



INTRODUCTION

The National Marine Manufacturers Association and the Miami International Boat Show Team are pleased to welcome you back to the 66th Miami International Boat Show.

This set of instructions has been designed to answer your questions and to provide you with important support information. Our new CD format is provided for your convenience when accessing the internet or downloading is not available. We hope you will find this useful and effective.

LOCATIONS

Miami Beach Convention Center 1901 Convention Center Drive Miami Beach, FL 33139	Sea Isle Marina and Yachting Center 1633 N. Bayshore Drive Miami, FL 33132	Strictly Sail Miami Miamarina at Bayside 400 Biscayne Blvd Miami, FL 33132
--	--	---

SHOW DATES & HOURS

Move-In:	Friday	February 9	8:00a.m. - 4:00p.m.
	Saturday	February 10	8:00a.m. - 4:00p.m.
	Sunday	February 11	closed/dark
	Monday	February 12	8:00a.m. - 4:00p.m.
	Tuesday	February 13	8:00a.m. - 4:00p.m.
	Wednesday	February 14	8:00a.m. - 4:00p.m.

NOTE: SPECIFIC MOVE-IN AND MOVE-OUT DATE AND TIME WILL BE ASSIGNED FOR BOATS. All advance warehouse freight will be delivered to exhibit booth by Monday, 2/12, unless pre-scheduled otherwise. Exhibitors with private vehicles and self-unloading may begin on Friday, 2/9 (no exhibitors will be allowed on Sun. 2/11).

Show:	Thursday	February 15	10:00a.m. - 6:00p.m.*
	Friday	February 16	10:00a.m. - 8:00p.m.*
	Saturday	February 17	10:00a.m. - 8:00p.m.*
	Sunday	February 18	10:00a.m. - 8:00p.m.*
	Monday	February 19	10:00a.m. - 6:00p.m.* "President's Day"

***Marina locations open at 10:00am and close at 6:00pm daily**

Move-Out:	Monday	February 19	6:00p.m. - 9:00p.m.
	Tuesday	February 20	8:00a.m. - 4:30p.m.
	Wednesday	February 21	8:00a.m. - 4:30p.m.
	Thursday	February 22	8:00a.m. - 4:30p.m.

Note: Exhibitors may work past 4:00p.m. daily, however overtime rates may apply.

SHOW OFFICES ON SITE: 786-276-2700 Fax: 786-276-2703 Sea Isle Marina: 305-374-3900

The Miami International Boat Show office will be in room C33 on the 3rd floor skywalk level of the Miami Beach Convention Center. A convenient show office trailer is also housed at the entrance to the Sea Isle Marina and Yachting Center show site. Please call or stop by with any questions or comments for us. We are here to assist you.

PRIOR TO THE SHOW: 954-441-3220 Fax: 954-430-4171 www.miamiboatshow.com

- Cathy Johnston – V.P. Southern Shows: 954-441-3231 cjohnston@nmma.org
- Joanne Zito – Sales Manager: 954-441-3229 jzito@nmma.org
- Melissa Hall, Sales Assistant 954-441-3234 mhall@nmma.org
- Debbie Harewood – Southern Regional Administration Manager: 954-441-3233 dharewood@nmma.org
- Melissa Gaffney - Operations Manager: 954-441-3230 mgaaffney@nmma.org

**Miami International Boat Show and Strictly Sail
Exhibitor Checklist 2007**

			Check When Completed
Boat Dolly Rental Order Form	Page 44	Nov. 22, 2006	_____
Exhibitor Boat Information Form	Page 42	Nov. 22, 2006	_____
Exhibitor Boat Information Form (In Water)	Page 45	Nov. 22, 2006	_____
Scaled Layout of Boat Exhibit	Page 43	Nov. 22, 2006	_____
Directory Advertising Forms	Page 54	Dec. 27, 2006	_____
Export Directory Listing	Page 41	Dec. 26, 2006	_____
Publicity Notice Form	Page 56	Jan. 02, 2006	_____
Tent Rental Order Form	Page 90	Jan. 02, 2006	_____
Certificate of Liability Insurance	Page 58	Jan. 05, 2006	_____
Exhibitor Appointed Contractor	Page 50	Jan. 05, 2007	_____
Exhibitor Credential Order Form	Page 35	Jan. 05, 2007	_____
Exhibitor Guest Tickets Order Form	Page 36	Jan. 05, 2007	_____
Meeting Room Request Order Form	Page 51	Jan. 05, 2007	_____
Preferred Customer Ticket Order Form	Page 37	Jan. 05, 2007	_____
Exhibitor Appointed Contractor	Page 107	Jan. 15, 2007	_____
Rigging Services Order Form	Page 49	Jan. 05, 2007	_____
Bulk Carpet Order Form	Page 96	Jan. 15, 2007	_____
Custom Carpet Rental Order Form	Page 99	Jan. 15, 2007	_____
Custom Rental Exhibit Order Form	Page 100	Jan. 15, 2007	_____
Drayage / Shipping Information Form	Page 47	Jan. 15, 2007	_____
Credit Card Payment Authorization	Page 46	Jan. 15, 2007	_____
Installation Blueprints to Contractors		Jan. 15, 2007	_____
International Freight & Customs	Page 62	Jan. 15, 2007	_____
Structural Permit Application	Page 24	Jan. 15, 2007	_____ <u>ii</u> _____

Custom Furniture Rental	Page 110	Jan. 25, 2007	_____
Telecommunications Order Form	Page 70	Jan. 25, 2007	_____
Internet Order Form	Page 72	Jan. 25, 2007	_____
Sign Hanging Order Form	Page 106	Feb. 1, 2007	_____
Electrical Services Order Form	Page 68	Feb. 1, 2007	_____
Furniture Order Form	Page 95	Feb. 1, 2007	_____
Outdoor Furniture and Carpet Order Form	Page 96	Feb 1, 2007	_____
Cell Phones & Handheld Radios	Page 85	Feb. 1, 2007	_____
Booth Cleaning	Page 89	Feb. 1, 2007	_____
Booth I.D. Sign Order Form	Page 94	Feb. 1, 2007	_____
Custom Sign Order Form	Page 103	Feb. 1, 2007	_____
Pegboard & Tackboard Order Form	Page 102	Feb. 1, 2007	_____
Labor Order Form	Page 105	Feb. 1, 2007	_____
Standard Carpet Order Form	Page 98	Feb. 1, 2007	_____
ABF Freight Systems	Page 61	A.S.A.P.	_____
Floral & Plants	Page 80	A.S.A.P.	_____
Housing Arrangements	Page 57	A.S.A.P.	_____
Photography	Page 81	A.S.A.P.	_____
Security Guards	Page 83	A.S.A.P.	_____
Sponsor a Park Bench	Page 40	A.S.A.P.	_____
Models and Sales Assistants	Page 82	A.S.A.P.	_____
Website Link	Page 39	A.S.A.P.	_____

Note: for pages 54 through 90 go to the Ancillary Services document or the complete exhibitors instructions kit.

NMMA Forms

Table of Contents

Welcome and Introduction

-	Welcome/Introductory Information	i
-	Exhibitor Check List	ii
-	Table of Contents	iv

General Information

-	Aisle Space	1
-	Business Center	1
-	Boat Cleaners	1
-	Conduct of Exhibitors	1
-	Courtesy Cars & Vans	1
-	Directory Advertising	1
-	Exhibitor Appointed Contractors	1
-	Exhibitor Service Center	1
-	First Aid	1
-	Florida Sales Tax Requirements	2
-	Food Service	2
-	Gratuities	2
-	Hotel & Travel Arrangements	2
-	Information Centers	2
-	Insurance	2
-	International Business Center	2
-	Labor Grievances	2
-	Lost Children/Relatives	2
-	Media Center	2
-	Meeting Rooms	3
-	Parking	3
-	Radios	3
-	Registration	3
-	Security	3
-	Shuttle Bus Service	3
-	Smoking	3
-	Telephone Service	3
-	Miami Beach Convention Center Notice to Exhibitors	4
-	Florida Taxation of Boat Show Exhibitors	5

Move-in/Move-Out Information

-	Move-in Schedule	10
-	Shipments	10
-	Empty Crate Storage	11
-	Forklift Service for Freight	11
-	Private Vehicles/Exhibitor Self Unloading	11
-	Convention Center Boat Exhibits	11
-	Oversize Load Restrictions	12
-	Staging Yard Procedures	12
-	Late Arrivals/Excessive Handling	12
-	Boat Handling Fees	12
-	Tent Notification for Boat Exhibits	13
-	Sea Isle Marina and Yachting Center Speed Zone Restrictions	13
-	General Move-Out Information for All Exhibitors	14
-	Move-Out for Boat Exhibitors	14
-	Limits of Liability and Responosibility – Material Handling	
	Services Rules and Regulations	15
-	Staging Yard Map and Directions	17

Exhibit/Display Information

-	Booth Equipment Provided	18
-	Cleaning	18
-	Electrical Service	18
-	Signs	19
-	Boat Dolly Rental	19
-	Boat Fuel Tanks	19
-	Tent Exhibits	20
-	Sea Isle Marina & Yachting Center Exhibits Pump Out Facilities	20
-	Sea Isle Marina & Yachting Center Exhibits Live Aboard Passes	20
-	Miami Beach Convention Center Fire and Safety Requirements	21
-	Miami Beach Convention Center Structural Permit Application	23
-	Miami Beach Convention Center Permit Application	24
-	Security Precautions	25
-	Insurance	26
-	Insurance Certificate Sample	27
-	Performance of Music at NMMA Boat Shows	28
-	Manatees and the Law	29
-	Warning Manatee Area Sign for In-Water Boats	31
-	Biscayne Bay area map	32
-	Exhibitor Credential & Ticket Information	33

NMMA Order Forms

-	Exhibitor Credential Order Form	35	
-	Exhibitor Guest Ticket Order Form	36	
-	Preferred Customer Tickets	37	
-	Link to Our Website	39	
-	Sponsor a Park Bench	40	
-	Export Listing	41	
-	Exhibitor Boat Information for Miami Beach Conv. Ctr. Exhibits	42	
-	Layout Scale	43	
-	Dolly Rental Order Form	44	
-	Exhibitor Boat Information for In-Water Exhibits	45	
-	Credit Card Payment Form	46	
-	Drayage/Shipping Information	47	
-	Rigging Services Order Form	49	
-	Exhibitor Appointed Contractors (EAC)	50	
-	Meeting Room Request	51	
-	Official Service Contractors	5	2

-

GENERAL INFORMATION

1

AISLE SPACE:

Aisle space may not be used for exhibit purposes or for general solicitation of business. Distribution of any literature or other exhibit materials is forbidden outside your contracted exhibit space. Please review the NMMA Allocation Procedures & Display Guidelines for further details. You are welcome to contact your sales representative or the operations manager for any questions or concerns that may arise.

BUSINESS CENTER:

Business center services are available on-site at the Miami Beach Convention Center. A list of services is provided in the Supplier Order Forms section, or call directly to 786-276-2696.

BOAT CLEANERS:

NMMA must be notified of any boat cleaning company hired to clean your boats. Please do so by completing the NMMA **Exhibitor Appointed Contractor form** located in the Supplier Order Forms section of this kit. All boat cleaning companies must abide by the show rules regarding early access to clean, appropriate credentials, security, and insurance requirements.

CONDUCT OF EXHIBITORS:

All exhibitors must be set and operational by Wednesday evening, February 14, 2007. All exhibits must be staffed during show hours everyday. Only companies that have contracted for exhibit space are permitted to demonstrate, solicit orders or distribute advertising at the show. Sales, signage, models, and distribution of literature must be confined to your exhibit space.

COURTESY CARS & VANS:

Courtesy car passes are available to companies who wish to provide private shuttle service to their guests. All vehicles must pick up and drop-off passengers at the designated area on the north side of Hall A of the Miami Beach Convention Center (20th Street and Washington Ave). For further details, contact Melissa Gaffney, Operations Manager, at 954-441-3230. Access to the courtesy car area is for exhibitors with courtesy car passes only.

DIRECTORY ADVERTISING:

Make sure your investment at the Miami International Boat Show really pays off. You can advertise in the official show directory produced by Soundings Publications, L.L.C. and be seen by everyone at the show and long after. Advertising information and order forms are located in the Supplier Order Forms section of this kit.

EXHIBITOR APPOINTED CONTRACTORS:

Any exhibitor using a contractor other than an “**official service contractor**” listed in the Supplier Order Forms section of this kit, must notify NMMA and BREDE/ALLIED Exposition Services no later than January 2, 2007. Complete and return the Exhibitor Appointed Contractor form located in the NMMA Order Forms section of this kit. Additionally, the required **Certificate of Insurance** from your appointed contractor must be forwarded to the show operations manager by mail or fax (954-430-4171). Please be sure to notify your exhibitor appointed contractors of all move-in / move-out and other assigned schedules your company must meet. Any delays caused by your “E.A.C.” will be billed to your company at a rate of \$350.00 an hour or \$525.00 an overtime hour.

EXHIBITOR SERVICE CENTER:

Most show contractors will have offices located in room C-127 located alongside the escalator in C lobby. Inquiries regarding freight, carpet, signs, labor, general decorating, electric, telephone, cleaning, floral, audio/visual and tents should be directed to this area.

FIRST AID:

The **First Aid Center** is located in **C lobby**. For the safety of all exhibitors and attendees, a nurse is on duty during all show hours. All injuries should be directed to the First Aid room.

1

FLORIDA SALES TAX REQUIREMENTS:

Exhibitors must register with the **Florida Department of Revenue** prior to bringing product into Florida for sale at the show. The Department of Revenue will be checking for compliance with the Florida Law, so we urge your cooperation. Additional information may be found at the end of this section.

FOOD SERVICE:

The official food vendor at the Miami Beach convention Center will be selected in the fall of 2006 by the City of Miami Beach. All food and beverage utilized during the show must be ordered through the Center's exclusive caterer. Look for menus and order forms sent directly to you from the selected caterer by January 1, 2007. Please call the Center's main number at 305-673-7311 for additional information.

GRATUITIES:

Tipping is expressly prohibited. This includes such practices as giving money, merchandise, or other special consideration for services rendered. Do not give coffee breaks other than the established mid-morning and mid-afternoon union paid break times. Any attempt to solicit a gratuity by any employee for any services should be reported immediately to the NMMA Show Management office and/or to BREDE/ALLIED Exposition Services located in room C-127.

HOTEL & TRAVEL ARRANGEMENTS:

Ambassadors will take care of all of your travel needs with one convenient phone call: hotel reservations, airline reservations and rental cars. Eliminate the hassle of last-minute travel arrangements and haggling for rates. Call **Ambassadors** today at 1-888-998-2784, by fax at 404-584-0685, or by e-mail miamiboatshow@ambassadors.com. Call **404-584-7458 for international sales**. Information forms are located in the Supplier Order Forms section of this kit.

INFORMATION CENTERS:

Information Centers will be located in the **A/B lobby recess level and the C lobby** locations. Messages can be dropped off, phoned in or faxed and will be delivered directly to your exhibit.

