

Together we achieve a lot more

As the trade association for the British Boating Industry, the British Marine Federation (BMF) not only represents the interests of member companies but also works tirelessly to help those companies derive tangible business gain through their membership.

Beyond standard training grants

“With BMF training expertise and grants – plus further considerable financial assistance arranged by BMF – we have revolutionised staff involvement in the business. Harnessing the power of group input has enabled us to really move our company forward.”

Jonathan Fielding, MYLOR YACHT HARBOUR

Doors opened to Italian market

“The BMF tour opened doors that are normally closed. We were welcomed into the heart of the Italian boatbuilding sector to meet major OEM buyers in their yards.”

Jeremy Usher, TREND MARINE

Accelerated development

“Working with the BMF technical team, we grew our applications knowledge more in two years than in the previous 20.”

James Grazebrook, HALYARD LIMITED

Priceless introductions

“In today’s highly competitive global market, quality research and data from various sources is the cornerstone of every strategic decision we make. The BMF’s role in supporting our own industry has been influential for a great many years.”

Bryan Jones, FAIRLINE BOATS PLC

What will your membership subscription cost?

Your membership subscription is calculated as a percentage of your company's annual marine turnover.

A 20% discount is applied where members have not exhibited at either London or Southampton Boat Show in the last 12 months. Subject to paying the minimum for the band with or without discount.

Minimum Subscription with or without discount is £200 for 2008/2009.

Band	Turnover	Multiplier	Min Sub for band Boat show Exhibitor	Min Sub for band with Non Exhibitor Discount
A	Up to £99,999	0.00325	200	200
B	£100K - £199,999	0.0031	325	260
C	£200K - £399,000	0.0027	620	496
D	£400K - £599,999	0.00215	1,080	864
E	£600K - £999,999	0.001725	1,290	1,032
F	£1M - £1,999,999	0.0011	1,725	1,380
G	£2M - £3,999,999	0.00085	2,200	1,760
H	£4M - £5,999,999	0.000675	3,400	2,720
I	£6M - £9,999,999	0.00045	4,050	3,240
J	£10M - £14,999,999	0.00035	4,500	3,600
K	£15M - £24,999,999	0.00022	5,250	4,200
L	£25M - £39,999,999	0.00015	5,500	4,400
M	£40M +	0.00011	6,000	4,800

ASSOCIATE MEMBER FLAT RATE £200

Example 1: Boat Show Exhibitor with turnover of £220,000

Check appropriate band and multiply turnover by band multiplier: (Band C) $220,000 \times 0.0027 = £594$

Check if amount calculated is less than minimum subscription for Boat Show Exhibitor in band C = £620

As amount calculated is less than minimum for band you will pay the minimum for the Band = £620

Example 2: Non Boat Show Exhibitor with turnover of £150,000

Check appropriate band and multiply turnover by band multiplier: (Band B) $£150,000 \times 0.0031 = £465$

As Non Boat Show Exhibitor apply 20% Discount: $£465 \times 0.8 = £372$

Check if amount calculated is less than minimum subscription for band B with Non Exhibitor Discount = £260

As amount calculated is not less than minimum for band you will pay amount calculated = £372

The above subscription rates exclude VAT

BMF PAYMENT SUBSCRIPTION DEADLINES EXISTING MEMBERS

- To retain prompt payment discount pay by 31st August 2008
- To prevent loss of Southampton 2008 Boat Show Discount pay in full by 31st August 2008
- To prevent suspension of membership (unless paying by Direct Debit) pay by 30th September 2008
- To prevent cancellation of membership (unless paying by Direct Debit) pay by 30th November 2008

It is important to note that, if changing to Direct Debit, we must receive your completed direct debit instruction by 31st July 2008

SUBSCRIPTION SURCHARGE

A subscription Surcharge will be raised for those companies or group of companies whose Boat Show Discounts for the year ended 30th June 2009 are more than 8 times their subscription in the year ended 30th June 2009. The surcharge will be the amount required to bring their subscription to 12.5% of their total discounts.

For more details on how your subscription is calculated visit www.britishmarine.co.uk

Make the most of your membership today,
log on to www.britishmarine.co.uk or call us:

BRITISH MARINE FEDERATION, MARINE HOUSE, THORPE LEA ROAD, EGHAM, SURREY TW20 8BF

Tel: 01784 223663

Fax: 01784 439678

E-mail: membership@britishmarine.co.uk



Discover the value of membership

What can the BMF do for you today?

Our 10 service areas – and countless ways in which your BMF membership fee can pay for itself.

1 Technical Service

Provides BMF members with comprehensive information on all technical, regulatory and manufacturing issues relevant to recreational boating and commercial craft. Regularly consulted by Government on proposed legislation and EU directives.

Talk to Nik Parker nparker@britishmarine.co.uk Tel: 01784 223634

DID YOU KNOW?

Our Technical team works with member companies to harness new technology, streamline processes and achieve greater efficiency and competitive edge.

2 Statistics and Market Research Service

Provides valuable, up to date information on the UK and international marine industry to improve members' knowledge of existing and potential markets. Projects include an annual industry assessment, participation surveys, market trends and many more.

