

May 2008

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NMDA Annual Meeting

The NMDA Annual Meeting will be held on **Sunday, July 13, 2008**, at 5 pm in Conference Room 1 of the Las Vegas Hilton. We need a majority of our Regular and Charter members in attendance in order to conduct business. For those unable to attend, proxy ballots will be sent in the mail soon. Be sure to return the ballots if you can not attend.

Supplier of the Year Luncheon

Mark your calendars for the Supplier of the Year luncheon which will be held on **Monday, July 14** at 12 Noon. We appreciate your support for these important awards. This year, 96% of our distributor members nominated companies for the Supplier of the Year award and we anticipate 100% voting for the finalists.

Urge Congress to Vote Yes for S. 2766 and H.R. 5949

As an industry, we're about to make a BIG mistake. Too many are doing too little to help fix the EPA permitting issue for boaters. The recreational boating industry directly employs upwards of 250,000 people. There are 12 million registered boats in the U.S. Last year, nearly 60 million adult Americans went boating.

But despite these impressive figures, we can only document approximately 17,000 people-including industry members and boaters-that have emailed their Senators and Representatives to urge them to enact S. 2766 and H.R. 5949 (The Clean Boating Act of 2008) into law.

If this legislation doesn't pass, on October 1 of this year, EPA will put in place a permitting system for several common discharges from boats (engine cooling water, bilge water, grey water, deck runoff, water from bait wells and more). **Worst case scenario: Recreational boaters will be required to pay large permitting fees in every state in which they operate their boat.**

And if you think that's bad, a provision of the Clean Water Act **allows your neighbor to bring a citizen lawsuit against you for failing to follow best practices, and the fine for violating this permitting (in accordance with the Clean Water Act) is \$32,000 per day.**

Don't wait for someone else to contact your senators and representatives. Visit www.BoatBlue.org today; do it right now while you are online reading this! Click the "Take Action" button and send your elected officials a letter that has already been drafted for you. Then ask each of your employees to do it, too. It takes less than 10 minutes. Or, better yet, call your Senators' and Representatives' offices and tell them it's important to you, your employees and your customers that they support and enact S. 2766 and H.R. 5949.

Don't forget to register for S.T.E.P.!

To register for S.T.E.P., go to www.maats.net. Once you register for MAATS you are given the option to register for S.T.E.P. as well.

As of Friday, May 16th, 2008, the following companies have registered for S.T.E.P. at MAATS. If you think you have registered and are not on this list, please let us know, we will check with NMMA to make sure your registration has been processed. This information is also posted in the members only section of the [NMDA website](#).

Distributors

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|---|---|
| <ul style="list-style-type: none"> • CC Marine • Coast Distribution • Den-Mac Sales • Ellett Brothers • Fisheries Supply Co. • Fox Marine Supply • Kimpex Inc. • Lorenz & Jones | <ul style="list-style-type: none"> • MESCO • Medart Marine Supply • Morgan Recreational Supply • Northern Wholesale Supply • Paxton Co. • V & V Marine Products • Western Marine |
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Manufacturers

- | | |
|--|---|
| <ul style="list-style-type: none"> • 3M • A.S.A./Jensen • Anderson Marine • Attwood Corp. • Bennett Marine • Boat Buckle Brand Tie-Down Systems • Caviness • Clymer Repair Manuals • CRC/Marykate • Dock Edge +, Inc. • Dometic • Dutton-Lainson • Falcon • Faria • Garelick • Innovative Lighting • Kent Sporting Goods • KS Marine Products • Mallory Marine • Marincio Electrical Group | <ul style="list-style-type: none"> • Michigan Wheel • Navimo USA • Navionics, Inc. • Pettit Paint • Powerwinch • ProMariner • Raritan Engineering • Sea-Dog Line • Shelby Industries • Shurhold Industries • CE Smith • Standard Horizon • TACO Metals • Taylor Made Products • Teleflex Marine • T-H Marine Supplies • Thetford Corp. • Uflex USA • Unicord Companies • Wise Company |
|--|---|

Manufacturers Reps

- | | |
|--|---|
| <ul style="list-style-type: none"> • Bruce Brown & Associates • LF Burgess & Associates • Ferguson-Keller Associates • Inland Marketing Associate • Interwestern Sales • Merifield Company • Midwestern Sales Company | <ul style="list-style-type: none"> • Munzinger & Company • SM Osgood Company • Charles A. Perry and Co. • SGL Sales & Marketing • West Coast Sales • Western Marine Marketing |
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Reservations for the Las Vegas Hilton can be made through the MAATS website listed above or by calling Las Vegas Hilton Reservations at 800.635.7711. The rate is \$99/night and is available for both S.T.E.P. and MAATS.

If you have questions, either [Kathy](#) or [Nancy](#) can help you.

Distributor Participation Needed!

Distributors should watch their mailbox for their Annual Certifications. They will be mailed out within the next week or so. Please fill them out and return them when you receive them!

You will also be receiving a State of the Industry survey the first week of June.

2008 Wholesale Distribution Economic Reports from NAW

The NAW Institute for Distribution Excellence announces the release of the 2008 Wholesale Distribution Economic Reports.

These Reports supply a wealth of channel benchmarking data, including revenue and employment growth trends, the number and size distribution of companies, gross margins, wages, and many other operating statistics. Each report also includes economic analyses of one of the 19 major wholesale distribution sectors in the \$4.2 trillion wholesale distribution industry.

The 2008 Wholesale Distribution Economic Reports were written by Adam J. Fein, Ph.D., President of Pembroke Consulting, Inc., and only available from NAW. For more information about the reports or to order, go to www.naw.org/wder08.