Phone: 786-276-2628 / Fax: 786-276-2703

INSURANCE:

All exhibitors are required to adhere to the **Insurance & Indemnification** guidelines as stated on your contract for exhibit space. Coverage must be in effect during the entire show period including installation and dismantle. **Acordia/Northwest** offers insurance to those exhibitors who are not otherwise covered under their own policies. An Acordia insurance application is located in the Supplier Order Forms section of this kit. We suggest your insurance coverage extends from the departure point of all your booth materials through the **entire period** that your booth materials arrive at their next destination. Please be sure to review the rules and regulations for the NMMA Limits of Liability and Responsibility on page 16. Certificates should be submitted via fax to **954-430-4171** as shown on the sample certificate on page 28.

INTERNATIONAL BUSINESS CENTER:

The International Business Center will be located in room A107 from opening day, Thursday, February 15th through Saturday, February 17th. This center is an ideal place for exhibitors to meet international buyers seeking to expand their distribution lines.

LABOR GRIEVANCES:

Craftsman at all levels must be instructed to refrain from expressing any grievances or directly challenging the practices of any exhibitor. All questions originated by labor are to be expressed only to BREDE/ALLIED Exposition Services. Exhibitors are asked to refrain from voicing labor complaints directly to craft personnel. Any questions regarding contract labor should be directed to Miami Boat Show Management or BREDE/ALLIED Exposition Services.

LOST CHILDREN / RELATIVES:

All lost children should be brought to the **Miami Boat Show office** immediately. The show office is located on the 3rd floor of the convention center **in room C33**.

MEDIA CENTER:

The show's **public relations firm, Thorp & Co.** will have on-site offices located in rooms A110 & A111. Please feel free to stop by or phone anytime after Monday, February 12th. The phone number during the show is 786-276-2702 or fax number 786-276-2705. If you would like to reach Thorp & Co. anytime prior to the show, their permanent office number is 305-446-2700 and their fax number is 305-446-5050.

MEETING ROOMS:

Meeting rooms are available to exhibitors on a first come first serve basis. Simply complete the enclosed **Meeting Room Order Form** located in the Order Forms section of this kit.

PARKING:

Look for the new South Beach Local for transportation from South Beach parking locations to the Miami Beach Convention Center for \$.25 cents. A City map of parking areas can be found on our web site at www.miamiboatshow.com. Valet service will be available at all show sites on a first come first served basis. Miami Beach High School on Dade Blvd. will have limited space available on a first come first served basis.

Small trucks with no in/out (remain in place through show) may be accommodated at the MB High School where there are a limited number of spaces. Contact Mike Perry at 305-534-8074 for additional information.

For campers and oversize vehicles parking is available in Miami at NW 3rd Ave. and NW 3rd Street. Contact Alberto Ventura with the City of Miami at 305-373-6789 Ext. 223 to make arrangements in advance.

A limited number of spaces are available in Miami for semi-trailers. Contact Ricardo at 305-213-4752.

RADIOS:

Radios and cell phones can be rented from **FLORIDA RADIO RENTAL, Inc.** Please refer to the order form in the Supplier Order Forms section of this kit. Please note: if you are planning to bring your own radios to the show, please register your frequencies with Florida Radio to avoid any duplication that would interfere with your reception on-site. This will ensure everyone a clear operating frequency. Please be sure that your radio(s) are appropriately licensed with the FCC to avoid penalties and fines.

REGISTRATION:

The registration area is located in room A108/109 just off of A lobby. The on-site telephone number for the registration department beginning Monday, February 12, 2007 is 786-276-2710 or fax to 786-276-2709.

- Companies with a balance due will not be issued passes until their balance is satisfied.

SECURITY:

NMMA provides basic security for the duration of the show, including move-in and move-out. Neither NMMA nor any show contractors will be responsible for any loss or damage. All exhibitors are required to have insurance for any loss or damage that may occur before, during, or after the show. For your protection, please review the Security Precautions located in the Supplier Order Forms section of this kit.

SHUTTLE BUS SERVICE:

Free, continuous shuttle bus service is available between the MIAMI INTERNATIONAL BOAT SHOW AND STRICTLY SAIL Show locations and Park and Ride location to be determined. This service is available on all show days and will run one hour before each show location opens to one hour after each location closes. This includes the Sea Isle Marina and Yachting Center and Miamarina at Bayside Marketplace. A shuttle map can be found on our web site www.miamiboatshow.com.

SMOKING:

No smoking is allowed in the Miami Beach Convention Center facility at any time as required by the State of Florida "CLEAN INDOOR AIR ACT".

TELEPHONE SERVICE:

Telephone and internet services are provided by the Miami Beach Convention Center / SMG. Cell phone and hand held radio services are provided by Florida Radio Rental, Inc. For Sea Isle Marina and Yachting Center telephone services not provided by the Ship's Store, contact BELLSOUTH (order forms and contact information for each of these services are located in the Supplier Order Forms section).



NOTICE TO EXHIBITORS

There are **exclusive agreements** related to your use of the Miami Beach Convention Center:

Service Providers:

Miami Beach Convention Center Exclusive Caterer to be named for all food and beverage services.

Contact information will be provided when notice of selected vendor is sent to all exhibitors.

Miami Beach Convention Center/SMG - for all telephone and fax installations and data lines.

Contact: Yandi Lodos (305) 673-5189

Labor Unions:

We are party to a union agreement with the International Alliance of Theatrical Stage Employees and Motion Picture Machine Operators (IATSE). All work of an audio visual nature must be done by union labor in accordance with this agreement. This agreement grants the **exclusive right to the following work which includes move-in, performance, and move-out:**

- ◆ **cable installations for local cable television and satellite hook ups**
- ◆ **audio and video recording**
- ◆ **audio visual projection and screen masking**
- ◆ **rigging of theatrical apparatus from the ceiling grid**
- ◆ **entertainment events - staging, sound, and lighting operations**

All contractors providing audio/visual production services may provide supervision only.

For questions regarding IATSE labor requirements, minimum labor call and rates contact:

Miami Beach Convention Center

Dick Helfritz, Technical Coordinator

(786) 276-2627

The Miami Beach Convention Center can provide a full range of audio/visual services, sound reinforcement, slide and video projection, video production, computer/projection interfacing, etc., through the house A/V contractor:

Rent-A-PC

Contact : Diana Ewing

(954) 316-4489

FLORIDA TAXATION of BOAT SHOW EXHIBITORS
SALES and USE TAX

GENERAL RULES:

A six percent Florida sales tax is imposed on every "retail sale" of tangible personal property within the state of Florida. Some counties and/or cities impose additional discretionary surtaxes: 6.5%, 7%, etc. Please be sure to be familiar with all tax regulations as they apply to your business:

"An ever-broadening and oppressive state tax environment is posing greater compliance challenges to out-of-state, engine and accessory manufacturers. NMMA wants to ensure that our members are aware of the need to carefully review current and future business practices in order to avoid incurring unnecessary tax liability under state tax nexus criteria. Courts have broadly upheld the imposition on out-of-state manufacturers even for minimal in-state activity".

*Monita W. Fontaine, Esq.
 Vice President, NMMA Government*

Relations

"Retail sales" include sales that take place in Florida and "mail order sales" by companies who are required to register as dealers under Florida's sales tax law.

A "dealer" is any person who, among other activities, does the following:

- 1) sells tangible personal property;
- 2) solicits sales of tangible personal property;
- 3) leases tangible personal property;
- 4) sells, provides, or performs a taxable service; or
- 5) imports tangible personal property for use, consumption, distribution, or storage.

Sales tax is not imposed on "sales for resale," that is, sales to persons or companies who themselves are registered as Florida sales tax dealers and purchase the item for resale. A dealer who makes a "sale for resale" to another dealer must obtain and keep on file a Florida resale certificate from the purchaser to document the exempt status of the sale.

If a company makes sales in Florida, including sales at a boat show, it must register as a dealer with the Florida Department of Revenue (DOR) and must collect sales tax on its sales or obtain and keep on file Florida resale certificates.

As long as it is required to be registered as a dealer with the DOR, a company must collect sales tax on Florida sales and must submit monthly sales tax returns and remittances to DOR.

If an article of tangible personal property is brought into Florida and is subject to use tax, the DOR will allow credit for sales or use taxes paid to another state, U.S. territory or the District of Columbia. Credit cannot be given for taxes paid to another country.

Purchasers who cannot show that Florida's or another state's sales tax has been paid (at a rate equal to or greater than Florida's rate) upon the purchase of tangible personal property must pay use tax on the cost of the item.

EXAMPLES

Please Note: The Following examples are bases upon the premise that an out-of-state exhibitor's only presence in Florida is attendance at no more than a few

Florida boat shows. Any additional presence or activities conducted by out-of-state exhibitor within Florida may result in different answers to some of the examples.

Sales at Boat Show for Immediate Delivery

Example 1: Exhibitor Who Makes Only Retail Sales at Boat Show

An out-of-state exhibitor attends a Florida boat show. Boats or accessories are sold or delivered at the show only to retail customers. This exhibitor must register with the DOR as a dealer, collect the sales tax on all retail sales made at the show, and file monthly sales tax returns.

Example 2: Exhibitor Who Makes Only Wholesale Sales at Boat Show

An out-of-state exhibitor attends a Florida boat show. Boat or accessories are sold or delivered at the show only at wholesale to persons who are registered as sales tax dealers.

If the exhibitor has signed an Exhibitor's Agreement, which prohibits it from making retail sales but allows it to make wholesale sales, the exhibitor is not required to register with the DOR as a dealer, or collect tax on the sales, because only sales for resale are made. If the exhibitor has not signed an Exhibitor's Agreement, the exhibitor must register with the DOR as a dealer. In either case, the exhibitor must obtain and keep on file Florida resale certificates from the purchaser to document the exempt status of the sales.

Example 3: Exhibitor Who Makes Both Retail and Wholesale Sales at Boat Show

An out-of-state exhibitor attends a Florida boat show. Boats or accessories are sold or delivered at the show both on a retail and wholesale basis.

This exhibitor must register with the DOR as a dealer, collect the sales tax on all retail sales made at the show, and file monthly sales tax returns remitting the tax on such sales. Florida resale certificates must be obtained and kept on file from all wholesale purchasers, to document the exempt status of those sales.

Sales at Boat Show for Future Delivery Outside Florida

Example 4: Exhibitor Who Takes Order at Show for Future Delivery Outside Florida

An out-of-state exhibitor attends a Florida boat show. Orders are taken for boats or accessories at the show for future delivery to an address outside of Florida. These orders are subject to acceptance or rejection at the exhibitor's home office following an appropriate credit check, etc.

The exhibitor is not required to collect the sales tax on these transactions, whether or not the exhibitor is registered as a Florida dealer.

Sales at Boat Show for Future Delivery In Florida

Example 5: Exhibitor Who Takes Orders at Show for Future Delivery in Florida, but Does Not Receive Full Payment at the Show.

An out-of-state exhibitor attends a Florida boat show. Orders are taken for boats and accessories at the show for future delivery to a Florida address.

Case A: The Purchaser makes a deposit or partial payment at the boat show. The balance of the purchase is paid to the exhibitor after the exhibitor returns to the home office, for example, by wire transfer or by check mailed to that office.

The exhibitor is not required to collect the sales tax. This transaction is completed outside Florida and is not treated as a Florida sale. The purchaser is required to pay a use tax upon receipt of the boat or accessories.

Case B: The purchaser pays for the goods by credit card. The credit card transaction is processed for authorization at the exhibitor's home office after the conclusion of the show.

The exhibitor is not required to collect the sales tax. This transaction is completed outside Florida and is not treated as a Florida sale. The purchaser is required to pay a use tax upon receipt of the boat or accessories.

Example 6: Exhibitor Who Takes Orders for Future Delivery in Florida But Does Receive Full Payment at the Show

An out-of-state exhibitor attends a Florida boat show. Orders are taken for boats or accessories at the show for future delivery to a Florida address. The purchaser completes payment for the goods in Florida, either by cash, a check for the full purchase price, or a credit card for which authorization is obtained during the show.

This exhibitor is not required to collect the sales tax on these transactions, even if the exhibitor is registered as a dealer. The purchaser is required to pay a use tax upon receipt of the boat or accessories.

Sales After the Show to Florida Residents

Example 7: Exhibitor Receives Post-Show Telephone or Mail Orders from Florida

An out-of-state exhibitor attends a Florida boat show. After the exhibitor returns home, orders are received by telephone and mail for boats or accessories to be shipped to Florida.

This exhibitor is not required to collect the sales tax on these transactions,

even if the exhibitor registered as a dealer. The purchaser is required to pay a use tax upon receipt of the boats or accessories.

Example 8: A Florida Resident Visits the Manufacturer's Plant After a Show and Places an Order for Delivery Into Florida

An out-of-state exhibitor attends a Florida boat show. After the exhibitor returns home, a Florida resident visits the plant and places an order for delivery into Florida.

The exhibitor is not required to collect the sales tax on this transaction, even if the exhibitor has been required to register as a Florida dealer because of the boat show activities. The seller must document that the purchaser was physically present at the plant when the sale was made to avoid any question about the tax status of the transaction. The purchaser is required to pay a use tax upon receipt of the boat or accessories.

Related Issues

In addition to liability for Florida sales tax, exhibiting at a Florida boat show may trigger liability for one or more of the following:

- payment of Florida corporate income tax
- payment of Florida intangible property tax
- qualification as a foreign corporation with the Florida Secretary of State

The following is a general summary of these requirements:

Florida Corporate Income Tax (Chapter 220, Florida Statutes)

An out-of-state corporation whose only activities in Florida during its taxable year consists of attending boat shows and soliciting orders *that are approved or rejected outside Florida* (e.g., are approved at the exhibitor's home office after a credit check) and are filled by shipment or delivery from outside Florida is not subject to the Florida corporate income tax.

If an out-of-state corporation sells and delivers boats or boating accessories at a Florida boat show, or *solicits and approves orders* at a Florida boat show for future delivery into Florida, may be subject to the Florida corporate income tax.

Except in limited circumstances, an S-Corporation is not subject to the Florida corporate income tax, regardless of the extent of its activities in the state.

Florida Intangible Property Tax (Chapter 199, Florida Statutes)

A person who transacts business in Florida and on January 1 has receivables derived from business in the state, is liable for Florida intangible tax on the value of those receivables. An out-of-state person whose boat show activities are considered to be business regularly conducted with customers in Florida will be subject to this intangible tax. The tax return is due by June 30th.

Qualification With Secretary of State as Foreign Corporation
(Section 607.1501, Florida Statutes)

An out-of-state corporation whose only activities in Florida consist of soliciting boat show orders *that are approved or rejected outside Florida before they become contracts* (e.g., are approved at the exhibitor's home office after a credit check) is not required to register with the Florida Department of State as a foreign corporation.

If an out-of-state corporation sells and delivers boats or boating accessories at a Florida boat show, or *solicits and approves orders* at a Florida boat show for future delivery, then it may be required to register as a foreign corporation.

HOW TO CONTACT THE DEPARTMENT OF REVENUE

The DOR will provide more detailed information on tax matters upon request. For forms and general information, call Monday - Friday, 8 a.m. to 5 p.m. ET, at 1-800-352-3671.

For specific questions regarding boats, contact the Boat Enforcement Unit, 5050 W. Tennessee Street, Building H-1, Tallahassee, Florida 32399-0100; (850) 488-3821.

To obtain detailed written responses to your questions, write the DOR at Technical Assistance and Dispute Resolution, P.O. Box 7443, Tallahassee, Florida 32314-7443.

The Miami service center to contact for additional information or forms is Suite 119, 8175 N.W. 12th Street, (305) 470-5001.

