



## 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. Completion of NMMA Certification is required prior to receiving the discounted member rate at NMMA Boat Shows.

The Discover 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.

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

The Discover Boating and Core Funding Membership fees are funding tools which require all EMD members to participate by paying fees based on the horsepower of engines sold.

A business must manufacture primary marine propulsion engines that demonstrate compliance with EPA regulations.

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.

**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	\$1,230
\$2.5 million–\$5 million	\$1,640
\$5 million–\$10 million	\$1,860
\$10 million–\$15 million	\$3,130
\$15 million–\$20 million	\$4,380
\$20 million–\$30 million	\$6,250
\$30 million–\$40 million	\$10,010
\$40 million–\$50 million	\$15,010
\$50 million–\$65 million	\$18,770
\$65 million–\$100 million	\$26,280
\$100 million–\$150 million	\$38,810
\$150 million–\$200 million	\$50,090
\$200 million–\$250 million	\$62,600
\$250 million–\$300 million	\$75,100
\$300 million–\$400 million	\$93,890
\$400 million–\$500 million	\$125,180
\$500 million–\$750 million	\$156,490
\$750 million–\$1 billion	\$187,800
\$1 billion–\$1.5 billion	\$250,370
\$1.5 billion–\$3 billion	\$312,980
More than \$3 billion	\$375,560

**Exclusive IMPORTER Considerations:** A business entity serving as the exclusive importer for North America of boats, engines, marine components, or accessories may qualify for NMMA membership under the "Manufacturer" category, in the appropriate classification. To be eligible, the imported products must be:

- Manufactured outside of North America,
- NMMA Certified and/or produced by an NMMA Member, and
- Supported by documentation confirming an exclusive importer 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.

**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 Discover Boating program. Please check the appropriate category.

Sales Volume	Canadian Dollars (plus GST/HST)
Less than \$2.5 million	\$2,050
\$2.5 million–\$5 million	\$2,670
\$5 million–\$10 million	\$3,080
\$10 million–\$15 million	\$5,140
\$15 million–\$20 million	\$7,190
\$20 million–\$30 million	\$10,270
\$30 million–\$40 million	\$16,430
\$40 million–\$50 million	\$24,650
\$50 million–\$65 million	\$30,810
\$65 million–\$100 million	\$43,130
\$100 million–\$150 million	\$63,670
\$150 million–\$200 million	\$82,160
\$200 million–\$250 million	\$102,700
\$250 million–\$300 million	\$123,240
\$300 million–\$400 million	\$154,050
\$400 million–\$500 million	\$205,400
\$500 million–\$750 million	\$256,750
\$750 million–\$1 billion	\$308,100
\$1 billion–\$1.5 billion	\$410,800
\$1.5 billion–\$3 billion	\$513,500
More than \$3 billion	\$616,200

**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.)—\$1,020 annual fee (plus GST/HST)

**Dealer/Retailer:** Must be an authorized dealer/retailer of a new boat brand or engine manufactured by an NMMA member—\$1,020 annual fee (plus GST/HST)

**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—\$1,020 annual fee (plus GST/HST)

**Consulting/Finance:** A business entity that provides consulting services, banking solutions, commercial or consumer lending, floor planning, or financial planning services—\$6,160 annual fee (plus GST/HST)

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

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NMMA membership runs June 1 through May 31. New member dues are prorated by member type and join date and extend through May 31 of the current membership year. Please complete application and submit to [nmmaca@nmma.org](mailto:nmmaca@nmma.org).

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

**I intend to pay by credit card/ACH:** Upon membership application approval you will be directed to make a complete dues payment online through NMMA's secure billing service (AMEX not accepted).

## SECTION V: DEPARTMENT CONTACT INFORMATION

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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 their unique e-mail addresses.

NAME (PRESIDENT/CEO)	TITLE	E-MAIL
NAME (EXECUTIVE SALES)	TITLE	E-MAIL
NAME (EXECUTIVE MARKETING)	TITLE	E-MAIL
NAME (EXECUTIVE PUBLIC RELATIONS)	TITLE	E-MAIL
NAME (EXECUTIVE ACCOUNTING)	TITLE	E-MAIL
NAME (MARKET RESEARCH)	TITLE	E-MAIL
NAME (HUMAN RESOURCES)	TITLE	E-MAIL
NAME (WEB DEVELOPMENT)	TITLE	E-MAIL
NAME (CORP. SOCIAL RESPONSIBILITY CSR)	TITLE	E-MAIL
NAME (ADVOCACY)	TITLE	E-MAIL
NAME (DIGITAL CONTENT)	TITLE	E-MAIL
NAME (ELECTRIFICATION/NEXT GEN)	TITLE	E-MAIL
NAME (SOCIAL MEDIA)	TITLE	E-MAIL
CORPORATE COMMUNICATIONS	TITLE	E-MAIL
EXPORT/INTERNATIONAL	TITLE	E-MAIL
MISC	TITLE	E-MAIL

## SECTION VI: CONFIRMATION PROCESS—NMMA CANADA

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Please return application by email ([nmmaca@nmma.org](mailto:nmmaca@nmma.org)) or mail to: **NMMA Canada**

**Attn: Membership Team**

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 prorated 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
- Applicant 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 NNMA 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\_\_\_\_

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COMPANY

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BY

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TITLE

**Important Application Process Checklist:**

- Completed all sections?
- Provided website and EXACT directory and B2B guide description?
- 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. or Canada?
- 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, Rub Rails
- 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 Shrink Wrap & 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 Watercraft (PWC)
- 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 Distributer
- 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:

### Membership Team

613.912.3696 | [nmmaca@nmma.org](mailto:nmmaca@nmma.org)