

Marine Accessory Manufacturers Credit Association (MAMCA)

The Value of Membership...

The Marine Accessory Manufacturers Credit Association (MAMCA) was formed more than 25 years ago by a group of visionary credit and financial leaders from the marine accessory industry who wanted to gather more insight on their customers operations and payment habits while at the same time share best practices and benchmarking with their peers in the industry.


Today, MAMCA serves as a vital resource for those member manufacturers who serve the marine accessory industry by providing a platform for dialogue, industry information, networking, education as well as accurate historical and current credit and operational information on their customers.

How MAMCA Operates

MAMCA currently has 21 members who are companies of all sizes, but they all have one thing in common – their customer base, who are the marine accessory retailers, wholesalers and boat builders.

The members of MAMCA meet face to face three times per year and have one additional reporting requirement during the year. **A face to face meeting consists of:**

- A group member networking reception and dinner the night before the meeting
- Anti-Trust rules and regulations are reviewed and explained
- Discussion of approximately 100 names (members are free to submit any number of customers for discussion in the meeting)
- An hour long educational segment with a speaker
- A group networking lunch



“Attwood greatly benefits from the information, sharing of best practices and networking the MAMCA group provides. We use the accurate, timely and insightful information shared on our customers as a factor in making our independent credit decisions. Being a part of MAMCA is a valuable asset to Attwood!”

Pat Reynolds, Credit Manager, Attwood Corporation

In the face to face meetings discussions include, but are not limited to:

- Historical and current payment trends from mutual customers
- Best practices to resolve disputes and deductions with specific customers or in general
- Financial stability of customers
- Industry trends and conditions
- Changes in management or ownership of a business
- Determining the proper contact person at a customer to get issues resolved

Recently, MAMCA members have benefited from educational sessions on topics such as:

- Credit Card / Red Flag Rules
- Financial Analysis
- Bankruptcy, Preferences and 503(b)(9) claims
- Economic Overview of the Marine Industry
- Warning Signs for Distressed Customers

Face to face meetings are only half the benefit...

MAMCA members receive great benefit from the meetings, but members stay in contact to obtain updates on customer and to discuss new issues that have surfaced. This continual dialog between members throughout the year is only possible because of the connection they have made through the MAMCA group. Group members have free access to our administrator's corporate attorney to ask general legal questions under their retainer and receive favorable rates from their trusted, reputable collection agency. The MAMCA group administrator also has an annual educational seminar in which members can attend at no charge.

"Having access to this vital information and the resources provided by the MAMCA members is essential to Lenco Marine. Obtaining critical data from the meetings is great, but having the ability to reach out to fellow group members is a tool my team uses extensively. Lenco's affiliation with MAMCA is imperative to our operation."

Bradd Lexer, CFO, Lenco Marine, Inc.

Come try us out!

The Marine Accessory Manufacturers Credit Association will meet face to face at the following dates and locations in 2015 & 2016:

- **September 14-15, 2015** – Louisville, KY in conjunction with the IBEX show, which is being held September 15-17, 2015
- **February 11-12, 2016** – Fort Lauderdale, FL in conjunction with the Miami Boat show, which is being held February 11-15, 2016
- **May 11-12, 2016** – Indianapolis, IN
- **October 3-4, 2016** in Tampa, FL in conjunction with the IBEX show which is being held October 4-6, 2016

We invite and encourage any supplier of marine accessory products to come to a meeting as a guest to experience the huge benefit for yourself. If you would like to attend an upcoming meeting please contact our group administrator Dan Pike at dpike@memafsg.com or 919-406-8821.

The following companies make up the Marine Accessory Manufacturers Credit Association:

Attwood Corporation	Bennett Marine
Dometic Corporation	Garelick Manufacturing Co.
Gem Products, Inc.	Gold Eagle Company
Inland Plywood Company	Kracor, Inc.
Lenco Marine, Inc.	Michigan Wheel Corporation
Moore Company Marine Group	Perko, Inc.
Prospec Electronics of SC	SalVinCo, LLC
Star Brite	SeaStar Solutions
Taco Metals	Taylor Made – Aftermarket Division
Taylor Made – OE Division	Thetford / Norcold
Uniforce Technologies, Inc.	

The MAMCA group will continue its 26 year legacy of providing the credit and financial executives in the marine industry with the tools, information and thought leadership they need to make an educated credit decision. **Join us! Don't let your competitors in the industry have the advantage of having the historical and current credit information on your mutual customers.**

For complete information on the Marine Accessory Manufacturers Credit Association please contact the MAMCA group administrator Dan Pike at dpike@memafsg.com or 919-406-8821.