Move-In/Move-Out Information

Schedule:

Miami Beach Convention Center:	Friday	February 9	8:00a.m. - 4:00p.m.
	Saturday	February 10	8:00a.m. - 4:00p.m.
	Sunday	February 11	closed- no work allowed
Sea Isle Marina Begins/ Miami Beach CC continues:	Monday	February 12	8:00a.m. – 4:00p.m.
	Tuesday	February 13	8:00a.m. – 4:00p.m.
	Wednesday	February 14	8:00a.m. – 4:00p.m.

Note: Specific move-in and move-out date and time will be assigned for boats at the Miami Beach Convention Center. Boats in-water at the Sea Isle Marina will not have a specific time, and may move-in anytime Monday through Wednesday.

Move-in and Move-out begins at 8:00a.m. and ends at 4:00p.m. daily. All other times are considered “overtime” and charged accordingly.

No work is allowed on Sunday, February 11, 2007. The hall will be closed.

Shipments:

For shipping instructions, addresses, and terms and conditions, please refer to the Drayage/Shipping Information form in the NMMA Order Forms section of these instructions. Also, refer to the complete NMMA Limits of Liability and Responsibility – Material Handling Services Rules and Regulations at the end of this section. **All Exhibitors must complete and return the Drayage/Shipping Information form.**

We suggest that you PRE-SHIP exhibit material to the NMMA warehouse. Please be sure your shipping labels are clearly addressed to avoid any confusion.

All shipments must be pre-paid. No collect shipments will be received.

For **International Shipping Service**, please refer to the Kuehne & Nagel, Inc. Service Order Forms located in the Supplier Order Forms section of these instructions.

Deliveries will be accepted at the Miami Beach Convention Center and the Sea Isle Marina and Yachting Center **ON or AFTER Monday, February 12, 2007. Freight deliveries prior to Monday must be approved and coordinated by the NMMA Freight Department.**

Advance shipments will be accepted by NMMA at our warehouse **up to 30 days in advance of the show.** Storage and delivery to the show is at no additional cost to the exhibitor. **Shipments will be delivered to your space by Monday, February 12, 2007.**

Move-In/Move-Out Information continued...

Empty Crate Storage:

Crates and empty containers must be prepared for removal as soon as possible after unpacking. This includes affixing EMPTY stickers and positioning crates/containers on the front edge of your exhibit space. EMPTY labels will be available at the NMMA Freight Desk located in the Exhibitor Service Center, Room C127. Do not block the aisles by pushing empty crates into the aisle around your booth. Do not store un-displayed products in empty containers. NMMA will not be liable for damage or loss of crates and/or stored contents. Empty crates are removed, stored, and returned at no charge.

Forklift Service:

If you require forklift service, you must complete and return the **Rigging Services Order Form** in the NMMA Order Forms section of these instructions. If you are shipping any large crates or exhibit material over 2,000 pounds, please contact the freight department at 954-441-3241.

Forklift service is not available for booths in the Center's meeting and lobby areas: booth #'s 1600 through 1900, and the second and third floors.

Material being delivered to the second and third floors are restricted by the following elevator dimensions: East Mezzanine 4'x 4'x 8' and West Mezzanine 4'x 4'x 6'.

Private Vehicles/Exhibitor Self Unloading:

All exhibitors driving a private or company vehicle into the show grounds through Gates 1 -5, or parking along Meridian Ave. adjacent to the Pavilion Tent to unload are required to obtain an access pass from the staging yard. Exhibitors who do not require unloading assistance should communicate this clearly to the staging yard manager to avoid unnecessary delays. Once unloaded, you must remove your vehicle immediately, park in a legal space outside the show grounds and then return to set your display.

Make it easier for yourself – Come Early! Waiting until the last day to move-in with everybody else causes local area congestion and long wait times in staging. Move-in access is available on Friday, 2/9-Saturday, 2/10 and Monday, 2/12-Wednesday, 2/14/06. If you have carpet, sign or electrical ordered, please be sure to coordinate your arrival time with your contractors.

Convention Center BOAT Exhibits:

Your move-in date and time will be scheduled once we receive your **Boat Information Form and the Scaled Layout** of your exhibit. These forms are in the NMMA Order Forms section of this kit, and **must be returned to our offices by November 22, 2006.**

If your dealer is responsible for completing this information, please forward these forms to them.

Prior to your scheduled move-in date and time carpet and signs must be installed by Brede/Allied Exposition Services, and your cradles and dollies must be available in your exhibit space.

Convention Center BOAT Exhibits continued:

Oversize Load Restrictions:

Oversize loads require a permit from both the State of Florida and Dade County. Weekend restrictions have been waived during the move-in and move-out dates. An oversize load is any of the following: over eight feet wide, fourteen feet high, or longer than twenty five feet overall. Please be sure to review other restriction requirements that may apply to your type of vehicle or load.

Staging Yard Procedures:

1. Arrive at the staging yard at least forty-five minutes to one hour prior to your scheduled move-in time.
2. Indicate if you are carrying carpet, cradles, or other set-up equipment. These items must be in your space prior to your move-in time.
3. Once checked in, the staging yard manager will direct vehicles to the show grounds when the exhibit space/floor manager is ready for unloading. Security guards will deny access to the show grounds without proper authorization passes which can only be obtained from the staging yard.
4. Once unloaded, vehicles must be removed from the show grounds immediately.

The Staging Yard is located on 17th Street, between Washington Avenue and Convention Center Drive. It is on Drexel Avenue, adjacent to and directly east of the 17th Street parking garage (entering from Washington Court). Refer to the map in this section of the kit for additional directions.

Late Arrivals/Excessive Handling:

Late arrivals will be unloaded after those checking in on schedule have been unloaded, with the late exhibitor liable for all handling charges incurred.

Boat Handling Fees:

Boat handling is free of charge provided that you follow these guidelines:

1. Exhibitor has completed and returned the Boat Information Form and Scaled Layout of your exhibit by November 22, 2006.
2. Carpet and signs are installed prior to your boat move-in time.
3. Exhibitor has checked in all delivery vehicles and trailers into the staging yard at least 45 minutes before scheduled move-in time.
4. Driver is available to drive his vehicle into the Show grounds when ready to be unloaded.
5. Each boat 26' and under or 7,200 pounds must be delivered and displayed on wheels (boat trailers, dollies, or cradles). If cradles are to be used, they must be assembled prior to your scheduled move-in time.

Boat Handling fees of \$350.00 an hour or \$525.00 an overtime hour (after 4:00 p.m.) will be charged for any delay caused by not following the guidelines above. Please be sure to advise your exhibitor appointed contractor, staff, transporter, and set up companies of the schedule requirements above.

Move-In and Move-Out Information continued...**Tent Notification:**

Exhibitors displaying boats under tents must display boats on low wheel dollies and plan for NO forklift equipment use under tent areas.

Sea Isle Marina and Yachting Center Speed Zone Restrictions:

Each boat displaying in-water must have an 8 ½ " x 11" place card in a prominent location and visible to the operator that reads, **WARNING – MANATEE AREA** (one copy is included in the exhibit/display information tab section of this kit).

Additionally, each exhibitor must abide by the rules governing the waterways. You will find a copy of the speed zones on the back of the Manatee Warning form.

Please note: for detailed instructions for the “Strictly Sail Miami” Boat Show, call 401-841-0900 or go to www.info@strictlysail.com for more information.

General Move-Out Information for All Exhibitors

All exhibits must remain staffed and intact until the official show closing at 6:00p.m.on Monday, February 19. Once the show is clear of attendees (approximately 7:00p.m.), aisle carpeting will be removed from the main floor (taking approximately 1 to 2 hours) and the exhibit floor prepared for the return of empty crates. Empty Crate Returns will continue through the night to return all empty crates to all exhibitors including, Pavilion and outdoor exhibits. If you have empties stored, departure plans should not be arranged for Monday night – Feb. 19th.

All exhibitors must complete, sign, and return a bill of lading to the Freight Desk in the Exhibitor Service Center, Room C127.

In order for the NMMA to release your freight to your carrier for outbound shipping whether you are using a personal vehicle, company truck, air freight service company, common carrier, or van line service we must have a completed bill of lading.

Prior to checking into the staging yard, all drivers picking up outbound shipments should check with the Freight Desk first to confirm that a completed NMMA bill of lading is on file.

For your convenience, **ABF Freight Systems** will have a representative in the Exhibitor Service Center to assist you in coordinating your outbound shipments. Freight forms and information are in the Supplier Order Forms section of this kit.

Exhibitors who can hand carry items to vehicles parked outside of the show grounds may do so on Monday night Feb. 19th after show closing at 6:00 p.m.

If you require vehicle access inside the show grounds including Meridian Ave. adjacent to the Pavilion Tent, you must first check in at the staging yard. We suggest you have your entire booth packed prior to checking in at the staging yard. Vehicles are not permitted in the show grounds until they are ready to load up and go.

Move-out for Boat Exhibitors

Boat handling equipment will not be available on the closing night of the show. Move-out will be scheduled between Tuesday, February 20th and Thursday, February 22nd. A notice regarding your targeted move-out date and time will be delivered to your exhibit space during the move-in. If boats are to be removed on single trailers, the exhibitor will be responsible for having enough trailers for the entire group of boats to be loaded at one time otherwise, you will be billed for delays at the rate of \$350.00 an hour and \$525.00 an overtime hour. Outdoor boat exhibitors that can hook and go without the use of a forklift or boat handling equipment may do so on Monday, February 19th after 6:00 p.m., and should advise the staging yard staff for ease of access to your display.

LIMITS OF LIABILITY AND RESPONSIBILITY – MATERIAL HANDLING SERVICES RULES AND REGULATIONS

PLEASE READ CAREFULLY

1. NMMA and its subcontractors shall not be responsible for damage to uncrated an/or unskidded materials, materials improperly packed, glass breakage or concealed damage.
2. NMMA and its subcontractors, are not, and cannot be, responsible for loss or disappearances of Exhibitor's materials after same have been delivered to Exhibitor's booth.

Inbound Shipments – There may be a lapse of time between the delivery of shipment(s) to the booth and the arrival of the representative at the booth and during such time the shipment(s) will be left unattended in the booth. Neither NMMA nor its subcontractors shall be responsible for any loss or damage, which may occur during such period.

3. NMMA and its subcontractors cannot be responsible for disappearance of Exhibitor's materials before the materials are picked up from the Exhibitor's booth for loading out after the show. All bills-of-lading covering outgoing shipments, which are given to NMMA by Exhibitors, will be checked at the time of pick-up from the booths and corrections made where discrepancies exist.

Outgoing Shipments – It is possible that there will be a lapse of time between the completion of packing and the actual pick-up of materials from the booths for loading onto a carrier, and during such time the shipment(s) will be left unattended in the booth. NMMA or its subcontractors, will adjust the quantities of items on any bill-of-lading submitted to conform to the actual count of such items in the booth at time of pick-up.

4. NMMA and its subcontractors, shall not be responsible for ordinary wear and tear in handling of equipment, nor for loss, delay or damage due to fire, theft, windstorm, water, vandalism, acts of god, mysterious disappearance, strikes, lockouts or work stoppage of any kind, or other causes beyond its control.
5. It is understood that NMMA and its subcontractors, are not insurers, that insurance, if any, shall be obtained by the Exhibitor and that any amounts payable to NMMA hereunder are based on the value of the material handling services and the scope of the liability as herein set forth and are unrelated to the value of the Exhibitor's property being handled. Since it is impractical and extremely difficult to fix the value of each shipment handled by NMMA or its subcontractors, it is understood that NMMA and its subcontractors do not provide for full liability should loss or damage occur. It is agreed that if NMMA or its subcontractors should be found liable for loss or damage due to a failure to properly handle Exhibitor's equipment, the liability shall be limited to the specific article which was physically lost or damaged and such liability shall be limited to a sum equal to \$.50 per pound, per article with a maximum liability of \$50.00 per item, or \$1,000.00 per shipment, whichever is less, as agreed upon damages and not as a penalty, as the exclusive remedy. The liability of NMMA and its subcontractors shall be limited to that derived from any loss or damage which results solely from the gross negligence of NMMA or its subcontractors in the actual physical handling of the items comprising Exhibitor's shipment(s) and not for any other type of loss or damage. Any claim for loss or damage must be submitted to NMMA prior to the close of the show.
6. NMMA and its subcontractors, shall not be liable to any extent whatsoever for any actual, potential or assumed loss of profits or revenues or for any collateral costs, which may result from any loss or damage to an Exhibitor's materials which may make it impossible or impractical to exhibit same.
7. The Exhibitor agrees, in connection with the receipts, handling, temporary storage and reloading of our materials that NMMA and its subcontractors, will provide their services as our agent, and not as bailee or shipper. If any employee of NMMA or its subcontractors, shall sign a delivery receipt, bill-of-lading or

other document we agree that NMMA or its subcontractors, will do so as the Exhibitor's agent and the Exhibitor accepts the responsibility therefore.

8. In order to expedite removal of materials from the show site, NMMA shall have the authority to change designated carriers, if such carriers do not pick up on time. Where the Exhibitor makes no disposition, materials will be taken to a warehouse to await Exhibitor's shipping instructions and the exhibitor agrees to be responsible to pay for charges relating to such handling at the warehouse. No liability will be assumed as a result of such re-routing or handling.
9. A. Once exhibits or materials are placed in the booth, NMMA will not be responsible for condition, count, or content until such time as exhibits or materials are picked up for removal after the close of the Show. Therefore, all materials should be properly insured against fire, theft, and all hazards while in transit, and to and from your booth and for the duration of the Show.

B. Property Insurance: BE SURE YOUR MATERIALS ARE INSURED from the time they leave your firm until they are returned to the show. We suggest that Exhibitors arrange "all risk" coverage. This can be done by "riders" to existing policies. Contact your insurance representative. BE SURE YOUR LIABILITY INSURANCE IS IN EFFECT AT THE SHOWSITE. Be sure to review other insurance requirements per the contract for space.

