PROPULSION EQUIPMENT & PARTS

### ENGINES & MOTORS

- ☐ CA003 Battery Powered Propulsion
- ☐ CA005 Bow Thrusters
- ☐ CA010 Electric Motors
- ☐ CA015 Inboard Engines
- ☐ CA020 Jet Drives
- ☐ CA025 Outboard Motors
- ☐ CA030 Stern Drive Engines

- ☐ CA035 Stern Thrusters
- ☐ CA036 Surface Drives
- ☐ CA040 Trolling Motors

### PROPULSION EQUIPMENT & PARTS

- ☐ CB005 Additives: Cooling Systems, Diesel, Gasoline, Oil
- ☐ CB010 Aftermarket Engine & Outdrive Parts
- ☐ CB015 Bearings, Seals & Gaskets
- ☐ CB020 Corrosion Protection
- ☐ CB025 Engine Accessories & Systems
- ☐ CB030 Engine Controls
- ☐ CB035 Engine Parts
- ☐ CB036 Engine Repair Manuals
- ☐ CB040 Exhaust Systems
- ☐ CB045 Filters, Oil & Fuel
- ☐ CB050 Fuel Systems & Components
- ☐ CB055 Fuel Tanks & Accessories
- ☐ CB060 Gears, Shafts & Associated Equipment
- ☐ CB065 Manifolds & Heat Exchangers
- ☐ CB070 Oils & Lubricants
- ☐ CB075 Outboard Parts
- ☐ CB080 Propellers
- ☐ CB085 Stabilizers
- ☐ CB090 Starters & Alternators
- ☐ CB095 Transmissions & Transmission Kits
- ☐ CB100 Trim Plates

### FISHING TACKLE

- ☐ D0005 Bait
- ☐ D0010 Baitwells
- ☐ D0025 Fishing Equipment & Accessories
- ☐ D0030 Line
- ☐ D0035 Lures
- ☐ D0040 Outriggers & Downriggers
- ☐ D0045 Reels
- ☐ D0050 Repairs/Service for Rods & Reels
- ☐ D0054 Rod Holders
- ☐ D0055 Rods

## MARINAS & DOCKS

### EQUIPMENT

### DOCKS & DOCK EQUIPMENT

- ☐ AC028 Davits & Lifting Systems (Boats & Yachts)
- ☐ AC035 Dinghy Davits
- ☐ AC039 Docks
- ☐ AC040 Dock Boxes
- ☐ AC045 Dockside Equip: Carts, Pumpouts, Power Connects
- ☐ AC065 Windlasses
- ☐ E0005 Boat Lifts
- ☐ E0008 Cleats & Dock Hardware
- ☐ E0010 Cradles
- ☐ E0015 Davits & Lifting Systems (Docks & Marinas)
- ☐ E0025 Dock & Pier Installations / Repair
- ☐ E0031 Floating Docks
- ☐ E0032 Fuel Handling Systems
- ☐ E0035 Hoists & Forklifts
- ☐ E0037 Mooring Systems
- ☐ E0040 Power Pedestals
- ☐ E0045 Pump-out Equipment & Facilities
- ☐ E0048 PWC Lifts
- ☐ E0060 Storage Systems For Boats
- ☐ E0063 Water Shore Ties & Plumbing
- ☐ AC030 De-Icing Equipment
- ☐ E0050 Service Shop Equipment
- ☐ E0055 Shrinkwrap & Wrapping Systems
- ☐ E0059 Storage Sheds
- ☐ E0065 Yard Equipment: Boat Stands, Cradles, Yard Cranes
- ☐ E1005 Marinas
- ☐ E1010 Dry Storage
- ☐ E1015 In-Water Storage
- ☐ E1020 Fuel Services
- ☐ E1025 Repairs

### MARINAS & MARINA EQUIPMENT

## OUTDOOR EQUIPMENT

### SPORTING GOODS

- ☐ J0005 Archery Equipment
- ☐ J0010 Camping Equipment
- ☐ J0015 Diving Equipment
- ☐ J0020 Hunting Clothing
- ☐ J0025 Hunting Equipment