Talk to Karen Boss kboss@britishmarine.co.uk Tel: 01784 223615

DID YOU KNOW?

Every BMF member company is entitled to one free copy, on request, of each of the many market research reports we produce each year.

3 Environmental and Boating Facilities Service

Provides information and practical advice to help you improve environmental performance and compliance, and to help you resolve related issues. All of which can be vital to the future growth and prosperity of your business.

Talk to: Brian Clark bclark@britishmarine.co.uk Tel: 01784 223644

DID YOU KNOW?

As a BMF member you have access to invaluable expertise on marine planning issues, including three free hours of planning advice.

4 Marketing Service

Promotes the BMF, its members and participation in boating and watersports. The service also keeps members, the media and other interest groups up to date with news about the BMF's activities.

Talk to Hayley James hjames@britishmarine.co.uk Tel: 01784 223639

DID YOU KNOW?

By promoting awareness of the BMF and encouraging consumers to buy from BMF members, we have attached considerable value to the BMF logo itself.

5 Training Service

Assists with recruitment and training at every level, from initial training through to skills and professional development. Also develops marine qualifications and promotes marine careers through schools and colleges.

Talk to Sarah Dhanda sdhanda@britishmarine.co.uk Tel: 01784 223629

DID YOU KNOW?

As a BMF member you are entitled to apply for BMF training grants for you or your employees, and also advertise jobs for free on our highly popular Job Vacancies web pages.

6 Government Relations Service

Maintains direct contact with Government and key opinion formers. Directly benefits members by monitoring all draft legislation and proposals and lobbying on issues of national significance to the marine industry.

Talk to Howard Pridding hpridding@britishmarine.co.uk Tel: 01784 223638

DID YOU KNOW?

As a BMF member you will be kept fully informed of all regulatory and political issues likely to affect your business. We also make representations on your behalf.

7 International Development Service

Offers the financial and practical support you need to exhibit and actively promote your products and services to overseas markets. Whether you export already or want to start exporting, help is at hand. The team also invites senior buyers from around globe to the UK to showcase British excellence.

Talk to Tom Chant tchant@britishmarine.co.uk Tel: 01784 223642

DID YOU KNOW?

Our Inward Mission regularly brings international buyers and press to your doorstep, saving BMF members a fortune in travel costs and time.

8 Legal and Financial Service

Provides practical help to improve the efficiency and profitability of your business. The service includes VAT and legal helplines and access to guidance notes on employment, tax, health and safety etc, as well as standard contracts and terms of business.

Talk to Tamzin Matthew tmatthew@britishmarine.co.uk Tel: 01784 223729

DID YOU KNOW?

BMF members can save thousands of pounds each year through free, unlimited access to a 24-hour professional Legal Advice helpline.

9 National Boat Shows Service

Takes an active lead in the healthy growth of our industry and provides high profile consumer and trade 'shop windows' for your products and services through ownership and operation of the London and PSP Southampton Boat Shows.

Talk to Carol Taylor ctaylor@britishmarine.co.uk Tel: 01784 223618

DID YOU KNOW?

BMF members may qualify for up to 25% exhibition space discounts and six free tickets to our shows.

10 Commercial Benefits Service

Provides specially negotiated discounts from leading UK business suppliers. Save on IT hardware, car leasing, couriers, stationery, hotels, foreign exchange, phone bills, fuel and energy, and more.

Talk to Hazel Parker hparker@britishmarine.co.uk Tel: 01784 223663

DID YOU KNOW?

BMF members get up to 50% off the cost of processing credit and debit card transactions from Barclaycard Merchant Services.

BENEFITS IN BRIEF

See how the value adds up

- ✓ Access to the full range of BMF services
- ✓ Access to training grants
- ✓ Preferential rates at BMF-organised training courses
- ✓ Up to date technical advice on issues that affect marine businesses
- ✓ Health and safety guidance
- ✓ Free planning advice
- ✓ Free access to comprehensive, up to date statistics and research for UK and international marine markets
- ✓ Free access to 24-hour legal helpline and web-based legal manual
- ✓ Debt recovery and dispute resolution services
- ✓ Legal agreements and standard business documents available online
- ✓ Money-saving commercial benefits such as lower cost credit and debit card processing
- ✓ Financial support to help you attend overseas boat shows
- ✓ UK-based events to put you in touch with overseas buyers and media
- ✓ Regular informative publications to help you keep abreast of current issues
- ✓ Free weekly e-newsletter and monthly magazine
- ✓ Space discounts at BMF-run UK boat shows
- ✓ Access to members' lounge at BMF-run UK boat shows
- ✓ Six free tickets per year to NBS events for non-exhibiting members
- ✓ Additional trade tickets at reduced rates
- ✓ Free entry on the BMF website and in the BMF Classified Buyers' Guide, plus free copy
- ✓ Online advice and publications in the members-only area of the BMF website
- ✓ Regular networking opportunities at BMF events and through BMF Regional and Group Associations

Find out more at www.britishmarine.co.uk