As of 7/28/2003

Driving To and From Staging Yard

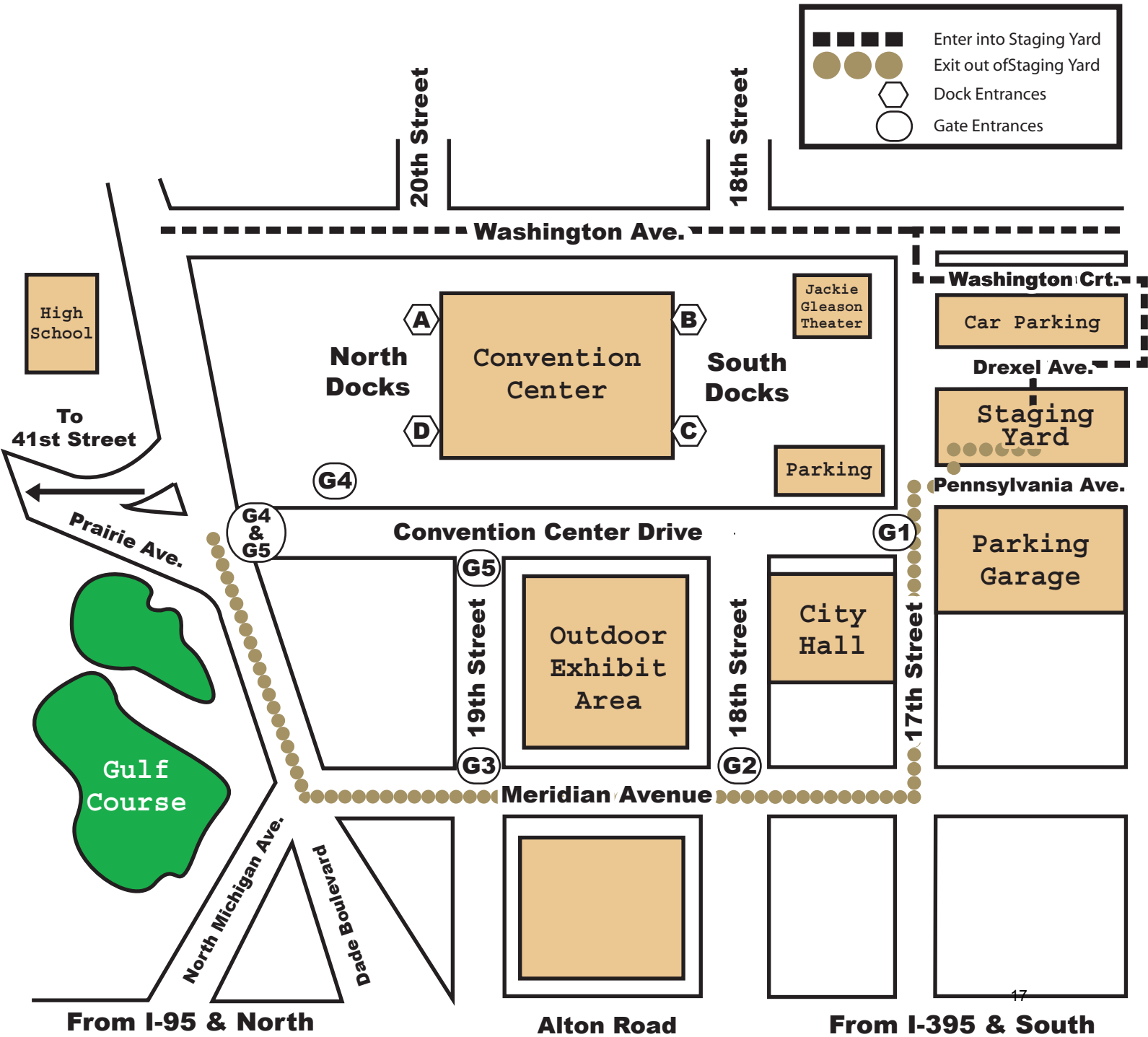
Directions from South: I95 Exit 395 (Mac Arthur Causeway) East to Alton Rd. North (left side). Continue north on Alton Rd. to 17th Street. Turn right on 17th Street, and continue east to staging entrance at Washington Court.

Directions from North: I95 Exit 195 (Julia Tuttle Causeway) to Alton Rd. South. Continue on Alton Rd. south to North Michigan Ave. (just past golf course), and turn left. Turn left again on Dade Blvd. Continue east on Dade Blvd. to Washington Ave. Turn right on Washington Ave. and right again on 17th Street. Staging entrance is immediately to your left on Washington Court.

From the Airport follow the directions from the Julia Tuttle Causeway or the Mac Arthur Causeway above.

Sea Isle Marina exhibitors do not use this staging area. Go directly to the Sea Isle Marina.

From I95 take Exit 395 East to the Biscayne Blvd. exit. Make a left on Biscayne Blvd., then right at N.E. 15th Street, and left at N. Bayshore Drive. The Marriott Hotel is the 2nd bldg. on the right.



Exhibit/Display Information

All Exhibits

Booth Equipment Provided:

Indoor Booth Space

Each booth space will be set with 8' high navy and white back drape, 3' high navy side dividers, and one (1) 7" x 44" identification sign at no additional charge. All exhibits in the main hall (aisles A-V) must be carpeted. Only second floor exhibit rooms (Big Game Room, marine mart east, west and skywalk) and first floor rooms (number beginning with 1600, some 1700, 1800s, and 1900s) have permanent carpet. Permanent carpet can be covered with exhibitor carpet if you desire. Electrical service must be ordered separately.

Boat/Bulk Space (indoor & outdoor)

Boat and bulk exhibit space is not provided with drape or identification signs. If you require pipe and drape, it can be ordered from the official show decorator: **BREDE/ALLIED** Exposition Services. All indoor exhibit space must be carpeted. We suggest that you carpet your outdoor exhibit for a better appearance, but it is not required for outdoor displays. Electrical service must be ordered separately.

Pavilion Tent Space

Each booth space will be set with 8' high yellow and white back drape, 3' high yellow side dividers, one (1) 7" x 44" identification sign, and floor decking at no additional charge. We suggest you order carpet for over the flooring for a better appearance but, it is not required. Electrical service must be ordered separately (with the exception of overhead lighting provided in tent spaces).

Other Tent Space (# beginning with 3000,3100,4300, &4400)

Each space will be set with a tent, (1) 7" x 44" identification sign, and (1) pre-installed overhead florescent light fixture. Other electrical service and tent **side panels** must be ordered separately using the order forms included in this kit.

Cleaning:

You are responsible for ordering cleaning service to empty wastebaskets and vacuum carpet. A cleaning service order form is located in the Supplier Order Forms tab section of this kit.

Electrical Service:

All electrical service must be conducted by the official electrical contractor, Edd Helms Electric. Please note electrical service is turned off every night unless otherwise specifically ordered. Please take necessary precautions to protect any perishables or sensitive equipment in your exhibit. An electrical service order form is in the Supplier Order Forms section of this kit. ***Electrical Service for Sea Isle Marina & Yachting Center:*** Slips are provided with 50/220 power. Exhibitors are required to furnish their own power cords. If 30/110 power is required, please bring an adapter.

All Exhibits continued...

Signs:

All signs must be professionally produced in keeping with the NMMA Allocation Procedures & Display Guidelines. Exhibitors are permitted to display signs representing their products only in those areas for which they have contracted display space. Hand made signs are not permitted.

Hanging Signs:

Plans for hanging signs must be approved in advance by NMMA Show Management. Hanging signs are only permitted over bulk space or booths along the perimeter of the main hall. A bulk space is an area with a distance between the back wall and aisle of 20' or greater. Hanging signs are not permitted in side rooms, second floor exhibits, or the Pavilion tent. Signs may not be hung lower than **21' from the floor in Center exhibit halls A, B, or D.**

Refer to the "Sign Hanging" form located in the Supplier Order Forms section of this kit. If you do not pre-ship your hanging sign to the warehouse, your sign must be present in your booth at your scheduled sign hanging date and time, or your installation costs will increase due to schedule changes.

Brede/Allied Exposition Services will contact you prior to the show to confirm the scheduled move-in date you would like to have your sign hung (due to the movement of equipment to place boats, there may be some restrictions on when your sign can be hung).

Boat Exhibits

Dolly Rental:

Each boat 26' and under must be displayed on wheels (boat trailers, dollies, or cradles with casters). If you do not have dollies available on site for your targeted move-in you can rent them from NMMA. Please refer to the NMMA Dolly Rental Order Form for additional information and rates.

Fuel Tanks:

All fuel tanks must be emptied and free of vapors prior to entering the Miami Beach Convention Center. Outside boat display product must also have empty fuel tanks. City of Miami Beach Fire Marshals will be on site conducting inspections. Delays caused by fuel tank problems will be billed at a minimum of \$350.00 an hour and \$525.00 on overtime hour. (Bilge and water tanks must also be emptied prior to arrivals.)

Tent Exhibits

Exhibitors who wish to install tents within their exhibit space **must order from our exclusive contractor Elite Tents** by completing and returning the Elite Tent Order Form no later than **Tuesday, January 2, 2007**. All tent installations are subject to NMMA approval.

If City light poles must be removed to accommodate a tent, a fee of \$772.00 is charged for each pole.

Sea Isle Marina and Yachting Center Exhibits

Pump Out Facilities:

Pump out facilities are conveniently located on the north fuel dock of the Sea Isle Marina and Yachting Center, adjacent to the gas pump. The slip is approximately 14' x 20' and has a 50' hose.

Live Aboard Passes:

Exhibitors and crews staying aboard boats during the show are required to obtain a "Live Aboard Pass" from the NMMA Show Office trailer. This pass, along with an exhibitor credential will allow access after show hours.



MIAMI BEACH CONVENTION CENTER
FIRE AND SAFETY REQUIREMENTS

In the interests of life safety and fire prevention/protection in the Miami Beach Convention Center, the following minimum standards shall apply to all events, private or public:

EXITS: The travel distance within the exhibit booth or exhibit enclosure to an exit access aisle shall not exceed 50 ft. (15 m). No display or exhibit shall be so installed or operated as to interfere in any way with access to any required exit or with visibility of any required exit or any required exit sign.

All required exits, including but not limited to, entrance/exit and lobby areas of each hall, the center exit pod and all corridors/aisles shall be unlocked and free from obstruction during show hours.

FIREFIGHTING EQUIPMENT: All fire hose cabinets, fire extinguishers, manual pull stations and any other fire protection equipment, including those inside exhibit/booth space, shall be visible and accessible at all times.

COMBUSTIBLES: Compressed flammable gases, flammable or combustible liquids, open flame devices, hazardous chemicals or materials, Class II or greater lasers, blasting agents, explosives and pyrotechnic devices shall be prohibited within exhibit halls. Under special circumstances, limited use of the above items may be permitted by the authority having jurisdiction provided adequate precautions are taken to prevent the accidental ignition of any materials. Application for permit(s) shall be made to the Miami Beach Fire Department through the Event Manager, and a copy of the approved permit must be maintained on the premises throughout the event.

STORAGE: Combustible material within exhibit booths shall be limited to a one (1) day supply. Storage of combustible material behind booths is prohibited. Permission to store some materials within the exhibit hall is subject to the approval of the Miami Beach Fire Department.

VEHICLES: Vehicles on display within an exposition facility shall comply with the following:

- (a) All fuel tank openings shall be locked and sealed in an approved manner to prevent the escape of vapors. Fuel tanks shall not be more than one-quarter full or contain more than 4 gallons (15.14 liters) of fuel, whichever is less.
- (b) At least one battery cable shall be removed from the batteries used to start the vehicle engine. The disconnected battery cable shall then be taped.
- (c) Fueling or defueling of vehicles shall be prohibited.
- (d) Vehicles shall not be moved during show hours



FIRE AND SAFETY REQUIREMENTS

PAGE 2

FLAME RETARDANT TREATMENT: Draperies, curtains and other similar loosely hanging furnishings and decorations shall be flame resistant as demonstrated by passing both the small-scale and large-scale tests of NFPA 701, Standard Methods of Fire Tests for Flame-Resistant Textiles and Films. Acoustical and decorative material including, but not limited to, cotton, hay, paper, straw, moss, split bamboo and wood chips shall be flame-retardant treated to the satisfaction of the authority having jurisdiction. Materials which cannot be treated for flame retardancy shall not be used.

EXHIBIT STRUCTURES: Exhibit booths shall be constructed of noncombustible or limited-combustible materials. Exhibits with enclosed areas (walls and ceilings) shall be protected with approved single station, battery powered heat detectors. Exhibits with enclosed areas greater than 300 square feet (300 sq. ft./27.87 sq. m) may require additional fire protection as determined by the authority having jurisdiction (additional fire protection may include portable fire extinguishers, heat/smoke detectors, an automatic extinguishing system, or additional Exhibit Hall Fire Watch personnel).

Exhibits with multiple levels over twelve feet (12'/3.66m) in height shall be engineered appropriately and constructed from drawings bearing the stamp of a reviewing structural engineer. Upper level floor systems shall support a live load of one hundred pounds per square foot (100 lbs/sq.ft./488.21 kg/sq. m) and shall have guardrails a minimum of forty-two inches (42"/1.07m) in height with intermediate rails through which a six inch (6"/15.24cm) sphere cannot pass. Stairs for upper levels shall support a live load of seventy-five pounds per square foot (75 lbs/sq.ft./366.18 kg/sq. m) and shall have a minimum width of thirty six inches (36"/91.44cm) when serving an occupant load of less than fifty (50) occupants and forty-four inches (44"/1.12m) when serving an occupant load of fifty (50) or more occupants. Stair risers should be not less than four inches (4"/10.16cm) nor greater than seven inches (7"/17.78cm) in height and treads shall have a minimum run of eleven inches (11"/27.94cm), excluding nosing. Spiral stairs are not recommended for areas to be occupied by the general public, visitors or clientele, unless specifically approved by the Miami Beach Fire Department. Handrails shall be provided on at least one side of every stairway. Upper level(s) shall have at least two (2) exits for every three hundred square feet (300 sq.ft./27.87 sq. m) of occupied space, and these shall be as remote from each other as possible.

All booth construction shall meet local, state and federally mandated codes.



STRUCTURAL PERMIT APPLICATION

Multilevel exhibit booths/enclosed exhibit areas shall meet the following criteria:

Exhibit booths shall be constructed of noncombustible or limited-combustible materials. Exhibits with enclosed areas (walls and ceilings) shall be protected with approved single station, battery powered heat detectors. Exhibits with enclosed areas greater than 300 square feet may require additional fire protection as determined by the authority having jurisdiction (additional fire protection may include portable fire extinguishers, heat/smoke detectors, an automatic extinguishing system, or additional Exhibit Hall Fire Watch personnel).

Exhibits with multiple levels over twelve feet (12') in height shall be engineered appropriately and constructed from drawings bearing the stamp of a reviewing structural engineer. Upper level floor systems shall support a live load of one hundred pounds per square foot (100 lbs./sq.ft.) and shall have guardrails a minimum of forty-two inches (42") in height with intermediate rails through which a six inch (6") sphere cannot pass. Stairs for upper levels shall support a live load of seventy-five pounds per square foot (75 lbs./sq.ft.) And shall have a minimum width of thirty six inches (36") when serving an occupant load of less than fifty (50) occupants and forty-four inches (44") when serving an occupant load of fifty (50) or more occupants. Stair risers should be not less than four inches (4") nor greater than seven inches (7") in height and treads shall have a minimum run of eleven inches (11"), excluding nosing. Spiral stairs are not recommended for areas to be occupied by the general public, visitors, or clientele, unless specifically approved by the Miami Beach Fire Department. Handrails shall be provided on at least one side of every stairway. Upper level (s) shall have at least two (2) exits for every three hundred square feet (300 sq.ft.) Of occupied space, and these shall be as remote from each other as possible.

ALL BOOTH CONSTRUCTION SHALL MEET LOCAL, STATE, AND FEDERALLY MANDATED CODES.



PLEASE COMPLETE THIS PORTION AND RETURN AT LEAST 60 DAYS PRIOR TO THE EVENT TO : SMG, AT THE ADDRESS BELOW.
Miami Beach Convention Center, 1901 Convention Center Drive, Miami Beach, FL 33139

Show/Event Name _____

Exhibitor/Company Name _____

Exhibitor Address _____

City/State/Country/Zip Code _____

Phone _____ Fax _____

Contact Person _____

YOU MUST INCLUDE APPROPRIATELY ENGINEERED DRAWING(S) BEARING THE STAMP OF A CERTIFIED STRUCTURAL ENGINEER.