## SERVICES

### SERVICES FOR THE CONSUMER

- ☐ E0027 Electric and Cable TV Wiring & Services
- ☐ E0030 Environmental Control Systems
- ☐ FA005 Appraisers & Surveyors
- ☐ FA010 Banking & Finance
- ☐ FA015 Boat Cleaning and Detailing
- ☐ FA017 Boat, Canoe, and Watercraft Rentals
- ☐ FA020 Brokerage Yacht Sales
- ☐ FA025 Charter Operators
- ☐ FA027 Electronic Installation
- ☐ FA028 Fractional Boat Ownership
- ☐ FA030 Dockominiums
- ☐ FA035 Dockside Transportation, Water Taxis
- ☐ FA040 Documentation Service
- ☐ FA042 Dog Training, Kennels & Supplies
- ☐ FA043 Engine Repair
- ☐ FA044 Home Builder/Construction
- ☐ FA045 Insurance
- ☐ FA050 Interior Decorators
- ☐ FA055 Marinas / Marina Operators
- ☐ FA060 Marine Supply Stores
- ☐ FA065 Publications: Periodicals & Magazines
- ☐ FA070 Pre-Owned Boat Listings
- ☐ FA073 Sail Repair
- ☐ FA075 Shipyards & Repair Services
- ☐ FA078 Consumer - Shrink-Wrap / Winterizing
- ☐ FA080 Software & Programming
- ☐ FA085 Specialty Retailer, Catalog House or Chain Stores
- ☐ FA088 Taxidermy
- ☐ FA090 Towing/Boat Hauling
- ☐ FA091 TV & Radio Shows (for fishing and boating)
- ☐ FA095 Used Boat Sales
- ☐ FA097 Waterfront Real Estate Developers
- ☐ FA098 Web-Based Marine Businesses
- ☐ FA100 Yacht Maintenance & Crew Services

### SERVICES - MARINE INDUSTRY

- ☐ FB005 Boat Show Producers
- ☐ FB010 Boat Transport Services
- ☐ FB015 Corporations (Event Sponsoring)
- ☐ FB017 Dredging / Erosion Services
- ☐ FB020 Exporter
- ☐ FB025 Fishing Tournament Organizers
- ☐ FB028 Importer
- ☐ FB030 Marine Internet / WiFi Services
- ☐ FB055 Industry - Shrink-Wrap / Winterizing

### SCHOOLS, CLUBS, ASSOCIATIONS

- ☐ FC005 Boat Owner Associations
- ☐ FC010 Certification & Testing
- ☐ FC015 Diving Schools
- ☐ FC020 Education
- ☐ FC025 Fishing/Hunting/Sport Clubs
- ☐ FC030 Marine Industry Associations
- ☐ FC031 Marine Trade Associations
- ☐ FC039 Sailing Clubs
- ☐ FC040 Sailing Schools
- ☐ FC045 Schools & Instruction
- ☐ FC050 Yacht Clubs

## ENGINEERING & TECHNICAL SERVICES

- ☐ FD020 Marina Design Consultants & Engineers

## TRAILERS & TRAILERING

### EQUIPMENT

- ☐ K0004 Boat Dollies
- ☐ K0005 Boat Trailers
- ☐ K0007 Hydraulic Trailers
- ☐ K0010 Personal Watercraft Trailers
- ☐ K0020 Trailer Parts & Accessories

## TRAVEL & RESORTS

- ☐ H0003 Boating Resorts
- ☐ H0005 Campgrounds
- ☐ H0010 Charter Boats, Power
- ☐ H0015 Charter Boats, Sail
- ☐ H0020 Fishing Charters/Guides
- ☐ H0025 Fishing Lodges & Resorts
- ☐ H0030 Hunting Lodges & Preserves
- ☐ H0039 Outfitters, Hunting Guides
- ☐ H0040 Outfitters, Raft & Canoe Guides
- ☐ H0042 Parks & Park Services
- ☐ H0045 Resorts

- ☐ H0047 Real Estate: Waterfront/Hunting/Vacation Property
- ☐ H0050 RV Resorts
- ☐ H0053 Scuba & Skin Diving Resorts
- ☐ H0055 Tourism: Local, State, Country
- ☐ H0060 Fly-In Camps