



SECTION I: COMPANY INFORMATION

COMPANY

PRIMARY CONTACT (MR./MS./MRS.)

TITLE

CONTACT E-MAIL

WEBSITE

ADDRESS

TOWN/CITY

PROVINCE/STATE

POSTAL /ZIP CODE

COUNTRY (IF OUTSIDE CANADA)

PHONE

FAX

NUMBER OF YEARS IN BUSINESS

NUMBER OF EMPLOYEES

PUBLIC OR PRIVATELY HELD?

INDUSTRY FOCUS (CIRCLE):

OEM

AFTERMARKET

BOTH

SECTION II: COMPANY & PRODUCT INFORMATION

Please carefully consider and provide us with an exact description of your company's products and/or service for the online industry directory, consumer database on DiscoverBoating.ca and B2B guide. To ensure accuracy, please print clearly or attach a separate page.

[illegible]

SECTION III: MEMBERSHIP CLASSIFICATION & DUES SCHEDULE—NMMA CANADA

Membership with NMMA Canada is open to any business entity that qualifies for any one of the Membership Classifications set forth below. Please reference the unique requirements for each of the three manufacturing division and Associate member categories.

Boat Manufacturer Division (BMD): A business entity that manufactures or imports boats.

NMMA Certification of BMD product is a requisite for membership within 12 months of joining NMMA. Learn more at nmma.org/certification.

The Grow Boating Membership fee is the primary funding tool which requires all BMD members to participate by paying fees on the engines that are used in their boats.

BMD applicants outside North America must have a certificate of authority from at least one province/state of Canada/United States showing it is legally authorized to conduct business in that province/state, thereby submitting to its jurisdiction. Without such proof, application for NMMA membership will not be considered by any boat manufacturing firm outside North America.

Engine Manufacturer Division (EMD): A business entity that manufactures marine propulsion engines.

EMD applicants outside North America must have a certificate of authority from at least one province/state of Canada/United States showing it is legally authorized to conduct business in that province/state, thereby submitting to its jurisdiction. Without such proof, application for NMMA membership will not be considered by any propulsion manufacturing firm outside North America.

BMD and EMD Member Dues Schedule: Annual dues are based on the total North American marine sales for your company's most recent fiscal year. Please check the appropriate category.

Sales Volume	Canadian Dollars (plus GST/HST)
Less than \$2.5 million	\$1,080
\$2.5 million–\$5 million	\$1,420
\$5 million–\$10 million	\$1,620
\$10 million–\$15 million	\$2,700
\$15 million–\$20 million	\$3,780
\$20 million–\$30 million	\$5,410
\$30 million–\$40 million	\$8,660
\$40 million–\$50 million	\$12,980
\$50 million–\$65 million	\$16,240
\$65 million–\$100 million	\$22,740
\$100 million–\$150 million	\$33,560
\$150 million–\$200 million	\$43,300
\$200 million–\$250 million	\$54,120
\$250 million–\$300 million	\$64,940
\$300 million–\$400 million	\$81,180
\$400 million–\$500 million	\$108,240
\$500 million–\$750 million	\$135,300
\$750 million–\$1 billion	\$162,360
\$1 billion–\$1.5 billion	\$216,480
\$1.5 billion–\$3 billion	\$270,610
More than \$3 billion	\$324,730

Exclusive IMPORTER Considerations: A business entity that is the exclusive importer for North America for a manufacturer of boats, engines, marine components or accessories is eligible for Membership as a "manufacturer" member in the appropriate classification. Qualified import products must be manufactured outside North America and documentation must be provided indicating an exclusive relationship with the manufacturer.

Marine Accessories & Components Division (MACD): A business entity that manufactures marine equipment and materials used in the construction or upgrade of a boat or that produces a general marine-related product used to enhance the boating experience.

MACD applicants outside North America must have a certificate of authority from at least one province/state of Canada/United States showing it is legally authorized to conduct business in that province/state, thereby submitting to its jurisdiction. Without such proof, application for NMMA membership will not be considered by any accessory manufacturing firm outside North America.

MACD Member Dues Schedule: Annual dues are based on the total North American marine sales for your company's most recently completed fiscal year. 25% of the membership fee is dedicated to the support of the Grow Boating program. Please check the appropriate category.