This portion to be completed by the Miami Beach Fire Department:

Comments _____

Approved by _____ Date _____

Miami Beach Fire Marshall





**MIAMI BEACH FIRE DEPARTMENT
PERMIT APPLICATION**

COMBUSTIBLES: Compressed flammable gases, flammable or combustible liquids, open flame devices, hazardous chemicals or materials, Class II or greater lasers, blasting agents, explosives and pyrotechnic devices shall be prohibited within exhibit halls. Under special circumstances, limited use of the above items may be permitted by the authority having jurisdiction provided adequate precautions are taken to prevent the accidental ignition of any materials. Application for permit(s) shall be made to the Miami Beach Fire Department through the Event Manager for the following:

- ◆ Display and operate any open flame, flammable liquid device, candles, lanterns, torches, pyrotechnic displays, etc.
- ◆ Display or operate an electrical, mechanical or chemical device which may be deemed hazardous by the Fire Department.
- ◆ Use of flammable liquids, compressed gases or dangerous chemicals.

**PLEASE COMPLETE THIS PORTION AND RETURN AT LEAST 15 DAYS PRIOR TO THE EVENT TO: SMG, AT THE ADDRESS BELOW.
Miami Beach Convention Center, 1901 Convention Center Drive, Miami Beach, FL 33139**

Show/Event Name _____

Exhibitor/Company Name _____

Exhibitor Address _____

City/State/Country/Zip Code _____

Phone _____ Fax _____

Contact Person _____

Application is requested to display (describe device to be displayed) _____
(attach MSDS or other information as necessary)

A COPY OF THE APPROVED PERMIT MUST BE MAINTAINED ON THE PREMISES THROUGHOUT THE EVENT.

This portion completed by the Miami Beach Fire Department:

Comments _____

Approved by _____ Date _____

Miami Beach Fire Marshall



SECURITY PRECAUTIONS

Accurate Event Services is the official contractor for the Miami International Boat Show. If you require private security please feel free to contact them at **954-927-4155**.

PLEASE REVIEW THE FOLLOWING SAFEGUARDS & SUGGESTIONS:

1. Do not identify the manufacturer or product on the cartons you ship. The cartons should be marked by company name and booth number and marked numerically. This serves as a successful deterrent to theft.
2. Ship in locked trunks or crates. If cartons are to be used, be sure they are securely taped or banded, and under no circumstances should you mark on the outside the name or type of articles contained therein.
3. Ship with a qualified trucker or forwarder and be sure to furnish your shipping company with an accurate and complete bill of lading.
4. Have one of your employees remain with your exhibit at all times, including move-in and move-out.
5. You should never display prototype, one-of-a-kind items or irreplaceable samples without having someone present at all times.
6. You should cover your display with cloth, tarpaulin, sheets, or even tablecloths at the close of the show every night and remove them at the opening of the show in the morning. This simple task is psychological as well as physical in deterrent and avoids curiosity seekers.
7. Do not leave merchandise under tables or displays.
8. Never store excess merchandise in the empties (crates & cartons) that are stored by the freight department in or outside the facility.
9. At breakdown, which is normally considered to be the most hectic time of the entire exposition, you should remain with your goods and merchandise until your empties have arrived, goods are packed, scaled and labeled, and the bills of lading are prepared.
10. At the close of the show, be sure to pack as quickly as possible, and under no circumstance, leave your display unattended during this period.
11. If you are conducting retail sales, make change from a belt or waist pack.

INSURANCE

You should include or have a rider attached to your insurance policy covering the shipment of merchandise to the boat show, the exposition period and the return of your merchandise at your home base. We recommend that you contact your insurance company and secure, for a nominal fee, an all risk rider for all merchandise and equipment from the point of shipment, while in the Miami Beach Convention Center and for return to the point of shipment.

If you are unable to find reasonable insurance rates for your exhibit, look over those on our NMMA BOAT SHOW EXHIBITOR'S INSURANCE form or contact **Acordia Northwest** c/o Exhibitor Insurance/NMMA (206) 701-5207.

NMMA will have a perimeter guard service in the facility 24 hours a day including set-up, the exposition period, and dismantling days. You are reminded, however, that **the primary responsibility for safeguarding your display and your merchandise is yours.**

While the NMMA will exercise reasonable care to safeguard your property, neither the National Marine Manufacturers Association (NMMA), the MIAMI INTERNATIONAL BOAT SHOW, the Miami Beach Convention Center, "SMG", the City of Miami Beach, security contractor, or associated Show contractors nor any of their agents or employees are responsible or assume any responsibility for the loss of exhibit materials, merchandise or associated exhibitor display equipment of such property. **Exhibitors are exclusively responsible for the care, custody and control of their exhibit materials.**



ACORD™ CERTIFICATE OF LIABILITY INSURANCE

27
DATE (MM/DD/YY)
00/00/00

PRODUCER Your Agent or Broker Address City, ST ZIP	000-000-0000	THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.
INSURED Your Company Name Company Name (Line 2) Address City ST ZIP		INSURERS AFFORDING COVERAGE INSURER A: Your Insurance Company INSURER B: INSURER C: INSURER D: INSURER E:

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS	
A	GENERAL LIABILITY	Your Policy No.	0/00/00	0/00/00	EACH OCCURRENCE	\$ 1000000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY				FIRE DAMAGE (Any one fire)	\$ 50000
	<input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR				MED EXP (Any one person)	\$ 10000
					PERSONAL & ADV INJURY	\$ 1000000
					GENERAL AGGREGATE	\$ 2000000
					PRODUCTS - COMP/OP AGG	\$ 2000000
					GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC	SPECIMEN ONLY
	AUTOMOBILE LIABILITY				COMBINED SINGLE LIMIT (Ea accident)	\$
	<input type="checkbox"/> ANY AUTO				BODILY INJURY (Per person)	\$
	<input type="checkbox"/> ALL OWNED AUTOS				BODILY INJURY (Per accident)	\$
	<input type="checkbox"/> SCHEDULED AUTOS				PROPERTY DAMAGE (Per accident)	\$
	<input type="checkbox"/> HIRED AUTOS					
	<input type="checkbox"/> NON-OWNED AUTOS					
	GARAGE LIABILITY				AUTO ONLY - EA ACCIDENT	\$
	<input type="checkbox"/> ANY AUTO				OTHER THAN AUTO ONLY: EA ACC	\$
					AGG	\$
	EXCESS LIABILITY				EACH OCCURRENCE	\$
	<input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE				AGGREGATE	\$
	<input type="checkbox"/> DEDUCTIBLE					\$
	<input type="checkbox"/> RETENTION \$					\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY				WC STATUTORY LIMITS	OT-HER
					E.L. EACH ACCIDENT	\$
					E.L. DISEASE - EA EMPLOYEE	\$
					E.L. DISEASE - POLICY LIMIT	\$
	OTHER					

DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/EXCLUSIONS ADDED BY ENDORSEMENT/SPECIAL PROVISIONS

W/respect to [NAME OF SHOW] [SHOW DATES] (incl. move-in/move-out), NMMA and [NAME OF EVENT CENTER] are included as additional insureds.

CERTIFICATE HOLDER [NAME OF SHOW] c/o NMMA 200 East Randolph Dr. #5100 Chicago IL 60601	ADDITIONAL INSURED; INSURER LETTER: _____ CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL <u>30</u> DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES. AUTHORIZED REPRESENTATIVE
---	---

IMPORTANT NOTICE

PERFORMANCE OF MUSIC at NMMA BOAT SHOWS

If any copyrighted music is to be played at your display, you must obtain all necessary licenses from the copyright owner or licensing agency representing the copyright owner.

The licensing requirements include the playing of live as well as recorded music (records, tapes, compact discs, radio broadcasts, etc.) and also include music whether it is the essence of the presentation or is used only as background on videotapes or other presentations.

To obtain a valid ASCAP or BMI license, simply write a letter to the agencies listed below and tell them of the composition and the names and dates of the show you will be playing it for.

ASCAP Licensing Dept.
1 Lincoln Plaza
New York, NY 10023
(212) 595-3050

BMI Licensing Dept.
320 West 57th Street
New York, NY 10019
(212) 586-2000

Adherence to these federally mandated copyright licensing laws is of critical importance. Failure to do so is both a violation of federal copyright law and a breach of your contract with NMMA Boat Shows.
Penalties can amount to several thousand dollars.

Please take a few minutes to ensure a hassle-free event by acquiring the proper license.

Other options available to you are:

1. Simply don't play music in your display.
2. Contact the composer and make your own deal.
3. Use music that is in the public domain.
4. Obtain music from music libraries that may have already obtained their own licenses from ASCAP and BMI or create original work.

The 3M Cantata System (a music library) is available through the International Association of Exposition Management (IAEM) at (317) 638-6236.

Other Music Libraries are:

Associated Production Music – (213) 461-3211
DeWolfe Music Library – (212) 382-0220
Killer Tracks – (213) 957-4455
Omnimusic, Inc. (516) 883-0121
TRF Production Music Libraries – (212) 265-8090

Capital Music – (213) 462-6251
FirstCom – (214) 934-2222
Manhattan Production Music – (800) 227-1954
Promusic, Inc.- (305) 776-2070

If you encounter any difficulty with either ASCAP or BMI in your attempt to acquire a license, please contact us immediately.

Thank You.

Show Management
NMMA Boat Shows

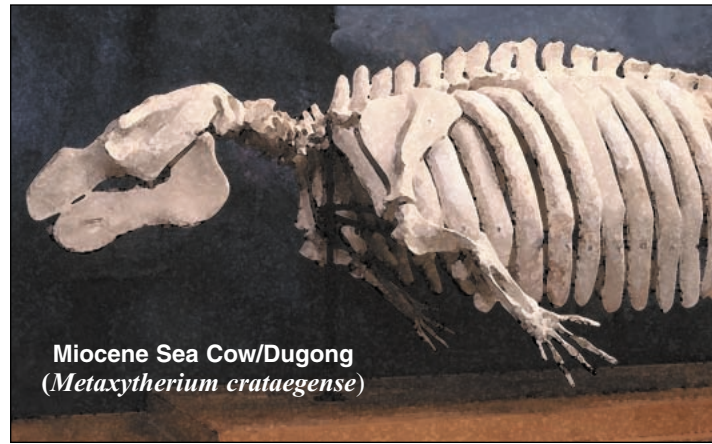
Look Out for Manatees!

Manatees are mammals. They are expected to live in their environment until old age (over 40 years). Based on age data collected over a five-year period the average age of the manatees that were killed by watercraft was 7.2 years. Researchers have found that female manatees mature sexually at 3 years of age (Marmontel 1995) and that most females breed successfully by 6 to 10 years of age (Reynolds and Odell 1991). After breeding starts, females usually produce one calf every 2 to 5 years, which denotes a low reproductive cycle. The loss of viable female manatees in the breeding phase of their life cycle further impacts the overall manatee population. Please follow the guidelines in this brochure to reduce impacts to manatees from watercraft-related deaths.

Manatee Harassment

Manatee harassment is defined as, "any intentional or negligent act or omission which creates the likelihood of causing an injury to a manatee by annoying it to such an extent as to significantly disrupt normal behavioral patterns which include breeding, feeding or sheltering. The intentional provision of any type of food to manatees not in captivity shall be considered harassment under this definition, unless authorized by a valid federal or state permit." (68C-22.022 FAC)

Manatee habitat needs are space, water, food and shelter. Help keep manatee habitat healthy by keeping litter and pollution out of the waterways.



Miocene Sea Cow/Dugong
(*Metaxytherium crataegense*)

Manatees Are Native to Florida

This fossil skeleton is of an animal that inhabited the shallow bays and rivers of Florida 15 million years ago. It was discovered in a quarry in northwest Florida and donated to the state in 1929.

The "urban myth" that says manatees were brought to Florida for weed control is not true. A study conducted during the 1960s, which used test animals from Florida's existing manatee population, tried to determine if manatees could be used to control weeds in Florida waterways. The study found that even though manatees could help with weed control, it was not an effective way to do this job; it was too hard to catch manatees or keep them in targeted areas.

Manatees are considered one of Florida's true native species – a Florida treasure that we all can enjoy. Please do your part to protect Florida's manatees.

Manatees and the Law

Manatees are protected by the Marine Mammal Protection Act of 1972, the Endangered Species Act of 1973 and the Florida Manatee Sanctuary Act of 1978. It is illegal to harass, harm, pursue, hunt, shoot, wound, kill, annoy or molest manatees.

The state of Florida has also established regulatory speed zones to protect the manatee and its habitat.

Anyone convicted of violating state law faces maximum fines of \$500 and/or imprisonment of up to 60 days. Conviction for violating federal protection laws is punishable by fines up to \$100,000 and/or one year in prison.

To report manatee deaths, injuries, harassment, accidents or orphaned manatees, call the
FLORIDA FISH AND WILDLIFE
CONSERVATION COMMISSION

Law Enforcement
1-888-404-FWCC
1-888-404-3922

For more information:



Florida Fish and Wildlife Conservation Commission
Division of Habitat and Species Conservation
620 South Meridian Street, 6-A
Tallahassee, Florida 32399-1600
(850) 922-4330
Boating Safety Classes: MyFWC.com



Funded by Florida Power & Light Company
www.fpl.com

Printed on recycled paper
11/04



Cover photo by Tom Scott, Florida Geological Survey

The Florida Manatee



A Florida Treasure

Guidelines for Boating, Diving and Snorkeling Around Manatees



The Manatee Needs Your Help

The Florida manatee, a subspecies of the West Indian manatee, is a large grayish-brown aquatic mammal. Its sausage-like body tapers to a flat, paddle-shaped tail. The upper part of its body has two flippers with three to four “fingernails” on each flipper. The head and face are wrinkled, and the snout has stiff whiskers.

Adults have been known to reach lengths over 13 feet and weights over 3,000 pounds. Calves are three to four feet long and 60 to 70 pounds at birth.

Manatees spend most of their time feeding and resting. They graze for food along rivers, coastal areas and at the water’s surface. Manatees may hold their breath for as long as 20 minutes, but they usually surface about every five minutes to breathe.

Their minimum population is estimated to be between 3,000 and 3,500; however, the continuing development of Florida’s coastal areas and habitat loss threatens manatee survival.

As a wildlife watcher, you are encouraged to follow the guidelines in this brochure when you encounter manatees in Florida’s waterways.

You can support manatee protection efforts by purchasing a Save the Manatee license plate for your vehicle or a manatee decal for your vessel or vehicle.



original photo by Patrick M. Rose, SMC ©



original photo by DL and TR Schlichte ©

What Can Boaters Do?

You can reduce your chances of harming a manatee by following these simple guidelines:

Observe and follow all boating speed zone signs.

Slow down. Reducing boat speed gives you a greater chance to avoid a manatee. You will also increase your safety margin with other boats. Remember to post a lookout.

Use marked channels whenever possible. Manatees have shown signs that they are avoiding heavy boat traffic areas. Channel depth reduces the likelihood of pinning or crushing manatees.

Wear polarized sunglasses while operating a boat. Polarized lenses make it much easier to see objects beneath the surface and the “swirling” that occurs when a manatee dives. (The swirls look like a large “footprint” on the water’s surface or a series of half moon swirls.)

Post a proper lookout while boating. A proper lookout is a person on board designated to look out for wildlife, other boaters, swimmers or obstructions when the vessel is underway. Plan for safety.

What Can Divers Do?

As divers or snorkelers, you are directly entering the manatee’s habitat. By following these simple guidelines you can minimize your impact.

Manatees are wild animals and should not be fed or given water. Close exposure to or dependence on humans can harm them.

While swimming or diving, do not approach or chase a manatee. Move away slowly and immediately if an animal stops feeding and comes toward you or changes its direction of travel. Keep your distance.

Never poke, prod or stab a manatee with your hands, feet or any object. Share the joy of wildlife viewing with others, especially children, and teach them about the importance of not disturbing animals.

Use snorkel gear if you dive near manatees as the sound of air bubbles from scuba gear can frighten them. Manatees at warm-water sites should not be disturbed. They must conserve energy in order to stay warm during the cold weather. Practice passive observation.



A cow and her calf belong together. Please do not separate them, as the calf needs its mother to survive.

LOOK, but please DO NOT TOUCH manatees. Touching is a form of harassment. Manatees that are resting (no movement except to breathe) should not be approached. Please observe manatees from a distance.

Boating Speed Zones

To alert the boater and protect the manatee in its sanctuaries, the law provides regulatory zones on waterways. Here are typical signs found on Florida’s waterways:



IDLE SPEED ZONE
Protected area where boats are not permitted to go any faster than necessary to maintain steering and make headway.



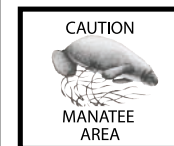
SLOW SPEED ZONE
A protected area where boats must be fully off plane and completely settled and level in the water while moving.



NO ENTRY ZONE
A protected area that prohibits all entry, including boating, swimming and diving activities.

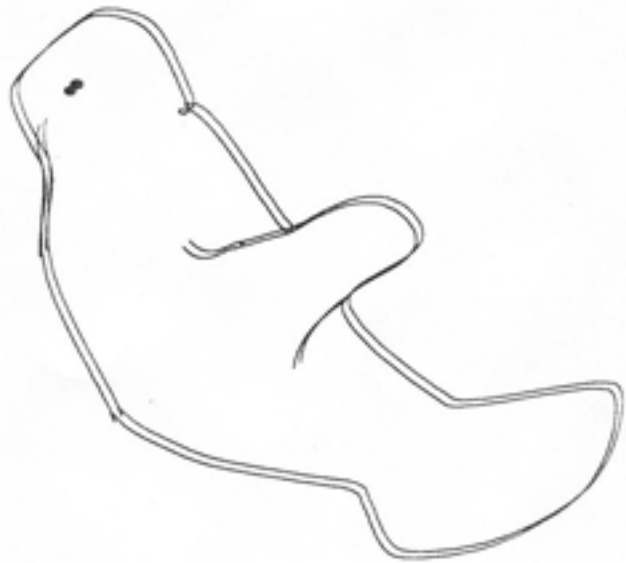


SAFE OPERATION ZONE
A sign indicating that you may resume safe boating speed; visible as you leave a protected area.



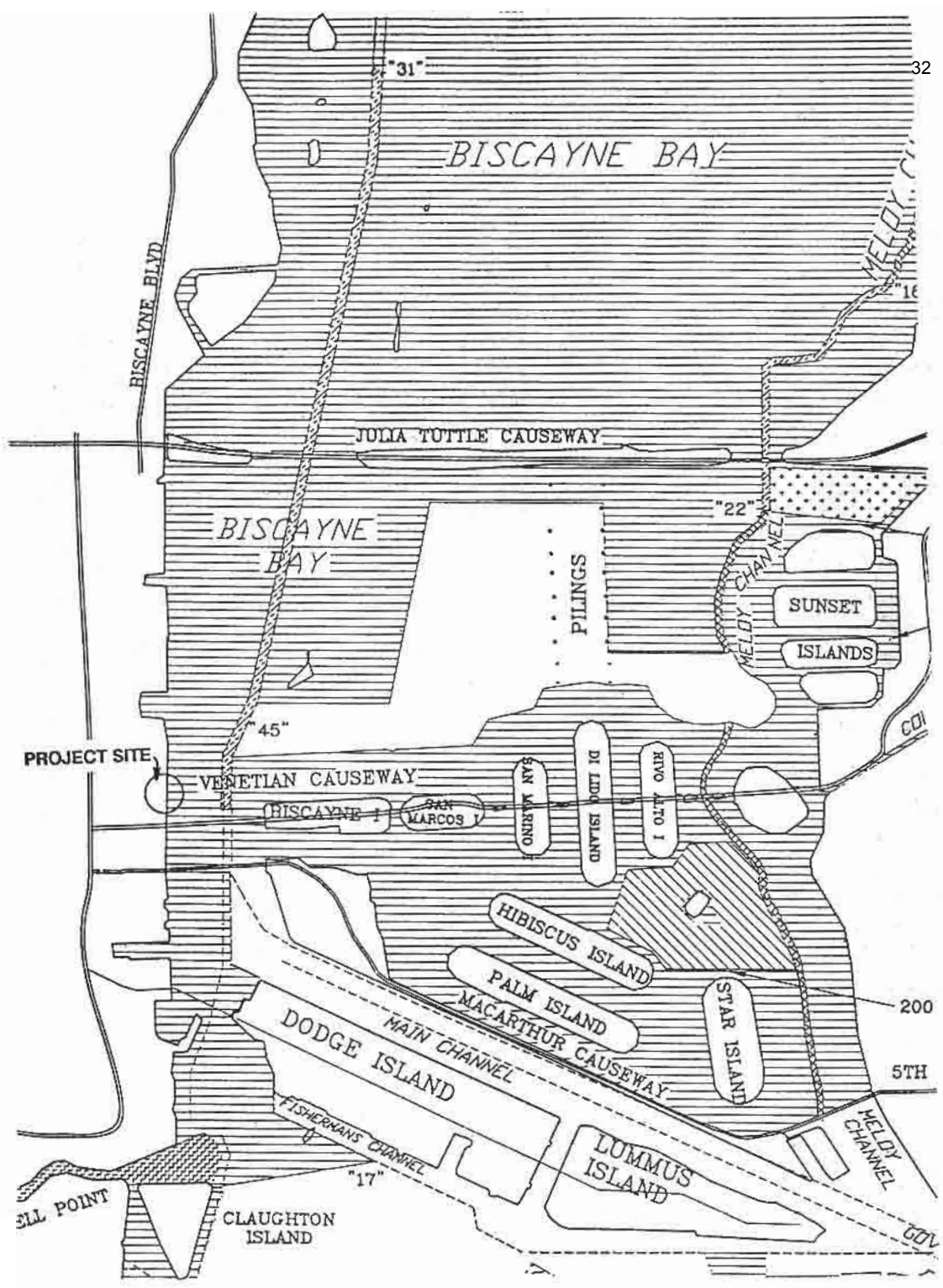
CAUTION SIGN
Posted by individuals in areas frequently inhabited by manatees. Requests caution on the part of boaters to avoid disturbing or injuring the animals.

!!!WARNING!!!



MANATEE

AREA



- ⊖ SLOW SPEED ALL YEAR
- ⊗ SLOW SPEED NOVEMBER 15 - APRIL 30, 30 MPH REMAINDER OF YEAR
- ⊙ SLOW SPEED NOVEMBER 15 - APRIL 30, 35 MPH REMAINDER OF YEAR
- ⊘ IDLE SPEED ALL YEAR
- ⊚ NO ENTRY NOVEMBER 15 THROUGH APRIL 30, IDLE SPEED REMAINDER OF YEAR
- ⊖ NO ENTRY ALL YEAR
- ⊗ MOTORBOATS PROHIBITED
- ⊘ 35 MPH ALL YEAR
- ⊙ 30 MPH ALL YEAR

EXHIBITOR CREDENTIAL & TICKET INFORMATION

WHAT IS:

AN EXHIBITOR GUEST TICKET?

- A ticket that exhibitors can buy to give to their clients/friends allowing entry into the show.
- Tickets will be billed at a 50% discount off the box office price.
- Only tickets collected at the gate will be billed to exhibitors.
- We will print your company name on the tickets for you.
- Tickets are a great promotional tool.

A PREFERRED CUSTOMER TICKET?

- A ticket that exhibitors can personally design to give their clients/friends, allowing entry into one or all NMMA Shows.
- It will be YOUR ticket, YOUR Company Name, YOUR logo & YOUR Advertisement.
- NMMA will accept ONLY at shows specified.
- Tickets will be billed at a 50% discount off the box office price.
- Only tickets collected at the gate will be billed to the exhibitor.
- A great opportunity to promote your company and products.
- Make your guests feel extra special!

AN EXHIBITOR CREDENTIAL?

- A credential is used by your company employees working the exhibit.
- Allows 2 hour early access into the show and removal of product from the show.
- The number of exhibitor credentials is limited by the total space the exhibitor has contracted for (please refer to "Exhibitor Credentials Order Form" for details).

A TRADE CREDENTIAL?

- A \$25.00 credential for those in the marine industry attending the show, but not working an exhibit (\$25.00 fee is for each Trade Credential ordered by non-NMMA members).
- Six (6) credential types are available: manufacturer, manufacturer's rep., wholesaler, dealer, marine services, and retailer & marina. Manufacturer's and manufacturer's reps are allowed in two hours prior to show opening.
- NMMA Members have until January 15, 2007 to order "Trade Credentials" before \$25.00 fee will apply.

WILL CALL?

- Where exhibitors leave tickets for their guests to pick up.
- Credentials are not allowed to be left in will call (they will be confiscated).

EXHIBITOR CREDENTIAL & TICKET INFORMATION continued..**HOW DO I ORDER?****EXHIBITOR GUEST TICKETS?**

- Fill out the Exhibitor Guest Ticket order form located in this section of the Exhibitors' Kit.

EXHIBITOR CREDENTIAL?

- Complete and return the Exhibitor Credential Order form located in this section of the instruction kit. Include full name of employees. Provide the contact name and where credentials should be mailed.

TRADE CREDENTIAL? (\$25.00* each)

- On company letterhead, list employees' full name, title, and type of company, check or credit card information (see Credit Card Payment Form in this exhibitors instruction kit).
- Mail to: NMMA Registration Dept., 9050 Pines Blvd., Pembroke Pines, FL 33024, or Fax to 954-430-8043

- OR -

- Order on-line at www.discoverboating.com/registration

A \$25.00 fee is charged for each Trade Credential ordered by non-NMMA members.

ANY QUESTIONS...PLEASE CALL US AT 954-441-3220

Exhibitor Credential Order Form



DEADLINE DATE: January 5, 2007

Complete this form to order your Exhibitor Credential ONLY and submit to:
 NMMA – Boat Show Registration
 9050 Pines Blvd. - # 305, Pembroke Pines, FL 33024

Ph: (954) 441-3220 / Fax: (954) 430-8043

If you are a working dealer, please contact your Exhibiting Company /Manufacturer for your credential.
 Photo I.D. must be presented with credential when entering show.

Company: _____ Contact: _____
(If the above person receives a credential, please print name below)

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ E-mail: _____

EMPLOYEE INFORMATION: Please print first and last name clearly.
 One name per line. No initials please.

Space #: _____ sq. ft.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
 200 sq. ft or less
7. _____
8. _____
9. _____
10. _____
 201-500 sq. ft
11. _____
12. _____
 501-2000 sq. ft
13. _____
14. _____
15. _____
16. _____
 2001-3500 sq. ft
17. _____
18. _____
19. _____
20. _____
 3500 sq. ft or more

Mail Credentials to the attention of:

NOTE: Credentials will not be issued
 until booth payment is paid in full.

SHOW CREDENTIAL ALLOCATION CHART:
 Your company is allotted show credentials according to total exhibit area occupied.

Exhibit Booth:
 200 sq. ft. or less = 6 Credentials
 201 – 500 sq. ft. = 10 Credentials
 501- 2000 sq. ft. = 12 Credentials
 2001 – 3500 sq. ft. = 15 Credentials
 3500 sq. ft. or more = 20 Credentials

Replacement/Additional Credentials:
 There is a \$16.00 per show credential charge for additional credentials over the limit, or for replacements.

MANAGEMENT'S USE ONLY:

- Date Received _____
- Date Entered _____
- Date Mailed _____

- [] Visa
- [] MC
- [] Amex
- [] Discover

Credit Card # _____ Exp. Date _____ (must be valid thru 5/07)

Cardholders Name: _____ Signature _____

I agree to pay total amount according to card issuer agreement

Exhibitor Guest Ticket Order Form



Complete this form and submit by fax (954) 430-4171
 -Or mail -
 NMMA Boat Show Tickets
 9050 Pines Blvd., Ste. 305, Pembroke Pines, FL 33024

Company: _____ Contact: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ E-mail: _____

- ✓ *Make your guests and prospects feel like VIP's!*
- ✓ *Distribute all the tickets you want, pay only for those used*
- ✓ *Customers & Prospects admission at a discount to you*
- ✓ *Mail them out to your prospects, give them out at your showrooms, include them in your monthly statements*

PLEASE SELECT THE TICKET TYPE THAT BEST SUITS YOUR CUSTOMER'S NEED

	Exhibitor Guest Ticket	Premier Day Ticket
Valid Dates	Feb.16-19, 2007	Feb. 15-19, 2007
Valid on "Premier Day"	No	Yes
\$50 dollar non-refundable deposit required	No	Yes (Applied to final ticket billing)
Imprinted Company Name or Logo (Please circle your preference)	Yes	Yes
Credit card # needed to process order	Yes	Yes
Special Discounted Rate	8.00	\$16.00 (if redeemed on 2/15/07) (\$8.00 if redeemed 2/16-19, 2007)
Minimum Order	No	No

*Please Send _____ Premier Day Tickets
 (E-mail logo to tickets@nmma.org)

Check here if credit card is to be used for \$50 Non-refundable deposit for "premier day" ticket order

*Please Send _____ Exhibitor Guest Tickets
 (E-mail logo to tickets@nmma.org)

If credit card is not to be used, other form of payment is attached. Check Money Order

****We cannot secure your request without a credit card # on file**

****Ticket invoices not paid within 60 days of invoicing will be billed to the credit card on file**

****Billing occurs within 30 days after the show.**

Visa MC Amex Discover

CREDIT CARD # _____ Exp. Date _____ (Card must be valid through May 2007)

Cardholders Name: _____ Signature: _____

I agree to pay total amount according to card issuer agreement

DO NOT WRITE IN THIS SPACE

SERIES _____ TO _____ (P / E) _____ TO _____ (P / E)

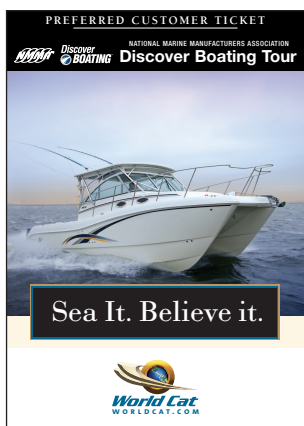
_____ TO _____ (P / E) _____ TO _____ (P / E)

Inv# _____

Boost brand awareness. Increase your sales. Build relationships.

NMMA Boat Shows' Preferred Customer Tickets draw your top prospects to the Show! Customized with your company's name, logo and advertising message, these tickets make your best leads and customers feel special. They also promote your brand and give prospects added incentive to see YOU at the Show.

Order as many tickets as you want...you pay only for the tickets redeemed at the Show (plus printing, shipping, and a \$50 production cost). Simply complete the order form on the reverse side, supply us with electronic artwork and a color proof and we'll deliver your tickets to your door.