Sales Volume	Canadian Dollars (plus GST/HST)
Less than \$2.5 million	\$1,250
\$2.5 million–\$5 million	\$1,625
\$5 million–\$10 million	\$1,875
\$10 million–\$15 million	\$3,125
\$15 million–\$20 million	\$4,375
\$20 million–\$30 million	\$6,250
\$30 million–\$40 million	\$10,000
\$40 million–\$50 million	\$15,000
\$50 million–\$65 million	\$18,750
\$65 million–\$100 million	\$26,250
\$100 million–\$150 million	\$38,750
\$150 million–\$200 million	\$50,000
\$200 million–\$250 million	\$62,500
\$250 million–\$300 million	\$75,000
\$300 million–\$400 million	\$93,750
\$400 million–\$500 million	\$125,000
\$500 million–\$750 million	\$156,250
\$750 million–\$1 billion	\$187,500
\$1 billion–\$1.5 billion	\$250,000
\$1.5 billion–\$3 billion	\$312,500
More than \$3 billion	\$375,000

Service Provider Membership Categories: Please select one category of Associate membership.

Associate Member: A business entity that provides a service to the marine industry and/or the general boating consumer (ex: marinas, publications, insurance, repairs, MTA, etc.)

Dealer/Retailer: Must be an authorized dealer/retailer of a new boat brand or engine manufactured by an NMMA/NMMA Canada Member.

Distributor Member: Must be an authorized distributor of products manufactured by at least FIVE different NMMA accessory manufacturing members; or an authorized distributor of marine engines produced by an NMMA engine manufacturing member

Member Dues for Service Providers

Associate Members, who provide a service to the marine industry, pay a flat annual rate of \$995 (plus GST/HST) per year.

SECTION IV: DUES PAYMENT INFORMATION & APPROVAL PROCESS—NMMA CANADA

The NMMA membership cycle runs from June 1–May 31. For consideration in NMMA Canada membership, a **complete membership** dues payment must accompany the application. If joining after November 1, 50% of your membership fee will be applied to the following June 1 renewal deadline.

Mail cheque to: **NMMA Canada**
142-1769 St. Laurent Blvd
Ottawa, ON K1G 3V4

SECTION V: DEPARTMENT CONTACT INFORMATION

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

NAME (PRESIDENT/CEO)	TITLE	E-MAIL
NAME (TOP SALES POSITION)	TITLE	E-MAIL
NAME (TOP MARKETING POSITION)	TITLE	E-MAIL
NAME (TOP PUBLIC RELATIONS POSITION)	TITLE	E-MAIL
NAME (TOP ACCOUNTING POSITION)	TITLE	E-MAIL
NAME (MARKET RESEARCH)	TITLE	E-MAIL
NAME (HR/TRAINING)	TITLE	E-MAIL
NAME (DEALER RELATIONS)	TITLE	E-MAIL
NAME (EXPORT)	TITLE	E-MAIL
NAME (GOVERNMENT RELATIONS)	TITLE	E-MAIL
NAME (ADDITIONAL STAFF)	TITLE	E-MAIL
NAME (ADDITIONAL STAFF)	TITLE	E-MAIL

Almost 75% of small businesses use social media—do you? NMMA Canada encourages our members to become more active and involved in social media platforms. Please highlight a key contact that has an active role in any social media functions and include any of your company’s related links so that we can communicate and recognize your company in our social media channels.

NAME (SOCIAL MEDIA)	TITLE	E-MAIL
COMPANY FACEBOOK	COMPANY LINKEDIN	
COMPANY TWITTER	COMPANY PINTEREST	
COMPANY INSTAGRAM	COMPANY YOUTUBE CHANNEL	

SECTION VI: CONFIRMATION PROCESS—NMMA CANADA

Please return application by email (squenneville@nmma.org) or mail to: NMMA Canada

Attn: Sylvie Quenneville

142-1769 St. Laurent Blvd Ottawa,

ON K1G 3V4

Approval Procedures:

Upon receiving an application, NMMA Canada will review it and conduct such investigation as it deems necessary to determine whether the Applicant satisfies the membership qualifications. Upon NMMA Canada's preliminary determination that the Applicant qualifies for membership, NMMA Canada will electronically inform the Applicant within 2 business days that its application has been conditionally accepted, pending formal approval of such application by the NMMA Canada Board of Directors. Pending NMMA Canada Board approval, Applicant will have the status as a member. NMMA Canada will notify the Applicant in writing promptly after the Board of Directors approves its membership in NMMA Canada. If the Board of Directors does not approve such Applicant's membership, Applicant's conditional membership shall immediately terminate and a pro rated portion of such Applicant's dues payment will be returned to the Applicant.