Exhibitor Guest Tickets The Standard Option

Our popular Exhibitor Guest Tickets, which feature space for your company's name and exhibit space number, are also available for each Show. To order, please complete the Exhibitor Guest Ticket order form.



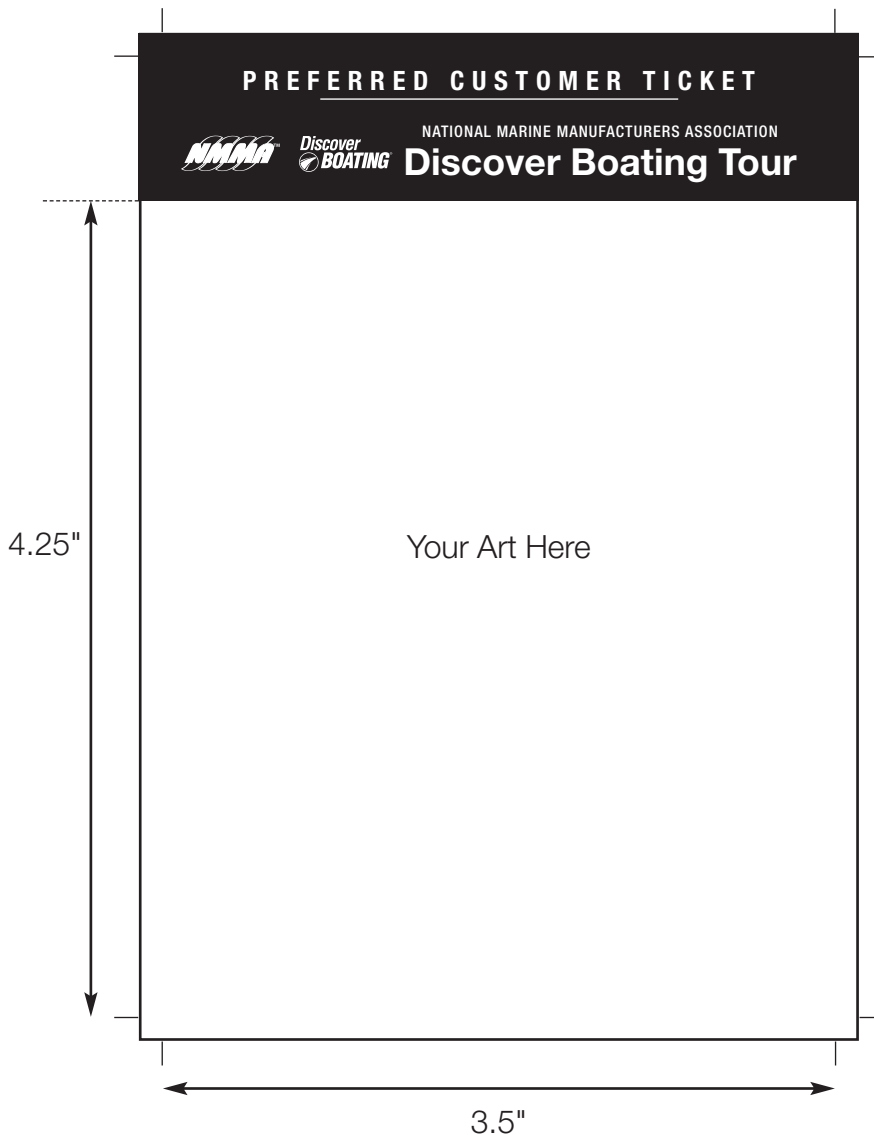
Preferred Customer Tickets are valid only at the shows you specify; after the show you will be billed half the adult admission price per ticket redeemed at the gate. Printing, shipping, and a \$50 production cost are billed separately. For more information, please call Susan DiNapoli at 212.384.7003.

To place an order complete the form below and send with your art (JPEG/EPS) to: Susan Lokaj, NMMA, 200 E. Randolph Drive, Suite 5100, Chicago, IL 60601

PLEASE ALLOW A MINIMUM OF 15 BUSINESS DAYS FROM RECEIPT OF ARTWORK TO DELIVERY.

PREFERRED CUSTOMER TICKET ORDER FORM	
DATE _____	I would like to order _____ tickets.
COMPANY _____	Tickets redeemed will be billed within 30 days of the show. Your credit card will be charged if payment is not received within 60 days of receipt of invoice. We cannot process your request without a credit card on file.
ATTN: _____	Credit Card # _____ Exp. Date _____
ADDRESS _____	<input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express
CITY/STATE _____ ZIP _____	I agree to pay total amount according to card issuer agreement.
PHONE _____	SIGNATURE _____

TICKETS ARE VALID FOR THESE SHOWS: (please check appropriate boxes)			
<input type="checkbox"/> All Shows	<input type="checkbox"/> Louisville Boat, RV & Sportshow	<input type="checkbox"/> Norwalk International In-Water Boat Show	<input type="checkbox"/> Strictly Sail Philadelphia
<input type="checkbox"/> Atlanta Boat Show	<input type="checkbox"/> Miami International Boat Show	<input type="checkbox"/> St. Louis Boat & Sportshow	<input type="checkbox"/> Strictly Sail St. Petersburg
<input type="checkbox"/> Atlantic City International Power Boat Show	<input type="checkbox"/> Minneapolis Boat Show	<input type="checkbox"/> San Diego Boat Show	<input type="checkbox"/> Tampa Boat Show
<input type="checkbox"/> Baltimore Boat Show	<input type="checkbox"/> Nashville Boat & Sportshow	<input type="checkbox"/> Schaumburg Boat & Sportshow	<input type="checkbox"/> Toronto International Boat Show
<input type="checkbox"/> Chicago Boat, RV & Outdoors Show	<input type="checkbox"/> New Orleans Boat Show	<input type="checkbox"/> Strictly Sail Chicago	<input type="checkbox"/> Toronto In-Water Boat Show
<input type="checkbox"/> Des Moines Sportshow	<input type="checkbox"/> New York National Boat Show	<input type="checkbox"/> Strictly Sail Miami	<input type="checkbox"/> Vancouver International Boat Show
<input type="checkbox"/> Kansas City Sportshow	<input type="checkbox"/> Northwest Sportshow	<input type="checkbox"/> Strictly Sail Pacific	<input type="checkbox"/> Virginia Boat Expo



PRODUCTION SPECIFICATIONS

Front of Preferred Customer Ticket

- Mechanical Trim Size** 3.5 x 5 inches
- Bleed (each edge)** .125 inches
- Your Art Area** 3.5 x 4.25 inches + bleed
- Live Area** .25 inches from trim
- Required Material** CD-ROM & Color Proof
Files to be supplied in a Quark document.
All fonts and images required
- Contact** Susan Lokaj
Ph: 312.946.6244
Fax: 312.946.0401
slokaj@nmma.org

Partner with the MIAMI INTERNATIONAL BOAT SHOW



Link to Our WEBSITE:

Encourage your customers to visit your booth at the Miami International Boat Show with a reciprocal link from your company's website to the show's home page.

When a visitor to your Web Site clicks on the Miami International Boat Show logo, their browser will open a new window to the Miami International Boat Show web site on their desktop.

Go to www.miamiboatshow.com and follow the easy directions located under the Exhibitors, Resource Center, and then scroll down to Show Logo and Links to exchange logos and set up the links.

Direct Attendees to Your Booth!

Sponsor a park bench at the show and increase brand visibility while connecting with the crowds.



In the Main Floor Exhibit Hall
at the upcoming
2007 Miami International Boat Show.

Includes a 22" x 28" sign featuring your company name, message and booth location.

Hurry!

Only a **limited** number of benches are available.

Call David Perez at 312.946.6201
for information.



MIAMI INTERNATIONAL BOAT SHOW & STRICTLY SAIL MIAMI

EXPORT LISTING⁴¹

February 15-19, 2007

Sign and return to:
NMMA INTL., 200 East Randolph Drive, Suite 5100
Chicago, IL 60601
Phone: (312) 946-6200
Fax: (312) 946-0388
mailto:jilg@nmma.org

Exhibiting Company Name: _____	Account #: _____
Space #: _____	Contract #: _____

If you are an exporter interested in reaching international buyers attending the Miami International Boat Show or Strictly Sail Miami, please complete this form and send it back with your contract or FAX it directly to NMMA International (312) 946-0388. This information will be referenced in the 2006 MIBS/MISS directory and listed in a searchable Import/Export Database at the MIBS in the International Resource Center.

The database and other promotional efforts are part of the NMMA International Marketing Department's effort to attract overseas buyers to MIBS/MISS. As part of this effort, the MIBS & MISS is being promoted to marine industry associations and U.S. Consulate Offices worldwide.

Signing this document will be considered consent to allow all fax and electronic communications from NMMA and its affiliate organizations, regional locations and departments including boat show and seminar information, membership details and promotional and commercial materials.

Booth Contact for International Visitors: _____

Title: _____ Email: _____

INTERNATIONAL MARKETING OBJECTIVE (Check all that apply):

- | | |
|------------------------------------|------------------------------|
| Meet/Support Existing Distributors | Evaluate Market |
| Find New Distributors | Introduce a New Product |
| OEM Sales | Build Image, Brand Awareness |
| Distributor/Retailer Sales | Licensing Deals |
| Source Components | Joint Venture Deals |
| Make New Contacts | |

GEOGRAPHIC AREAS OF INTEREST (Check all that apply):

- | | |
|-------------------------|--------------------------|
| World Wide | Central America |
| Australia/South Pacific | South America |
| China/Hong Kong/Taiwan | Middle East/Africa |
| Asia | Newly Independent States |
| Canada | Eastern Europe |
| Mexico | Western Europe |
| Caribbean | |

Is your company currently a member of NMMA's Marine Export Council?

Yes No, please send us information on joining the

Name _____ Signature _____ Date _____

Return by November 22, 2006 to:

NMMA BOAT SHOWS
 Attn: Melissa Gaffney, **Operations Manager**
 9050 Pines Boulevard
 Pembroke Pines, Florida 33024
 954-441-3230/ Fax: 954-430-4171



EXHIBITOR BOAT INFORMATION FORM

Exhibiting Company: _____ Space #: _____

Contact Person: _____ Phone#: _____

e-mail: _____

24 Hour/On-Site Emergency Contact:

NAME _____ **Cell Phone:** _____

Please check the appropriate item(s):

CARPET: Decorator rental Exhibitor's own Will pre-ship to NMMA

HANGING SIGN: Yes No Will pre-ship to NMMA

PRE-SHIP ALL CARPET & HANGING SIGNS to ELIMINATE DELAYS and OVERTIME COSTS!

(Exhibitor Boat Information and scaled drawings not supplied by the due date may result in delay charge fees !)

PLEASE FILL OUT ALL INFORMATION FOR EACH BOAT ON DISPLAY

Model #	Length	Beam	Weight (lbs.)	Displayed On (cradle, dolly or trailer)	Carrier factory or dealer	Requires Lift Handling Yes or No	Requires Crane for Bridges Yes or No
				*			
				*			
				*			
				*			
				*			
				*			
				*			
				*			
				*			
				*			

* BOATS 26' & UNDER MUST BE DISPLAYED ON WHEELS (trailer, dolly or cradle with wheels).

MIAMI '07

PLEASE SHOW DIMENSIONS OF YOUR EXHIBIT AND LAYOUT TO SCALE⁴³
Indicate Show Aisles Bordering Your Space

1. = _____ SQ. FT

A large grid for drawing an exhibit layout. The grid consists of 20 columns and 20 rows of small squares, providing a scale for the exhibit design.

Exhibiting Company: _____ **Space #:** _____

Exhibit/Contact Person: _____ **Phone #:** _____

Return by 11/22/2006 to: NMMA Boat Shows
 Attn: Melissa Gaffney, Operations Manager
 9050 Pines Boulevard, Suite #305
 Pembroke Pines, Florida 33024
 (954) 441-3220 / Fax: (954) 430-4171



DOLLY RENTAL ORDER FORM

Each boat 26' and under must be displayed on wheels (boat trailers, dollies or cradles with casters).
 If you do not have dollies, you can rent them from the NMMA.

- Maximum handling weight is 7,200 lbs. per set.
- Limited quantities are available and orders will be filled on a first come basis.

\$100.00 PER DOLLY

A \$100.00 DEPOSIT IS REQUIRED WITH ORDER!

All dollies must be paid in full prior to show closing. If dollies are not returned at show close, exhibitor will be charged the replacement cost (approx. \$220.00 per each dolly). Dollies are to be checked **out** and **in** by the exhibitors' on site personnel (if not, exhibitor will be billed for the replacement cost).

TYPE OF BOAT	LENGTH	BEAM	WEIGHT	#DOLLIES
1.				
2.				
3.				
4.				
5.				
6.				
7.				

TOTAL # OF DOLLIES: _____ @ \$100.00 = \$ _____

WE CANNOT PROCESS YOUR DOLLY RENTAL ORDER FORM WITHOUT A CREDIT CARD # ON FILE !

Please charge my credit card after the show: VISA MASTERCARD AMERICAN EXPRESS

Credit Card #: _____ Exp. Date: _____

Authorized Signature: _____ Amount: \$ _____

[I agree to pay amount according to card issuer agreement]

Company Name _____ Space # _____

Address: _____

City/State/Zip: _____

Contact Person: _____ Signature: _____

Telephone: _____ Fax: _____ e-mail: _____

PHOTOCOPY THIS FORM FOR ADDITIONAL ORDERS



Miami International Boat Show

Sea Isle Marina ■ Miami, FL

February 15 - 19, 2007

Exhibiting Company Name: _____
Booth ID#: _____ Contract #: _____

All in-water exhibitors are required to complete the following request for information, and return with space application.

DESCRIPTION OF BOATS TO BE EXHIBITED (Use separate sheet if necessary)

Slip #	Manufacturer & Model Name	Boat Description	Model Year	Length Overall * (in feet)	Beam (in feet)	Length x Beam	Draft

* Length overall includes all equipment, accessories and other attachments that affect the space necessary for display (including-- but not limited to-- bow pulpit, swim platform, fiberglass above the waterline, etc.

By signing and submitting this form to NMMA, 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.

Exhibitor Name: _____ Signature: _____ Date: _____
(Please Print)

QUESTIONS?

Please contact: Joanne Zito Phone: 954.441.3229 Fax: 954.430.4171
 E-mail: jzito@nmma.org Web: www.miamiboatshow.com

Return by December 15, 2006

NMMA – Miami International Boat Show & Strictly Sail

9050 Pines Boulevard, Suite #305

Pembroke Pines, Florida 33024

(954) 441-3241 / Fax (954) 430-8043



Credit Card Payment Form

To settle your outstanding balance with the National Marine Manufacturers Association (NMMA), please complete the credit card payment form below, for which you authorize the National Marine Manufacturers Association to charge your credit card for payment of goods, services and/or labor provided by the NMMA. This will apply to any rigging or labor work tickets authorized on site and/or balances due for admission tickets and credentials.

NMMA requires this form on file for all exhibitors. Please mail or fax this form to the **NMMA at 954-430-4171**. Statements will be sent to the exhibitor of record reflecting all charges made to the card.

Mastercard/Visa

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Expiration date: _____ / _____ / _____ (must be valid through May 2007).

American Express

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Expiration date: _____ / _____ / _____ (must be valid through May 2007).