By signing and submitting this Membership Application to NMMA Canada the Applicant acknowledges and agrees that:

- Applicant has read and reviewed NMMA Canada's Charter and has had any questions about the by-laws addressed to Applicant's satisfaction
- Applicant will abide by the NMMA Canada's Charter
- Applicant consents to receipt of notices from NMMA Canada by facsimile or electronically using the contact information set forth on this application
- Applicants for the membership outside North America consent that they are legally authorized to conduct business in at least one Province/U.S. state, and that proof of such can be provided if requested by NMMA Canada
- Any product and/or service description included in this Membership application was prepared by Applicant and Applicant agrees to indemnify and hold NMMA/NMMA Canada harmless from any loss, cost, or expense incurred by NMMA as a result of NMMA's publication of such description
- NMMA Member acknowledges and agrees that it shall at all times comply with all applicable laws of Canada and the United States in connection with its activities relating to the NMMA and Discover Boating lead system, including without limitation, Canada's Anti-Spam law (CASL) and applicable laws for the protection of personal information. In addition, Applicant agrees to hold harmless and indemnify NMMA (or whichever entity is appropriate) with respect to any losses or damages suffered by NMMA, directly, or indirectly, as a result of non-compliance by Applicant with such laws

The undersigned Applicant represents that all the information set forth in this Application is true and correct and has executed this Application this _____ day of _____, 20____

COMPANY

BY

TITLE

Important Application Process Checklist:

Completed all sections?

Provided website and EXACT directory and B2B guide description?

Included check for full payment with membership application?

Completed the Product Listing Addendum for the product/service you offer?

If you are an applicant outside North America, have you enclosed a copy of certificate of authority to conduct business in the U.S.?

Indicated key staff in their related departments?

PRODUCT LISTING ADDENDUM—NMMA CANADA

ACCESSORIES

BOAT CONSTRUCTION, SERVICE & REPAIR ITEMS

AA005 Acoustic Materials, Noise Suppression
AA006 Acrylic & Plastics
AA010 Boatbuilding & Repairing Machinery
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 Fabrics, Upholstery & Interior Coverings
AA045 Fiberglass
AA046 Fiberglass Restorer & Polish
AA050 Flotation Material
AA055 Lumber: Hardwood & Treated
AA057 Metal Polish
AA060 Moldings, Trim, Rubrails
AA065 Paints, Finishes, Removers & Preservatives
AA070 Processing Equipment: Spray & Injection
AA075 Raw Materials & Repair Materials
AA079 Repair Manuals
AA080 Resin
AA090 Sealing Systems & Materials
AA095 Structural Forms & Molds
AA100 Teak Products
AA102 Vinyl
AA110 Zincs

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 Desalinators: Water Purifiers, Water Makers
AB035 Electric Systems, Interior Lights, Lighting Equipment
AB040 Electrical Equip: Generators, Connectors, Panels
AB045 Environmental Products & Systems
AB050 Galley Equipment
AB055 Hose and Hose Fittings
AB057 Hydrofoils
AB058 Microwaves
AB060 Pumps, Circulation & Water Systems
AB065 Refrigeration Equipment
AB070 Sails, Sailmakers
AB075 Steering Wheels, Rudders & Systems
AB076 Stoves
AB077 Windvane, Self-Steering Gears
AB080 Toilets and Sanitation Equipment
AB085 Water Systems, Plumbing

DOCKSIDE & ANCHORING EQUIPMENT

AC005 Anchors, Chocks & Ground Tackle
AC010 Anchor Rollers
AC012 Boat Hooks
AC015 Buoys
AC020 Car Top Carriers
AC025 Covers For: Boat, Sails, Seats, Deck
AC030 De-Icing Equipment
AC035 Dinghy Davits
AC039 Docks
AC040 Dock Boxes
AC045 Dockside Equip: Carts, Pumpouts, Power Connects

AC050 Fenders, Bumpers
AC055 Line, Rope, Cordage
AC060 Oars & Paddles
AC065 Windlasses

ELECTRONICS & NAVIGATION INSTRUMENTS

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
AD050 Indicators: Battery, Engine, Fuel, Speedometers
AD055 Marine Stereos
AD060 Navigational Electronics: Satnav, Loran, GPS
AD065 Navigational Instruments: Sextants Piloting Aids
AD070 Night Vision Equipment
AD075 Panels & Gauges
AD080 Radars
AD085 Radiotelephones
AD087 Speakers
AD090 Telephones: Marine, Cellular, Long Distance Service
AD095 Wind & Weather Instruments

FISHING PRODUCTS

D0005 Bait
D0010 Baitwells
D0015 Fighting Chairs
D0020 Fish Finders
D0025 Fishing Equipment & Accessories
AG075 Knives: Hunting & Fishing
D0030 Line
D0035 Lures
D0040 Outriggers & Downriggers
D0045 Reels
D0050 Repairs/Service for Rods & Reels
D0054 Rod Holders
D0055 Rods

HARDWARE, ORIGINAL EQUIPMENT & PARTS

AE005 Antennas
AE007 Bimini Tops
AE010 Boarding Devices
AE015 Brackets & Instrument Housing
AE020 Cockpit Shelters
AE025 Doors/Windows
AE030 Fasteners
AE042 Navigation & Running Lights
AE044 Railings, Pulpits & Stanchions
AE045 Sailboat Rigging
AE050 Seats & Seat Hardware
AE055 Spars, Booms & Masts
AE060 Swim Platforms, Ladders
AE065 Towers & Tops
AE070 Trim Tabs
AE071 Tubing: Aluminum & Stainless
AE075 Winches
AE080 Windshields, Hatches & Portholes

MARINA EQUIPMENT

E0005 Boat Lifts
E0008 Cleats & Dock Hardware
E0010 Cradles
E0015 Davits
E0020 Dealership Supplies: Counters & Shelving
E0025 Dock/Pier Installations, Mooring Systems

E0027 Electric and Cable TV Wiring & Services
E0030 Environmental Control Systems
E0032 Fuel Handling Systems
E0035 Hoists & Forklifts
E0040 Power Pedestals
E0045 Pump-out Equipment & Facilities
E0050 Service Shop Equipment
E0055 Shrinkwrap & Vinyl Wrap
E0060 Storage Systems For Boats
E0063 Water Shore Ties & Plumbing
E0065 Yard Equipment: Boat Stands & Cradles

SAFETY PRODUCTS

AF005 Alarm, Security & Monitoring Systems
AF008 Detectors (CO, Gas & Smoke)
AF010 Distress Signals & EPIRBs
AF015 Fire Extinguishers & Systems
AF020 First Aid Supplies
AF025 Flare Guns
AF029 Hook & Lure Safeguards
AF030 Horns, Sirens & Whistles
AF035 Lettering & Numbers
AF040 Life Rafts
AF045 Personal Flotation Devices (PFDs)
AF050 Survival Equipment
AF055 Water Safety Devices

SOFT GOODS, GEAR & GIFTS

AG005 Art & Sculptures
AG010 Bedding: Sheets, Fitted Mattresses
AG015 Books, Music, CD-ROMs & Videotapes
AG020 Cameras & Underwater Camera Equipment
AG021 Carry-Bags, Backpacks & Luggage
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
AG080 Maps & Charts
AG085 Pet Products
AG090 Sunglasses, Protective Eyewear
AG095 Swimwear & Beach Accessories
AG100 Television & Video Systems

TRAILERS & TRAILERING EQUIPMENT

K0004 Boat Dollies
K0005 Boat Trailers
K0007 Hydraulic Trailers
K0008 Jacks & Winches
K0010 Personal Watercraft Trailers
K0020 Trailer Parts & Accessories

WATER SPORTS EQUIPMENT

AH002 Air Tanks, Compressors & Maintenance
AH005 Diving Equipment: Skin & Scuba Gear
AH010 Paddle Boards
AH015 Snorkels, Masks & Fins
AH017 Towables
AH018 Trampolines (Anchored)
AH019 Wakeboards
AH020 Water Skis & Accessories
AH025 Wetsuits, Drysuits & Gloves

BOATS

SAILBOATS

BB001	Auxiliary Powered Sailboats
BB005	Cruising Sailboats
BB010	Custom Sailboats
BB015	Daysailers
BB020	Dinghies (Sailing)
BB025	Motor Sailers
BB030	Multihulls (Sail)
BB032	One-Design Sailboats
BB035	Racing Sailboats
BB040	Sailboards