Authorized signature: _____ Date: _____

Name (Please print): _____ Home phone: _____

Billing address: _____

Exhibiting company name: _____ Booth #: _____

Phone: _____ Fax: _____ e-mail: _____

Office Use Only:

Amount: _____ Receivable customer acct #: _____

Order number: _____ Invoice number: _____

Return by December 15, 2006 to:
 NMMA FREIGHT DEPT.
 9050 Pines Boulevard
 Pembroke Pines, FL 33024
 954-441-3241 / Fax: 954-430-8043



DRAYAGE/SHIPPING INFORMATION

Exhibitors have two options for shipping exhibit material to the 2007 Miami International Boat Show. Please indicate your option below:

OPTION (A) We will pre-ship our crated and/or skidded exhibit materials to the advance warehouse as follows:

TO ADVANCE WAREHOUSE:

Exhibiting Company/Booth # _____
 Miami International Boat Show
 c/o ABF Freight System, Inc.
 6402 NW 74th Avenue
 Miami, FL 33166

DEADLINE: Shipments will be accepted up to 30 days in advance of the show.

OPTION (B) We will ship direct to show site and understand shipments will be only be accepted on or after **Monday, 2/12/07**. Label direct shipments as follows:

To: MIAMI BEACH CONVENTION CENTER

Exhibiting Company/Booth # _____
 Miami International Boat Show
 c/o Miami Beach Convention Center
 1901 Convention Center Drive
 Miami Beach, FL 33139

To: SEA ISLE MARINA and YACHTING CENTER

Exhibiting Company/Booth # _____ (or Boat Slip #)
 Miami International Boat Show
 c/o Sea Isle Marina and Yachting Center
 1633 North Bayshore Drive
 Miami, FL 33132

➤ **SHIPPING INSTRUCTIONS AT CLOSE OF SHOW:**

SHIPTO: _____ Booth _____

SHIPPING ADDRESS _____

CITY, STATE, ZIP _____

CONTACT PERSON _____

PHONE _____ FAX _____ email: _____

➤ **AUTHORIZATION TO HANDLE & BILLING INSTRUCTIONS AT CLOSE OF SHOW:**

COMPANY NAME (BILL TO) _____ Booth#: _____

BILL TO ADDRESS _____

CITY, STATE, ZIP _____

CONTACT PERSON _____

PHONE _____ FAX _____ e-mail: _____

SIGNATURE _____ DATE _____

PLEASE COMPLETE THE NMMA CREDIT CARD FORM LOCATED IN THIS SECTION.

ADVANCE SHIPMENT DETAILS:

NMMA will receive crated and skidded exhibit shipments at our warehouse up to 30 days in advance of the show. Storage and delivery to the show is no additional cost to the exhibitor. Shipments will be delivered to your space by Monday, February 12th, 2007. Cardboard boxes will not be received unless on a skid and shrink wrapped. All shipments must be pre-paid. **No collect shipments will be received.** All shipments must be on a straight bill of lading. Bills of lading are to be addressed identically with that of the exhibit material. **Correct weights** on all bills of lading must be provided otherwise, receivers estimate will prevail.

DIRECT SHIPMENT DETAILS:

Materials shipped directly to the Miami Beach Convention Center or the Sea Isle Marina and Yachting Center will only be received **ON** or **AFTER** Monday, February 12th, 2007

TERMS & CONDITIONS:

1. NMMA Limits of Liability and Responsibility – Material Handling Services Rules and Regulations are included in the Exhibitor Instructions for your information and are part of these terms and conditions.
2. Freight will not be received at the show site prior to the dates stated on the front of this form.
3. Shipments arriving before 8 a.m. and after 4 p.m., Monday through Friday, will be charged at the prevailing overtime rate (\$145.00/hour straight time and \$217.50/overtime hour).
4. All shipments should be made on commercial bills of lading.
5. All outbound shipments must be tendered with a **completed** NMMA bill of lading, signed and turned in to personnel at the freight service desk upon completion of packing your freight at the close of the show.
6. Any shipment requiring special handling due to length, width, height or weight will be handled on a time and material basis. Any single piece, due to its size, that will not fit through the doorways or elevators will be taken as far as possible and then become the responsibility of the exhibitor.
7. NMMA as the material handling contractor shall have control over the freight docks, doors, elevators and crate storage areas.

Return by January 5, 2007 to: NMMA FREIGHT DEPT.
9050 Pines Boulevard
Pembroke Pines, Florida 33024
954-441-3241 / Fax: 954-430-8043



RIGGING SERVICES ORDER FORM

This order form is for labor & equipment that may be necessary for work requiring a forklift and crew for spotting of engines, un-skidding / re-skidding of machinery, etc. (for placement of headers please contact the show decorator: BREDE Exposition Services).

<u>LABOR RATES:</u>	<u>STRAIGHT TIME</u>	<u>OVERTIME**</u>
Forklift - 2 men/hour	\$145.00	\$217.50

<u>EQUIPMENT RATES:</u>	
5,000 lb. forklift	Quote upon request
10,000 lb. forklift	Quote upon request
20,000 lb. forklift	Quote upon request
25 ton crane	Quote upon request

STRAIGHT TIME: 8:00 a.m. to 4:00 p.m. Monday through Friday
OVERTIME: Before 8:00 a.m. and after 4:00 p.m. weekdays,
ALL DAY Saturday, Sunday, and Holidays.

FOR INSTALLATION WE WILL REQUIRE THE FOLLOWING:

Date: _____ Time: _____ a.m./p.m. #of Crews: _____ #of Hours: _____

Equipment required: _____

FOR DISMANTLE WE WILL REQUIRE THE FOLLOWING:

Date: _____ Time: _____ a.m./p.m. #of Crews: _____ #of Hours: _____

Brief description of work to be done: _____

Company: _____ Space #: _____

Address: _____

City, State, Zip: _____

Telephone: _____ Fax: _____ e-mail: _____

Submitted by: _____

Starting time will only be guaranteed when men and equipment are requested for 8:00 a.m. - the start of the work day. Every attempt will be made to provide men at times other than 8:00 a.m. but, such times must be approximate. Rates shown above are based on current scale and are subject to change in accordance with the existing rates at the time of the show.

Return by January 5, 2007 to: NMMA Boat Shows
Melissa Gaffney, Operations Manager
9050 Pines Boulevard, Suite 305
Pembroke Pines, Florida 33024
954-441-3230 / Fax: 954-430-4171



EXHIBITOR APPOINTED CONTRACTORS

FOLLOWING THESE INSTRUCTIONS IS REQUIRED WHEN USING A CONTRACTOR OTHER THAN AN OFFICIAL NMMA SERVICE CONTRACTOR (listed in Supplier Order Forms).

An exhibitor appointed contractor (EAC) is any company other than the designated "official" contractors listed in the exhibitor kit, who provides a service (display/installation and tear-down, boat cleaners, models, florists, photographers, audio/visual, etc.) and needs access to your exhibit anytime during the installation, the show dates and dismantling.

NMMA management will consider exceptions to the use of NMMA official contractors only if the following criteria is met:

1. Complete and mail this form to NMMA Boat Shows no later than **January 5, 2007**.
2. Each EAC must provide a **Certificate of Insurance, naming the National Marine Manufacturers Association as an additional insured** with the following limits: Commercial General Liability coverage including contractual Liability coverage of at least **\$1,000,000** per occurrence and **\$1,000,000** aggregate. Statutory Worker's Compensation with Employer's Liability coverage in accordance with statutory regulations of the State of Florida (photocopies not accepted).
3. Agree to abide by all rules, regulations and amendments of the show.
4. Agree to abide by all union rules and regulations.
5. Wear identification at all times.

These requirements will be strictly enforced. If the exhibitor and/or EAC fails to supply these forms by January 5, 2007 the EAC will not be permitted access to the exhibit floor. Any delays will be billed at \$350.00 an hour or \$525.00 an hour overtime.

Exhibiting Company _____ Booth _____

Exhibit Contact
Person _____

Phone: _____ Fax: _____ e-mail: _____

Signature _____ Date _____

Type of work to be performed by Contractor: _____

Appointed Contractor: _____

Contact Person: _____

Address: _____

City _____ State _____ Zip _____

Phone: _____ Fax: _____ e-mail: _____

EXCLUSIVE CONTRACTORS: For insurance, safety and security purposes, the contractor designated by NMMA boat show management must be used for services such as catering, electrical, plumbing, telephone, drayage and rigging - NO exceptions will be made.

RETURN BY
JANUARY 5, 2007 to:

NMMA BOAT SHOWS
Attn: Judy Neary
200 E. Randolph Dr. Suite 5100
Chicago, IL 60601
Phone: 312-946-6247/ Fax: 312-946-0401

51

MEETING ROOM REQUEST FORM

- There are a limited number of meeting rooms available at the Miami Beach Convention Center.
- Meeting room assignments are handled on a first-come first served basis, at a cost of **\$130.00 per hour**.
- Meeting room requests will not be considered without a minimum **\$100.00 deposit due with application (credit card payments are acceptable)**.
- Upon receipt of deposit and room request, we will assign a room for your function based on the specifications you provide.
- All Meeting rooms are set to accommodate the maximum occupancy.
- If it is determined that in order to accommodate your meeting we need to re-set a room, we will require a \$200.00 re-set deposit. Post show, when we get the final settlement, we will issue refunds to this deposit or bill for additional fees as needed.

*** Once a meeting room is assigned, deposits are non-refundable.**

Date of meeting: _____ Expected Attendance: _____

Time / From: _____ a.m. / p.m. To: _____ a.m. / p.m. **Post on Web site:** [] Yes [] No

Name of meeting: _____

Name of speaker: _____

Audio Visual Required? [] Yes [] No (please check) A/V Contact information will be provided with confirmation.

Food service required? [] Yes [] No (please check) Catering Contact information will be provided with confirmation.

Set-up style: (please check)

Conference (board table with chairs around the table perimeter).

Classroom (All chairs facing one direction with tables in front of each row of chairs)

Theater (All chairs facing one direction)

Hollow Square (Tables arranged in a square with chairs around the table perimeter)

Rounds - 72" (Similar to banquet Style, round tables with chairs at each)

U-shape (Tables arranged in U formation with chairs around the table perimeter)

Company Name: _____ Contact Person: _____

Billing address: _____

City, State, Zip: _____

Phone #: _____ Fax #: _____ e-mail: _____

On-Site Contact person: _____ Cell Phone #: _____

(If different from Contact Person Above)

Credit Card Type: [] VISA [] MASTERCARD [] AMERICAN EXPRESS [] DISCOVER

Credit Card Number: _____ Expiration Date: ____/____
(must be valid through May 2007)

Print Card Holder's Name: _____ Signature: _____

**A NON-REFUNDABLE DEPOSIT OF \$100.00 IS DUE WITH THIS APPLICATION
BY COMPANY CHECK or CREDIT CARD
(DEPOSITS WILL ONLY BE REFUNDED IF WE CANNOT ACCOMMODATE YOU WITH A MEETING ROOM).
DO NOT WRITE BELOW THIS LINE**

Room assigned: _____ **Time:** From: _____ a.m./p.m To: _____ a.m./p.m.

51

OFFICIAL SERVICE CONTRACTORS

AUDIO/VISUAL SERVICE:

Projection Presentation
Technology
Exhibit Services
8351 Bristol Court, Suite 111
Jessup, MD 20794
800-377-7650 / Fax: 301-459-0026
exhibits@projection.com

BOAT DOLLY RENTAL:

NMMA Boat Shows
9050 Pines Boulevard, Suite 305
Pembroke Pines, FL 33024
954-441-3220 / Fax: 954-430-4171
mgaffney@nmma.org

CATERING:

Miami Beach Convention Center
Exclusive Caterer
1901 Convention Center Drive
Miami Beach, FL 33139
305-673-7311
www.miamibeachconvention.com

CELLULAR & RADIO RENTAL:

Florida Radio Rental
2700 Davie Road
Davie, FL 33314 (1-800-752-7073)
954-581-4437 / Fax: 954-581-7198
steve.regli@flaradio.com

CLEANING SERVICE:

All Convention Cleaning
2335 Mountain Top Road
Winston, GA 30187
(770) 949-3441 / Fax: 770-949-3358

DECORATOR:

(furniture, carpet, labor, etc.)
BREDE/ALLIED Exposition Services
2502 Lake Orange Drive
Orlando, FL 32837
407-851-0261 / Fax: 407-859-3904
www.bredeallied.com

ELECTRICAL SERVICE:

Edd Helms Electric, Inc.
17850 N.E. 5th Avenue
Miami, FL 33162
305-653-2520 / Fax: 305-651-5527
www.eddhelms.com

FLORAL DECORATIONS:

Spring Valley Floral
P.O. Box 760 / 169 Route 303
Valley Cottage, NY 10989
845-268-7555 / Fax: 845-268-6570
www.springvalleyfloral.com

FREIGHT SERVICES:

(shipping, rigging labor)
NMMA Boat Shows
9050 Pines Boulevard
Pembroke Pines, FL 33024
954-441-3220 / Fax: 954-430-4171
mgaffney@nmma.org

INSURANCE:

Acordia/Northwest Co.
P.O. Box 91143
520 Pike Street, 20th Floor
Seattle, WA 98101-4095
206-701-5207 / Fax: 206-701-5300
www.acordia.com/nmma2.html

INTERNATIONAL SHIPPING:

KUEHNE & NAGEL, Inc.
8550 N.W. 17th Street, Suite #100
Miami, FL 33126
410-609-2482 / Fax: 410-789-6547
Debbie.Amrein@Kuehne-nagel.com

MODELS & PERSONNEL:

Wilhilmina Models
927 Lincoln Rd., Suite 200
Miami Beach, FL 33139
305-674-7200

PHOTOGRAPHY:

Tim McAfee Photography, Inc.
1550 NW 182 Terrace
Pembroke Pines, FL 33029
305-231-0470

(continued on back of this page)

OFFICIAL SERVICE CONTRACTORS

(continued)

SECURITY:

Accurate Event Services

2419 Hollywood Blvd., Suite C
 Hollywood, FL 33020-6605
 954-927-4155 / Fax: 954-927-4156
gmarrin@accurateevents.com

TENT RENTAL:

Elite Tent Co.

2375 S.W. 58th Avenue
 Hollywood, FL 33023
 954-987-7908 / Fax: 954-987-8178

TELEPHONE/INTERNET SERVICE:

Miami Beach Convention Center

Telecommunications Department
 1901 Convention Center Drive
 Miami Beach, FL 33139
 305-673-5189 / Fax: 305-673-6796

OFFICIAL SERVICE CONTRACTORS

The National Marine Manufacturers Association (NMMA), acting on behalf of all exhibitors has appointed official service contractors to perform and provide necessary services and equipment.

EXHIBITOR APPOINTED CONTRACTORS

An exhibitor appointed contractor (EAC) is any company other than the designated "official" contractors who provide a service (display/installation and tear-down, boat cleaners, models, florists, photographers, audio/visual, etc.) and needs access to your exhibit anytime during the installation, show dates and dismantling. If you wish to appoint your own contractor, you must complete and return the EAC form in the order forms section by the due date.

EXCLUSIVE CONTRACTORS

For insurance, safety, security and City of Miami ordinance requirements, the contractor designated by NMMA show management must be used for services such as catering, drayage, electrical, plumbing, rigging, telecommunications, and tents - NO exceptions will be made.