POWERBOATS

BA004	All-Purpose 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
BA037	Downeaster
BA038	Fish & Ski Boats
BA040	Flats Boats
BA045	Hi-Performance Boats
BA050	Houseboats
BA052	Hunting Boats
BA055	Inboard Cruisers
BA060	Inboard/Outboard Boats
BA065	Luxury Yachts
BA070	Motor Yachts
BA075	Outboard Boats
BA080	Pontoon Boats
BA085	Runabouts
BA090	Sportfishing Yachts
BA095	Trawlers
BA097	Wakeboard Boats
BA100	Waterski Boats

OTHER TYPES OF BOATS

BC005	Air Cushion Vehicles
BC010	Airboats
BC015	Canoes
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
BC055	Kayaks
BC060	Kit Boats
BC065	Pedal Boats
BC070	Personal Water Craft (PWCs)
BC074	Rigid Inflatable Boats (RIBs)
BC075	Rowing Shells
BC080	Wooden Boats

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
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 Equip.
CB065	Manifolds & Heat Exchangers
CB070	Oils & Lubricants
CB075	Outboard Parts
CB080	Propellers
CB085	Stabilizers
CB090	Starters & Alternators
CB095	Transmissions & Transmission Kits
CB100	Trim Plates

MARINE SERVICES

SERVICES FOR CONSUMERS

FA005	Appraisers & Surveyors
FA010	Banking & Finance
FA015	Boat Cleaning & Detailing
FA017	Boat, Canoe & Watercraft Rentals
FA020	Brokerage Yacht Sales
FA025	Charter Operators
FA027	Dealer
FA030	Dockominiums
FA035	Dockside Transportation, Water Taxis
FA040	Documentation Service
FA028	Fractional Yacht Ownership
FA045	Insurance
FA050	Interior Decorators
FA055	Marina Operators
FA060	Marine Supply Stores
FA065	Periodicals & Magazines
FA070	Pre-Owned Boat Listings
FA072	Retailer

FA073	Sail Repair
FA075	Shipyards & Repair Services
FA080	Software & Programming
FA088	Taxidermy
FA090	Towing/Boat Hauling
FA091	TV & Radio Shows (For fishing & boating)
FA098	Web-based Marine Business
FA100	Yacht Maintenance & Crew Services

SERVICES FOR THE MARINE INDUSTRY

FB005	Boat Show Producers
FB010	Boat Transport Services
FB013	Component Testing Services
FB015	Corporations (Event Sponsoring)
FB017	Distributor
FB020	Exporter
FB025	Fishing Tournament Organizers
FB028	Importer
FB029	Job Placement Services
FB030	Internet Services
FB035	Government Relations
FB040	Mailing Lists
FB041	Manufacturer Representation
FB045	Marketing, PR & Advertising Agencies
FB050	Sailing Regatta Organizers

SCHOOLS, CLUBS, ASSOCIATIONS

FC005	Boat Owner Associations
FC010	Certification & Testing
FC015	Diving Schools
FC020	Education
FC025	Fishing/Sport Clubs
FC030	Marine Industry Associations
FC035	One-Design Sailboat Associations
FC040	Sailing Schools
FC045	Schools & Instruction
FC050	Yacht Clubs

ENGINEERING & TECHNICAL SERVICES

FD005	Consultants
FD010	Legal Assistance
FD015	Naval Architects
FD020	Marina Design Consultants & Engineers
FD023	Standards & Certification Services
FD025	Yacht Design & Engineering

TRAVEL & RESORTS

H0003	Boating Resorts
H0010	Charter Boats, Power
H0015	Charter Boats, Sail
H0020	Fishing Charters
H0025	Fishing Lodges & Resorts
H0040	Outfitters, Raft & Canoe Guides
H0042	Parks & Park Services
H0047	Real Estate
H0053	Scuba & Snorkel Resorts
H0055	Tourism: Local, State, Country

QUESTIONS?

For any questions or concerns about this application or about the payment process please contact:

Marie-France MacKinnon, Executive Director
613.367.5002 | mmackinnon@mma.org

NMMA CANADA[®]

FOR OFFICE USE ONLY:

Check Number:

I.D. Code: