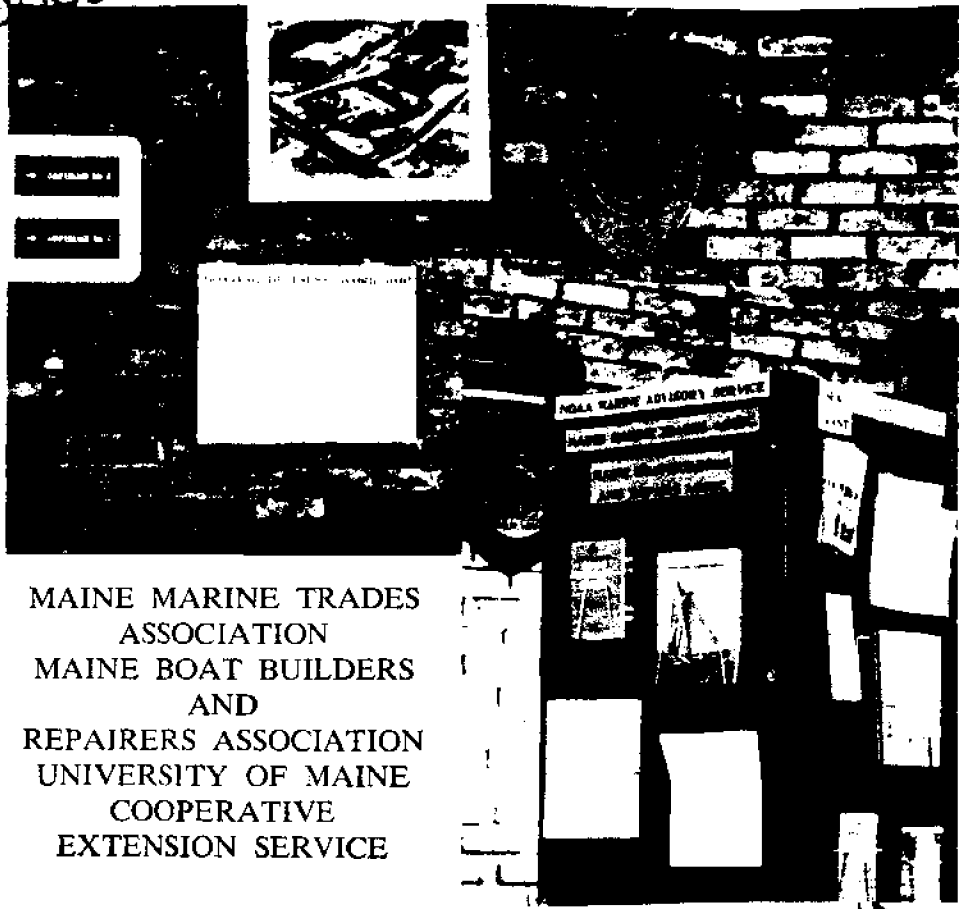


MAINE'S FRESH AND SALT WATER
PLEASURE BOAT SERVICE INDUSTRY
BOATING BUSINESS WORKSHOP

March 26, 1973

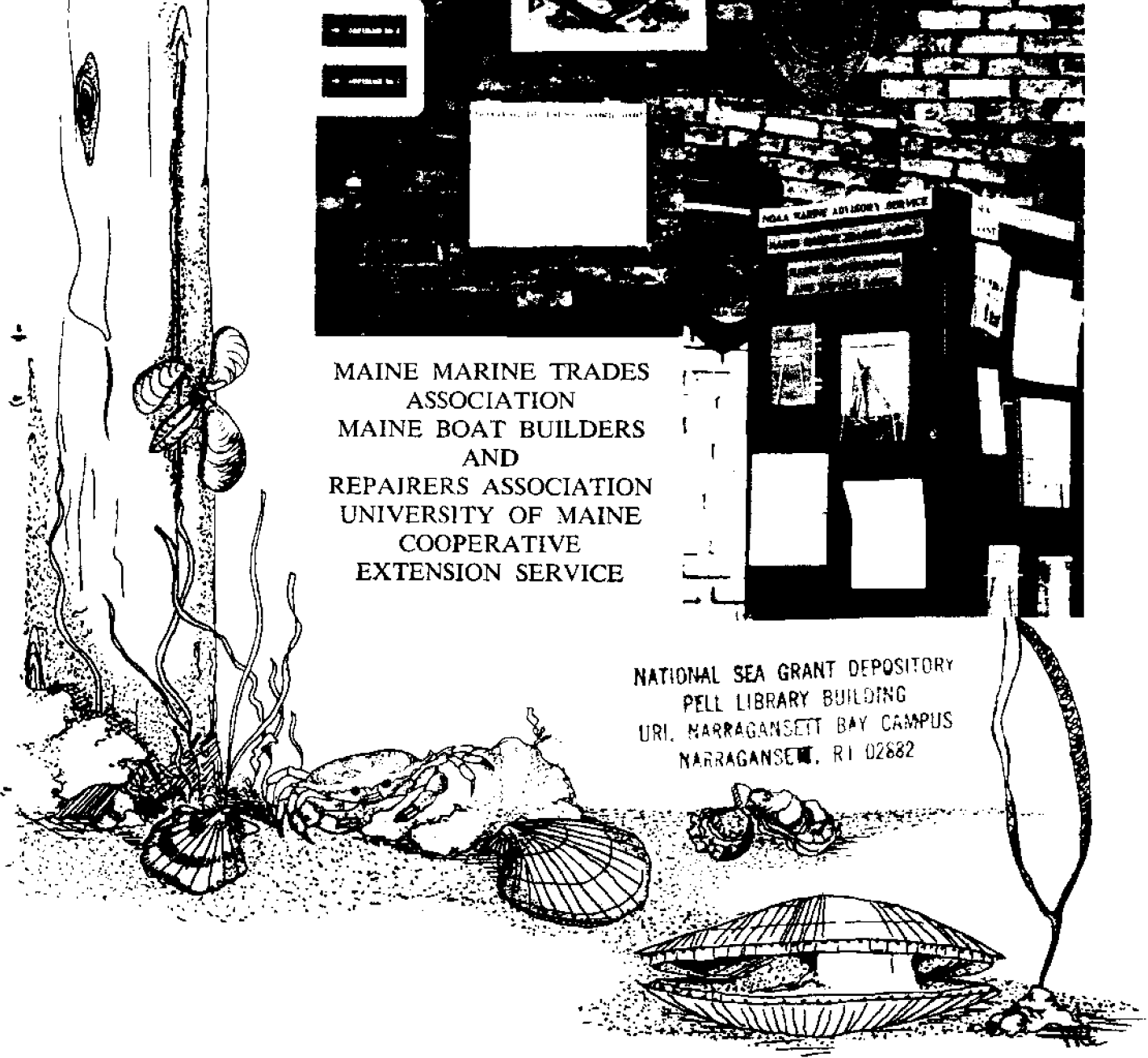
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**MAINE'S FRESH AND SALT WATER PLEASURE BOAT
SERVICE INDUSTRY BOATING BUSINESS WORKSHOP**

March 26, 1973

Holiday Inn, Augusta, Maine

LOAN COPY ONLY

Paul D. Ring, editor

This workshop would not have been possible without the planning and arrangements made by the officers and members of the Maine Boat Builders and Repairers Association and the Maine Marine Trades Association. Frederic Felton deserves special thanks for his work on behalf of the marine trades industry in Maine.

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Ira C. Darling Center Contribution No. 63

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COOPERATIVE EXTENSION SERVICE

UNIVERSITY OF MAINE • ORONO, MAINE 04473

Marine Laboratory
Walpole, Maine 04573

March 9, 1973

To: Members of the Fresh and Salt Water Pleasure Boat Service Industry

**From: Paul D. Ring, Marine Specialist, Cooperative Extension Service,
Marine Laboratory, Walpole, Maine 04573
Telephone: 563-3146**

**Frederic Felton, Executive Secretary,
Maine Boat Builders and Repairers Association and
Maine Marine Trades Association
Cumberland Foreside, Portland, Maine 04101
Telephone: 781-4959**

Re: BOATING BUSINESS WORKSHOP

Enclosed is a program and registration form for a joint meeting of members of the Maine Marine Trades Association, Maine Boat Builders and Repairers Association and all others interested in boating business management.

It is intended that the workshop be a forum: 1) to increase communication within the pleasure boat service industry in Maine; 2) to share common problems and practices in discussions with knowledgeable professionals; 3) to initiate, discuss, and formulate positions on new boating legislation for the betterment of the industry in Maine; and 4) to produce a well coordinated environment for boating in Maine.

An attendance fee of \$15.00 per shop will cover expenses for shop registration, coffee, donuts and one meal. An extra charge of \$6.00 will be made for each guest meal. Proceedings of the meeting will be mailed to all registered shops and interested citizens.

Registrations must be in to Fred Felton (address given above) by SATURDAY, MARCH 24 for meal reservations with the Holiday Inn.

BOATING BUSINESS WORKSHOP

Monday, March 26, 1973/ Holiday Inn, Augusta, Maine

Sponsors: Maine Marine Trades Association
 Maine Boat Builders & Repairers Association
 Cooperative Extension Service, University of Maine

Program:

8:30 AM Registration, Coffee and Donuts

9:00 Welcome and Introductions, FRANCIS L. PIERCE, Director, MMTA

9:15 Money Management, CHARLES MacMULLEN, Moderator

 ACCOUNTING: ANTHONY SILVA, Jordan & Jordan

 financing: ALBERT E. WAITT, JR., VP Canal National Bank

9:55 QUESTIONS

10:15 Coffee

10:30 Business Protection, DAVID MONTGOMERY, Allen Insurance Agency,
 Moderator

 COMPANY INSURANCE: DAVID MONTGOMERY, Allen Insurance Agency

 MARINE INSURANCE: RON BARRON, Insurance Co. of North America

11:10 QUESTIONS

11:40 OSHA: BOB MATTINGLY, publisher of the "OSHA Brief"

11:50 Socio-Economic Analysis of the Fresh and Salt Water Pleasure
 Boat Service Industry in Maine. F. RICHARD KING, Assistant
 Professor Department of Agricultural and Resource Economics,
 University of Maine, Orono

 QUESTIONS

12:00 Attitude Adjustment

12:30 Luncheon

1:30 Keynote Speaker: A. EDWARD LANGLOIS, JR., Maine Department of
 Transportation, Bureau of Waterways

SPLIT SESSIONS

2:00	<u>Shop management:</u> ROBERT SMALL, Moderator	<u>Store management:</u> DAVID HODGKINS, moderator
	SERVICE SHOP MANAGEMENT: PETER KELLOGG, Chase Leavitt & Co.	STORE MANAGEMENT: BEN EATON, Zayre Dept. Store
	FIBERGLASS REPAIRS: FRED HART, Satellite Corp.	HOW TO INCREASE STORE SALES THROUGH EFFECTIVE ADVERTISING: DOUGLAS HOWE, Portland Press Herald
	QUESTIONS	QUESTIONS

COMBINED SESSION

3:00 Legislation affecting the boating industry, WALTON BAKER,
 Moderator

 BOATING SAFETY STANDARDS, G. JAMES LIPPMAN, American Boat
 and Yacht Council

 MAINE DEPARTMENT OF ENVIRONMENTAL PROTECTION, T. TARPY SCHULTEN,
 State Senator, Chairman of Natural Resources Committee

 A NEW EXCISE TAX ON BOATS AND MOTORS, RANSOM P. KELLEY,
 State Representative

 NEW BOATING LAWS, ROBERT H. JOHNSON, Director of Maine Bureau
 of Watercraft Registration and Safety.

4:30 Happy boating to you and your customers!



INTRODUCTIONS BY FRAN PIERCE



SOME OF THE PARTICIPANTS AT THE FIRST SESSION

ACCOUNTING: ANTHONY E. SILVA

I wish to thank you for the privilege of speaking here today. Since Mr. Waite is here I will confine my remarks to accounting and let him speak about financing, both current and long-term. I realize that a number of you have other related operations, such as restaurants, however I will only cover marine operations.

In order to operate a profitable marina, it is necessary to know your costs per classification of sale. Most new boats have a manufacturer list price and provide for a 17-25% markup. Therefore, if your only operation was the sale of new boats, you would have to control your selling and general expenses so that they were less than the gross profit percentage.

However, I believe that most of you provide the full range of services usually associated with marinas and boat repair facilities; therefore, it is recommended that you consider having all employees prepare time sheets that cover all of the hours that they work in a week, not just the hours that they work on customer/boats. Some of the classifications might be:

- Customer labor
- Launch
- Floats
- Storage
- Chandlery
- Moorings
- Yard Maintenance
- Company boat maintenance and repairs

The accumulation of the hours worked plus an allocation of payroll related items, such as payroll taxes, workmen's compensation insurance and other employee benefits will provide for the labor charges which when added to purchases, and other direct charges will provide the costs of not only service to customer's boats but also, the costs of setting out moorings, launch service, storage, hauling, etc.

Once these costs are known, prices can be established to cover the indirect costs, selling and general expenses and provide for a return on investments. If your marina is subject to the regulations of Economic Stabilization Program it is necessary to cost justify any price increases and therefore, a necessity to know related costs.

It is a generally accepted accounting principal that sales and their related costs be matched in the same accounting period. Therefore, in those instances where a service is provided that covers a portion of two accounting periods, it is necessary to defer a portion of that income to cover the costs that are incurred in a subsequent accounting period. For example, assume that a marina on an accrual basis of accounting whose year ends December 31, charge storage of \$100 for a boat that is to be hauled in October and launched in April. The customer is billed in October for \$100. The marina, however, will incur costs in both accounting periods, therefore, in this case \$50 of the charge, should be deferred on December 31 and taken into income in April to be matched against the costs of launching the customer's boat.

I would also recommend that you adopt a budget since boat sales have varied so much during the past few years, although 1973 appears to be headed for a record year, it might be prudent to be conservative in forecasting boat sales - other sales generally can be forecasted based on references to the past two years. Expenses and profit can then be budgeted.

Once you have a budget, do not put it away but, compare your monthly operating results to it, and if necessary take appropriate action. This is the first step to developing a long-term budget which will provide for expansion, improvements, major repairs and debt retirement.

I would again like to thank you for giving me this opportunity to convey the thoughts of an accountant to you. After Mr. Waitt finishes we will try to answer any questions that you might have.

FINANCING: ALBERT E. WAITT, JR.

Most businesses need to make use of funds supplied by lending institutions. How these funds are employed by your business is of particular interest to your bank. The reason for your borrowing has a direct bearing on how your bank should treat your loan. Is it for short term working capital, seasonal working capital or for the support of fixed assets? So many times we have seen short term financing that should have been long term, seasonal lending that went to annual and then to a situation that dried up the dealers borrowing power because of a poorly implemented loan reduction plan, no plan at all, or too heavy trading on the dealers part. This situation occurred frequently back in the late 50's and early 60's when your industry started to grow rapidly. Well, so much for the basic pitfalls. How do you avoid them?

General Comments: Get your business a good knowledgeable accountant. Second, find out how your banker looks at your business. Realize full well that the banker is interested in the growth of your business. He is interested in how you handle your credit commitments. Finally, become a pro in analysing your own balance sheet, operating figures, and profit and loss statement.

To give you a brief idea of what banks do with the financial reports that you submit to them and why, let's look at five basic areas that determine the viability of a business and tell much about the management: (1) working capital, (2) liquidity, (3) fixed assets, (4) capital, and (5) profits.

Because of the seasonality of your industry, it is difficult for the banks to make external comparisons. The comparisons that are made are internal and based on the figures of a particular account. Comparisons from dealer to dealer are difficult because of the variation in departmental organization among firms. It is advantageous when you and your bank can relate without the use of comparisons. Your own track record is then not influenced by non-comparable figures.

Working Capital: Usually one universal comment can be made about working capital -- there is never enough! Basically, working capital is defined as the excess of current assets over current liabilities. It is an important measure of the company's ability to meet current debt, measures the adequacy of the company's working funds, and measures the cushion available to creditors. This text book definition can get a lot of people into trouble, for it fails to mention that working capital is a quality test as well as a quantity relationship. The question is how good are the assets that make up the working capital asset? As an example a company with current assets of \$120,000 and current liabilities of \$80,000, has a net working capital position of \$40,000; a company with current assets of \$60,000 and current liabilities of \$20,000 has net working capital of \$40,000. The first company has \$1.50 in assets to pay each dollar of current debt; the other company has \$3.00 in assets to pay \$1.00 of debt. The two companies do not have the same financial strength even though the working capital is the same. Both companies may have the same problem if inventory and receivables are questionable. This means that working capital does not turn over fast enough to support the trading position of the company. A vehicle for turning working capital is rapidly

turning receivables and inventory. A means of conserving the use of working capital and cash is the dealer's ability to floorplan his inventory with the bank or the manufacturer. I will be glad to answer any questions on floorplanning as time permits later.

Liquidity: When I talked about working capital I made mention of asset turnover. This is liquidity, the ability to turn assets into cash. Because of the seasonal nature of your business, you have high summer liquidity but slow liquidity the rest of the year. Floorplanning and short term borrowing can be employed to maintain liquidity.

Fixed Assets: This is the area that should be of major concern to both the dealer and his banker. Why? It is this area of the balance sheet that has the most dramatic effect on the working capital tightness of a business. Without proper long term financing the bricks, mortar, capboard, and shingles can dry up your working capital and have a negating effect on liquidity. If we compare marine facilities with, let's say, an automobile dealer, twice as much capital is tied up in fixed assets (see table 1). There are several reasons for this: (1) expensive boat handling equipment, (2) costly water front locations, and (3) the tendency to retain property as company owned, rather than to lease back from a realty corporation. The point is the more working capital tied up in fixed assets, the less available for investment in direct revenue producing assets. The ability to finance fixed assets is usually in proportion to maintaining short term working capital lines of credit. Unfortunately, in the marine industry in general, the return of fixed asset investment is low and the dealer should look at that fixed asset expansion as a means of increasing the rate of return of related segments of his business,

such as sales.

Capital: We have quickly covered and highlighted three areas of the financial report that a bank looks at. The fourth area is the area of owner's equity. In other words, who really owns the company, the creditors or the man who hangs his shingle outside the office? Capital is made up of the original capital paid in plus profits retained in the business. Although marine firms as a group have reasonably adequate capitalization, it is generally not liquid. That is to say capital is invested in slower turning assets because of season and heavier fixed assets. Your bank should take this fact into consideration in providing you with financing counsel. You should take this into consideration in determining the projected margin of net profit you want from your investment. This brings me to the fifth area of attention which is certainly not last in importance, neither is it immoral (!) and that is profit.

Profits: A bank will look at the marine dealer originally as a high gross margin operator, but that is where it ends. Your high operating costs shrink to a pre-tax profit of less than 1.3% on sales on an average. We use pre-tax profit as a yardstick to eliminate tax rate variables.

Importantly, to you as operators, profitability after a fair salary is your return on investment. As profit is the name of the game in any business, the control of operating expense, the establishment of sales and profit goals, the proper and efficient use of resources are critical; this is especially true in a seasonal business such as yours. I cannot overemphasize the necessity for establishing operating budgets and control of overhead expenses. Although

trite to say, and despite cases to the contrary, the banker is on your side. Know the story your financial statement tells, after all you wrote it. Listen to his advice, but most of all make sure he knows your business and your plans.

Let me leave you with this final thought in the words of a leading member of the finance community -- "Tinstafel" -- which means there is no such thing as a free lunch!

Each QUESTION period on the schedule (pages 2 and 3) provided for general discussion. Each participant had the opportunity to discuss operating procedures and problems he has experienced. All those in attendance agreed that this session and the ones to follow were very beneficial.

Some pointers given during the discussion include:

1. An auditor looks for variance in hours charged, so keep precise records on: employees time, time spent hauling a boat, telephone time, etc.
2. Put all storage transactions on the books each fall.
3. Land value needs to be updated regularly.
4. Record deferred compensation: pension plans, bonus plans, or profit sharing plans. Defer 1/2 of storage fees until the following spring (year).
5. Keep hull identification and boat registration numbers with the customer account number.
6. Putting your property under a separate corporation increases capital liquidity and allows off balance sheet financing.
7. We need to explore finance-insurance problems in the marine trades in more detail.

Table I. A Comparison of Boat and Auto Dealer Financial Statements

	COMPOSITE--46 BOAT DEALERS		COMPOSITE--1059 AUTO DEALERS	
	\$	%	\$	%
ASSETS				
Cash	\$ 28,000	6.2	\$ 34,000	5.9
Marketable Securities	4,000	.9	2,000	.4
Receivables (Net)	62,000	13.6	56,000	9.7
Inventory (Net)	221,000	48.4	347,000	60.2
All Other Current	9,000	1.9	19,000	3.2
Total Current	324,000	71.0	458,000	79.3
Fixed Assets (Net)	105,000	23.0	72,000	12.4
All Other Non-Current	27,000	5.9	47,000	8.3
Total Assets	<u>\$456,000</u>	<u>100.0%</u>	<u>\$577,000</u>	<u>100.0%</u>
LIABILITIES				
Due to Banks - Short Term	\$ 92,000	20.1	\$209,000	36.2
Due to Trade	57,000	12.6	31,000	5.4
Income Taxes	4,000	1.2	9,000	1.5
Current Maturities LT Debt	5,000	1.4	8,000	1.3
All Other Current	49,000	10.8	58,000	10.0
Total Current Debt	211,000	46.2	315,000	54.6
N-C Debt, Unsubordinated	59,000	12.9	52,000	9.0
Total Unsub. Debt	270,000	59.1	367,000	63.6
Subordinated Debt	5,000	1.1	2,000	.4
Tangible Net Worth	181,000	39.8	208,000	36.0
Total Liab. & Worth	<u>\$456,000</u>	<u>100.0%</u>	<u>\$577,000</u>	<u>100.0%</u>
INCOME DATA				
Net Sales	\$973,000	100.0%	\$2,606,000	100.0%
Cost of Sales	752,000	77.3	2,163,000	83.0
Gross Profit	221,000	22.7	443,000	17.0
All Other Expense (Net)	204,000	20.9	396,000	15.2
Profit Before Taxes	17,000	1.8	47,000	1.8
RATIOS				
Current		1.5		1.5
Fixed/Worth		.6		.3
Sales/Receivables	15.6	23 days	47.5	7 days
Cost of Sales/Inventory	3.4	105 days	6.2	58 days
Sales/Working Capital	8.6		18.2	
Sales/Worth	5.4		12.5	
% Prof. Before Tax/Worth		9.4		22.6
% Prof. Before Tax/Tot. Assets		3.7		8.1



CONFERENCE PARTICIPANTS



COMPANY INSURANCE: DAVID MONTGOMERY

I will briefly review some components of a good insurance program.

I. Workman's Compensation

- A. Disability - statutory benefit required by Maine law
- B. Longshore and harborworkers
- C. Employers liability

II. General Liability -- the most important and complex coverage that you can buy. Insured Named.

A. General Operations

- 1. On shore -- office, store, yard, and mobile equipment (covered unless licensed for the road).
- 2. On water -- handling customer boats, deliveries, workboats, demonstrators, rentals, and charters.

B. Repairer's and storer's legal liability coverage

- 1. Repair
- 2. Storage
- 3. Moorings and slips
- 4. Hauling
- 5. Fuel and miscellaneous service
- 6. There are policy limits and deductables

C. Products and completed operations coverage on products, distributor and retailers until they have relinquished possession.

- 1. Products: winch, halyard, electronic equipment
- 2. Completed operations: thru-hull fittings -- either building or repair

D. Contractual agreements. A businessman can incorporate "hold harmless agreements" in any contract.

- 1. Leasing of buildings, equipment, etc.
- 2. Require a certificate of insurance from contractors working for you.

E. Auto coverage

- 1. Company owned cars, trucks, and trailers
 - a. Liability
 - b. Physical damage
 - (1) Comprehensive
 - (2) Deductables -- 50-100-250
- 2. Non-owned and hired vehicle coverage for employee's car while on company business, etc.

F. Limits

- 1. Personal injury minimum -- \$100,000
- 2. Physical damage minimum -- \$ 50,000
- 3. Umbrella policy minimum -- \$1,000,000

G. Fire -- blanket or specific coverages

- 1. Buildings
- 2. Wharf
- 3. Contents
- 4. May integrate coverage of windstorms, hail, explosion, riot, aircraft, vehicles, and smoke.

- H. Marine -- floaters
 - 1. Mobile equipment
 - 2. Tools and Machinery
 - 3. Dealer's inventory -- boats, including transportation
 - 4. Owned boats and floats
 - 5. Rental boats and demonstrators
 - 6. Charter boats
 - I. Other
 - 1. Business interruption
 - 2. Extra expense
 - 3. Glass
 - 4. Accounts receivable
 - 5. Valuable papers
 - 6. Boiler
 - 7. Fidelity, including money
 - 8. Life
 - 9. Group: life, hospitalization, major medical, pension and profit sharing.
- III. General thoughts on buying insurance.
- A. Don't ask several agents to bid on policies. Choose a knowledgeable, reliable agent that you have confidence in and can communicate with.
 - B. Give your agent as much of your time as he needs and the information he asks for.
 - C. Make your agent part of your staff and get your money's worth out of his commission by using his knowledge.
- IV. How to save money.
- A. Ask agent to get competitive bids on the various coverages he places for you: marine, umbrella, package policies.
 - B. Use deductables.
 - C. Cover the big loss and self-insure the small.
 - D. Review fire rates and get local fire warden to make safety recommendations. Follow recommendations and if loss experience is good be sure you are getting "experience credits" on your policies.
 - E. Your agent should use his knowledge and imagination to benefit you.
- V. Closing
- A. You can't be an insurance expert so use your agent and companies to advantage. Listen to their advice and follow their recommendations.
 - B. Final decisions you must make on your insurance program need to be based on your own business philosophy.

MARINE INSURANCE: RON BARRON

Mr. Barron reinforced the points that Mr. Montgomery outlined previously.

Particular interest during the general discussion centered on coverage of robbery, burglary, storm damage, liability, and fire.

Some pointers offered during the discussion were:

1. Robbery -- life must be threatened
2. Burglary -- physical signs of a break necessary
3. Use deductables in all coverages
4. A blanket crime policy will cover employee dishonesty, etc.
5. INA Security Watch
 - Storm damage is covered even when the boat has been hauled.
 - Cost of labor, doubling lines, hauling, etc., is covered even if a forecasted hurricane never hits.
 - This coverage is available without purchasing other INA insurance policies.
6. The federal government has a flood insurance program we should investigate.
7. What could the Associations here today do to get package policies for members? Probably nothing in terms of fire and workmen's comp. We need to explore this area in another workshop.

OSHA, Occupational Safety and Health Act: BOB MATTINGLY

Mr. Mattingly briefly introduced OSHA by presenting copies of the "OSHA Brief" to workshop participants. He left questioning open for informal discussion over lunch and during breaks in the afternoon.

SOCIO-ECONOMIC ANALYSIS OF THE FRESH AND SALT WATER
PLEASURE BOAT SERVICE INDUSTRY IN MAINE: F. RICHARD KING

PROJECT OBJECTIVES: The major objective is to provide to private and public units in the pleasure boat service industry and their associations, and to municipal, state and regional agencies and governments information about the pleasure boat service industry and its developmental needs and constraints, and about the boating public, to aid in private and public decision making. To accomplish this the specific objectives are:

1. To assemble and analyze data on resource use, business characteristics, capacities, economic viability, and expansion plans of public and private units in the pleasure boat service industry on fresh and salt water.
2. To determine the numbers of socio-economic characteristics of the boating public; their preference regarding boating sites, facilities, and activities; and the role of boating in their recreation experience complex.
3. To identify those economic and developmental aspects of the pleasure boat service industry for which specific research and advisory activity would (a) increase the economic viability of individual units, (b) enhance the economic impacts of the industry at the local, state, and regional levels, and (c) assist public bodies in coastal zone planning and management.

RESEARCH PROCEDURES:

1. To Identify Industry Characteristics:
 - a. Maine will be one of seven states that will conduct a survey of all public and private pleasure boat service industry units on fresh and salt water. (This survey will use a core survey instrument developed by a committee of researchers from the six New England states and New York.) The economic and characteristic information developed in Maine can be aggregated for the whole region.
 - b. The complete list of pleasure boat service units will be developed from information available in the U.S. Census; State Departments of Development, Conservation, Resources; U.S. Coast Guard; Marine Industry Associations; Cooperative or Marine Extension Services; and others.

- c. The survey will be conducted by a mail technique, in combination with phone and personal interviewing for those firms that do not respond by mail. The assistance of the state and regional marina industry associations will be used in conducting the survey.
 - d. The project will contribute directly to a proposed regional project. Each state will summarize and analyze its survey results using common programming techniques, and will provide required output for a regional summary to be done by the Resources Development Center, University of New Hampshire.
2. To Identify Boating Public Characteristics and Preferences:
- a. A sample of pleasure boat owners will be surveyed by mail to determine their socio-economic characteristics such as age, family size, occupation, income, and residence; their boat ownership; their experience and preferences as regards boating sites, facilities, and experiences; and their use of boats and boating as a part of their recreation experience complex.
 - b. The sample of pleasure boat owners will be developed from lists of boat tax payers to local and state jurisdictions and lists of boat registrations.
 - c. To supplement the mail survey of boat owners, and to develop information about non-owner boat users, personal interviews will be conducted at selected boating facility sites. Usual sample survey techniques will be used to select facility, times of survey, numbers of respondents, and the like.
3. To Identify Developmental Aspects:

The two surveys will be designed to provide information necessary to identify specific areas for research or advisory activity which would increase economic viability of units and to identify aspects of the pleasure boat service industry which would enhance the economic impact upon the area and assist in public planning.

RELEVANCE OF RESEARCH: Current public concern with environmental impacts has led some towns to restrict development of marine services through zoning ordinances. At the same time, rapidly rising prices of shoreline properties limit expansion of pleasure boat service facilities, since it is difficult for them to pay residential prices for land and still maintain a profit. The marina industry operates largely as a private sector, providing access to a publicly owned resource -- the coastal waters. Thus, the characteristics of the industry must be known to those who are concerned with shoreline management policies.

New England faces severe problems in allocating its fresh and salt water shoreline among competing uses, and these problems are likely to grow in complexity and number in the near future. Demand for the use of shoreline for recreational purposes is expected to increase substantially, including the use of space for marine services. The number of recreational boats in use in the United States increased from 7.5 million in 1962 to 8.98 million in 1971, and indications are the trend will continue.

Reasons why the demand for marine services is expected to grow center, primarily, on the growth of income and population. Leisure activities customarily have high income elasticities of demand, and per capita income in coastal areas has been rising steadily. Likewise, the outlook for continued population growth leads one to anticipate an increased demand.

The outlook for the availability of marine services, on the other hand, is that the quantity will not increase in line with demand. In the absence of other programs, therefore, users may expect prices of marine services to rise, there will be increased difficulty in obtaining access to the shore and to boating facilities, and rationing may be accomplished by price rather than other factors.

The research will be problem oriented so will provide information to facility managers and public bodies which will help them make decisions.

Some of the questions raised and areas cited as needing further research by the "Maine Comprehensive Outdoor Recreation Plan" conducted by the Department of Parks and Recreation might be answered by this study.

THE BUREAU OF WATERWAYS: A. EDWARD LANGLOIS, JR.

The Bureau of Waterways is very concerned with the following six areas:

- I. Sanitary Waste
 - A. The National Research Council and National Academy of Sciences are researching this topic.
 - B. There is a publication available on the treatment and disposal of sanitary wastes.
 - C. Legislation and standards apply in navigable inland and coastal waters. (Apply to toilets, laundries, and galleys).
 - D. Training men for shipboard handling will be needed.
 1. natural decomposition
 2. treatment facilities
 3. holding tank
 - E. Shoreside development
 1. facilities
 2. charges
 3. storage space
 4. retention
 5. treatment

- F. Economic impact on the marina community
 - 1. Lockheed study for MARAD
 - 2. State of Maine

II. Oily Waste

- A. By 1975-1980 -- No intentional discharge
- B. \$650,000 Frederick Harris study
 - 1. separator on ship
 - 2. holding tank
 - 3. load on top
 - 4. reception center ashore
- C. New marine industry development will be needed to handle this waste.

III. Floating debris and dilapidated wharves

- A. The debris problem was stopped in New York harbor
- B. State of Maine is studying the debris problem in Portland harbor
- C. Legislation (LD-1456) has been written providing for removal of dilapidated wharves and piers in Maine.

IV. Dredging Projects -- disposal of spoils

- A. Need environmental impact statements
- B. Permits to do job
 - 1. local
 - 2. state
 - 3. federal
- C. EPA criteria for disposal
- D. Need to study the availability of spoil disposal areas
- E. Army Corps still processes applications and issues permits with EPA review.
- F. The disposal problem (95,000 cubic yards) in Rockland harbor is being studied through a \$15,000 grant to the Dept. of Sea and Shore Fisheries.
- G. Jonesport Project
- H. Winter Harbor Project

V. Coastal Zone Planning

- A. States will have to provide well developed management plans for their coastal areas in the next three years
- B. The federal office of Coastal Zone Management has published guidelines for states to use for coastal zone planning
 - 1. Guideline factors:
 - a. definition of zone
 - b. definition of long and short range uses
 - c. areas of particular concern, such as ocean access
 - d. efficiency of existing state powers
 - e. specific uses and priorities, etc.
 - f. research planning
- C. Should planning be done by local municipal, state, or federal governments?

- D. Shoreland Zoning laws in Maine require all land within 250 feet of high water along the coast, rivers and lakes be zoned to development.

VI. State R&H projects (60)

A. Dredging

- 1. channel
- 2. anchorage

B. Breakwaters

C. Deep Sea ships

- 1. fishermen
- 2. recreational boater

D. Past projects

- | | |
|-------------------------|---------------------|
| 1. Josias' River | 11. Stonington |
| 2. New Harbor (Bristol) | 12. Royal River |
| 3. Milbridge | 13. Penobscot River |
| 4. Camden | 14. Chauncey Creek |
| 5. Rockland | 15. Bunkers Harbor |
| 6. Frenchboro | 16. Saco River |
| 7. Vinalhaven | 17. Eastport |
| 8. Boothbay Harbor | 18. Matinicus |
| 9. Monhegan | 19. Lubec |
| 10. Corea | |

E. Current projects

- 1. Penobscot River
- 2. Jonesport
- 3. Bucks Harbor - Machiasport
- 4. Belfast - just completed
- 5. Fore River
- 6. Winter Harbor
- 7. Back Cove
- 8. Machias River - just completed

SERVICE SHOP MANAGEMENT: PETER KELLOGG

1. Does the shop have to be self-supporting or is part of the cost of operation to be borne by the sales.

2. When do you decide to stop sending work out to be done instead of doing it yourself, or where do you draw the line between in shop work and that which will be sent out?

A. In a small shop it is probably more profitable to send out all work which cannot be quickly done with hand tools.

B. In a larger shop, the deciding factor would probably be the point at which special tools and training would not be a justifiable expense.



INDUSTRIAL SPEAKER FRED HART



UNIVERSITY OF MAINE RESEARCHER F. RICHARD KING

3. Lay out of shop
 - A. Use existing space, allowing enough room for all personnel to work without interfering with one another.
 - B. In a new shop, try as much as is possible to set up areas for various operations. Try as much as possible to separate areas of contamination such as washing, grinding, and welding from areas of assembly.
4. Get a signed work order
 - A. This shows that the customer was aware of what was to be done to the engine.
 - B. The act of signing a work order is psychologically more important than any legal weight the order might have as far as getting payment.
 - C. If possible, include an estimate on the work order.
5. What services should be offered?

Depending on area - clientele and abilities
6. How much inventory should be carried?
7. Hiring
 - A. How do you locate workers?
 - B. How do you qualify them?
 1. Use job references
 2. Use credit references
 3. Use trial employment period
8. Telephone

Use telephone as much as possible for information and ordering parts. The time spent writing a letter and then waiting to find if something is available is more valuable than the cost of a call.
9. Work responsibility

In a shop with more than one man, the responsibility of each man should be clearly understood.

 - A. Each man be responsible for certain operations, and a foreman to be responsible for the complete job.
 - B. Each job be assigned to a man and complete job is his.
10. Warranty

Each job should have the warranty in writing. CLCO's policy is to guarantee used engines or repair work, limited to replacing defective parts or work in our shop only.
11. How do you keep the customer out of the shop?
 - A. OSHA laws help
 - B. Chase him out

FIBERGLASS REPAIRS: FRED HART

Fred's presentation consisted mainly of questions and answers on specific problems and the use of various trade-name products. Discussion emphasized:

- I. Preparation of the wound
 - A. Grind back damaged fibers leaving a tapered area into the wound
- II. The use of laminates
 - A. The number of laminates put up at one time is limited by the use of high exotherm resins
 1. hand lay-up to 1-1/2 inches may be possible, depending upon the resin used
 2. heat generated by the resin may cause crazing or decomposition of the resin
 3. exotherm from the laminate is necessary for curing the gelcoat.
- III. Crazing of the finish coats in older boats
 - A. Cannot be fixed
 - B. Caused by a lack of quality control in resin production.
- IV. The use of waxes, what they can and cannot do
 - A. Can get wax to protect the gelcoat
 - B. Wax may prevent some fading in color
 - C. Fred wouldn't put wax on his boat -- Keep the Boat Clean!
- V. Resins with or without wax ingredients mixed in
 - A. Wax allows a better cure of finish coats by keeping air out
 - B. Can prepare own wax by melting parafin and styrene together
 - C. Some resins are not affected by air.
- VI. Resins used to repair wood
 - A. Polyester resin adheres best -- allow a lot of time to cure
 - B. Urethane resin for final coat(s).
- VII. Don't mix glass and wooden materials -- Combinations cause problems!

STORE MANAGEMENT: BEN EATON

The fundamentals of making money include knowledge about:

- I. What goes into the profit figure?
 - A. What were your expenses?
 1. If you don't have records -- START NOW!
 2. What were the big expenses

- a. labor
 - b. environmental
 - c. advertising -- what return (sales) are you getting?
 - d. interest expense -- what did you get for the borrowed money?
 - e. insurance -- too much -- too little?
- B. Control expenses and inventory
- 1. need records for both
 - 2. inventory control is most important with short seasonal businesses
 - a. what and where were the 25% of items that produced 90% of the sales?
- C. Did you have enough sales?
- 1. What is the trend?
 - 2. What is your plan?
 - 3. What is your % increase
 - 4. What facts do you have available -- Records?
 - a. how do you identify fast movers
 - (1) cards with dates on bins
 - (2) don't get too complicated, anything that tells you will help
 - (3) the sales representative should be of help
- II. What is your planning horizon, especially as to expansion plans?
- III. Productivity of the people. How can management motivate them to be more productive.
- IV. Keep pace with trends
- A. Read and study new ideas
 - B. Visit and know the competition
- V. Advertising
- A. Gear to your customer
 - B. Supply what you say you will
 - 1. if service, give service
 - 2. if price, give price
 - 3. if selection, give selection
 - C. Know what your advertising dollars are being spent for and what return you are getting.

HOW TO INCREASE SALES THROUGH EFFECTIVE ADVERTISING: DOUGLAS HOWE

- I. Four Basic Missions of Newspapers Retail Advertising
- A. Generate store traffic by dramatizing item values as part of the store's "Total satisfaction package".

- B. To establish the store as an appropriate place to shop whenever the reader is in the market.
- C. To broaden the market for goods by sparking purchase and accelerating replacement purchase. (You may not benefit from your own ad, but you may from someone else's).
- D. To set the stage to maximize the average sales checks. (Package sales). 3 for the price of 2. (Trade-up sales).

II. How To Give More Life To Layouts

- A. Pick a format that is really new. Try a variation in size, type treatment, illustration. Study competitor's ads and make sure your approach is fresh.
- B. Let the headline dominate. Do this with type size and brevity, or with boldness, unusual placement, or by extensive white space.
- C. Let your headline type selection be expressive. Choose type that establishes some sort of mood. Let your illustration begin with your headline.
- D. Use that modern helper: Color. If you feel the cost of color is too high for you, remember that studies of the effectiveness of newspaper color have indicated that color can produce twice the sales of black and white.
- E. Do something provocative, unstilted, fresh, new, different from what you have been doing in the past. Break up your space in a new way, use different types of space.
- F. Make your copy reasonably large, legible, of medium weight, leaded. Don't mess it up with a lot of boldface or all caps -- but use boldface leads for each copy block.
- G. Be sure to use complete copy. Don't depend entirely on ballyhoo and extravagant display. Newspaper readers want facts.
- H. Use some kind of illustration. Preferably pictures, photographs. Be careful about the use of printer's ornaments, borders, and other graphic devices such as reverse plates. These distract readers.
- I. Be in style. Don't use the typefaces that were in fashion five years ago unless you run an antique shop. Watch what the smart boys in your area are doing and find your own variation to their techniques while the ideas are still fresh.

- J. Put some imagination in the cropping of your photos. Don't include everything. Leave your reader to fill in some of the gaps himself.
- K. Long copy never hurt anybody -- but use it properly. Break it up once in a while with white space, subheads, initial letters, thumbnail photos, boxed item, change of type family, italics.

III. How To Make Copy Look More Inviting

Let us say that you have decided longer copy will better accomplish the job you have set for your advertisement. So we arrive at our third point: how to make this longer copy look more inviting physically, less formidable in appearance. You work against your own purpose if you don't make it look as inviting as its length and the amount of space permit. These are just a few ideas on how it may be done.

- A. Paragraphs - Short. Indented, not flush. Double lead between each. Occasionally centered. Judicious use of italics, caps, bold face, or oversize initials.
- B. Copy blocks - Not too wide for proper eye range in relation to type size. Vary widths. Graduation of type size; setting the opening paragraphs in a larger size, then dropping to smaller.
- C. Subheads - Frequent and bold enough to break up any too formidable appearance of body matter; but not enough to distract reader from sequential flow of copy story.
Consider use of a two-or-three-sentence introductory-display subhead between headline and opening body matter-to get reader into latter.
- D. Type size - As large as is consistent with copy length you have decided will best accomplish your ultimate purpose. Remember that, if you hold interest, people will read much smaller type (thus enabling you to use more of your most telling sales angles) than you may have imagined.
- E. White space - As much as is consistent with objective mentioned above. Although some amount of white space will help you get attention, every unnecessary line of it deletes copy which is more likely to gain your objectives than will the white space it has replaced.
- F. Art work - Not for mere decoration, but to advance, or substantiate, copy story pictorially. Remember that the amount of space which it occupies unnecessarily and without furtherance of that purpose eats up space for selling copy that would be more resultful.
- G. Specification matter - Product specifications, or similar technical details, may sometimes be set in smaller type, boxed. They are there for those who want to know them; but they do not interfere with more attractive display of the more highly motivated copy.

BOATING SAFETY STANDARDS: G. JAMES LIPPMANN

As is the tradition with Maine, if I can convince you then the rest of the nation will follow. I sincerely hope this is true and that I can convince you.

May I pose this question: Why must we have standards and regulations? This question is particularly of interest, when you consider the widely spread knowledge of the fine quality boats produced for years, in fact generations, here in Maine. I still remember when in my area, Long Island, New York, the most envied boat owner was the man who had one of the high bowed lobsterman with her graceful lines and fine craftsmanship of the Maine boatbuilder.

The problem today is that this Maine tradition and heritage was not written down on paper so that newcomers, and those not so adept at the boat business, could find out what was the right way to build a boat and what was to be avoided. This problem has been magnified and multiplied many times with the introduction of multi-boat building and production line processes. It is true that this "progress" has made boating available to a far greater number of people, but it has also brought with it a great many more problems and headaches.

With this in mind, I would like to explain how the American Boat and Yacht council is trying to help with these problems and headaches. First for those of you who are not familiar with ABYC or as I will interchangeably call it, the Council, let me quickly outline the what and the who of this organization.

ABYC is a non-profit corporation, so non-profit in fact that last year we far exceeded our budget and will take most of this year to try and make up the

loss. We are constituted in the public interest to provide a safe product for the consumer, while at the same time trying to be reasonable and practical as far as industry is concerned. The Council is a membership technical society that consists of people who are builders, manufacturers, boat service and repairers, insurance underwriters, marine surveyors, boat testing people, naval architects and marine engineers, state and federal government representatives, and the boat consumer.

Organizationally we are constituted similar to all other corporations with officers, elected each year, a Board of Directors, and standing committees such as finance, legal, public relations, membership, etc. Our Board of Directors is somewhat unique in that it is specifically constituted among the manufacturing interests so that there are always representatives from the following:

- 2 Inboard Boat Mfrs.
- 2 Inboard Engine Mfrs.
- 2 Outboard Boat Mfrs.
- 2 Outboard Engine Mfrs.
- 1 Sailboat Mfr.
- 1 Trailer Mfr.

The rest of the 21 member Board, that is 9 members, are divided among: government (both state and Federal), specialists, insurance, public, and boating organizations (USPS and the USCG Auxiliary). So far I've described the basic structure of ABYC, which allows it to function as a corporation and to just stay in business.

The unique structure of ABYC that is its sole purpose for being in existence at all is the Technical Program. The results of the program are the standards and recommended practices that are published by the Council in this volume of "Safety Standards for Small Craft". The groups responsible for these

standards and practices start with our 17 Project Technical Committees which are divided among 5 divisions -- Hull Division, Machinery Division, Electrical Division, Equipment Division, and Engineering Standards Division (or Uniformity of fit standards as they are sometimes referred to). These committees hold many meetings and correspond a lot to get the job done. Our Project Technical Committees met 33 times last year which doesn't sound like an awful lot of meetings, but when you consider that a number of them were for a full day and some for two days, you can have an appreciation of the amount of work these committees do. This almost amounts to one meeting per week on the average.

Overseeing this activity is our Technical Board. The Technical Board is a carefully constituted group of 25 men, representative of all interests in boating divided into manufacturers, insurance specialists, government and consumers. No one of these groups may constitute more than 1/3 of the Technical Board at one time.

The Technical Board along with the Board of Directors review each standard promulgated by the Project Technical Committee and check it out to make sure it addresses the safety problem and also is not written to limit competition or inhibit or stifle manufacturing innovation and ingenuity. Upon both Board's approval, the standard is published in "Safety Standards for Small Craft".

From this description of the Council it is easy to surmise that the standards-making process includes many steps and much staff preparation. There is staff present at every meeting to record the minutes, and then prepare and distribute them. Drafts of standards are prepared and distributed as well as

all comments and other pertinent correspondence. There is a continuous flow of information from the ABYC office.

Summarizing the process, the Project Technical Committee does the basic ground work, including the research and decisions of what a standard should include. It is then reviewed by the Boards, and if successful, can only then be published as a Proposed Standard. During this proposed state a number of comments are received pointing out deficiencies, omissions or just advising a better way to express a requirement. The Project Technical Committee must respond to these comments and upon their resolution, may re-submit the standard for another review by the Boards. If this review is successful, it then may become an Adopted Standard and be published as such, again in "Safety Standards for Small Craft".

So you see that ABYC is trying to capture and document what the Maine Marine Trades and Boat Builders and Repairers have known for years.

The U.S. Coast Guard as you know, are also in the business of developing standards. In fact, many thousands of taxpayers' dollars are being expended in this area. ABYC has enjoyed a very close liaison with the Boating Standards Division of the Coast Guard and is in contact with them on virtually a weekly basis. Significant input from ABYC is reflected in the three standards presently enacted under the Boat Safety Act of 1971, that is, Safe Loading, Safe Powering, and Flotation. Basically these are ABYC Standards put into federal regulation format and language. These, of course, apply only to boats up to 20 feet long, however, the larger boats will become involved very soon. We also have participated in the development of the new life saving equipment regulations which are about to be published. The Council is deeply involved

in the fire and explosion areas; also steering and controls, inflatable boats, electrical systems, visibility from the helm, navigation lights, and of course, marine sanitation. All of these topics are of present interest to the Coast Guard and some of them are considered vital, such as fire and explosion and steering. There are also about 50 other topic areas that we are working on, mostly on an "as time permits basis".

I've described ABYC and told of our relationship with the U.S. Coast Guard. Now what can you as individual businessmen or as an association do to make your thoughts known and your ideas considered in this snowballing of federal and state involvement in your businesses. There is one fact that no matter what course of action you take it is going to cost a great deal of money. The question is where can your money be spent to get the most return on your investment. There are some alternatives that come to mind.

1. What seems the easiest to do right now, is sit back and wait for the governments to write the rules and then figure out how to pay for the implementation of them in relation to your business. From experience, may I assure you the rules that will be written will be far more costly and may be even impractical to implement, possibly even forcing you out of business. I classify this as very costly.
2. Form your own group of Washington participants with a staff who must daily monitor the goings on of almost a dozen different agencies in Washington alone to say nothing of the diverse activities of the states which affect boats shipped out of Maine to other states. This is also classified as costly.

3. Team up with an organization who is already most of the way to accomplishing the above activities. Take the preventive maintenance route that some of your associates have. Participate in writing the standards through ABYC. We know these standards will be scrutinized very carefully by the Coast Guard before they write a regulation. The economic factors involved, I believe, will be far smaller than in either of the other two alternatives.

Before coming with ABYC I used to look at Washington, D.C. and its activities as a mystical honeycomb where no one or even a small group could accomplish anything of consequence because of the complexities and evasiveness that seemed to prevail. It was the typical - "you can't fight City Hall attitude". Then as the Council became more involved and certain channels were dredged through the morass of federal processes, it became apparent that something really could be done. In fact, I believe, of all the industries that this country can boast of, the recreational boating industry enjoys the most realistic and practical influence on the development of the rules and regulations that are going to be a part of our recreational boating in the future.

This brings me to the final thought I would like to share with you. The Coast Guard has reiterated time and time again, that if industry polices its own house and there is no justifiable need for a regulation, there will be no regulation. I would like to believe that they are sincere, and that they don't want to over-regulate boating. I would urge you all to become aware of the standards that are available, both our "Safety Standards for Small Craft" as well as the NFPA's efforts, SAE's efforts and the Underwriters' Laboratories

Marine Standards and any others you may find. Where you feel they are in error, tell the organization by means of a written comment. Learn from these standards - maybe you are doing something that could be improved upon if you followed the standard. Repairers - you can use the standards to generate business from your customers by updating old installations and practices by showing your customer the standard and selling him safety. Consider the legal implications of standards. If you followed the standard you are on the offense - if you didn't you are on the defense and must explain why your method is equivalent to or better than the standard and be able to document your position.

Consumerism is here to stay so protect yourselves. Leadership is far better than followership.

In closing, I wish to thank all of you for your indulgence in what I hope was a very low pressure sales pitch for our ABYC program. I also hope some of the information will stimulate your thinking about a cooperative effort that will benefit boating as well as your individual business interests.

Thank you very much for this opportunity to be with you.

DEPARTMENT OF ENVIRONMENTAL PROTECTION ORGANIZATION: SENATOR T. TARPY SCHULTEN

The Maine D.E.P. was originally established in 1941 as the Sanitary Water Board. In 1951, the name of the Sanitary Water Board was changed to the Water Improvement Commission. The duties and responsibilities of the W.I.C. remained the same.

Throughout the first 26 years, the Department was responsible for water pollution control. In 1967, the 103rd Legislature charged the Department with

air pollution control and changed its name to the Water and Air Improvement Commission. The name changing continued in 1969 when the 104th Legislature defined Water and Air Improvement Commission to mean the Environmental Improvement Commission (EIC).

In 1970, the 1st special session of the 104th Legislature added the review of site selection and oil conveyance to the responsibilities of the Department. The 1st special session of the 105th Legislature in 1972 renamed the E.I.C. to the Department of Environmental Protection (DEP). The reorganization act added the duties of the Maine Mining Commission and the Wetlands Control Board to the new department. In addition, the responsibility for the dredging of great ponds and solid waste disposal were placed under the jurisdiction of the DEP.

BUREAU OF WATER QUALITY CONTROL

The Bureau of Water Quality Control has the largest percentage of Department personnel and encompasses the most varied duties.

DIVISION OF MUNICIPAL SERVICES. This division deals solely with municipal treatment and abatement problems, including review and approval of treatment facility plans and assistance on the preparation of those plans. The division administers the construction and planning grants available from federal and state sources. It also assists in the operation of treatment plants through a continuous inspection and technical aid program.

DIVISION OF INDUSTRIAL SERVICES. This division serves as the touch stone for the industrial plants, throughout the state, that are required to develop abatement systems according to schedule. It reviews and approves industrial abatement and facility plans, provides technical assistance in plant operation, and maintains current data regarding technology in the field. It reviews

applications for water quality certification under the 1899 Refuse Act, and recommends action to the Board of Environmental Protection. The division also monitors required industrial treatment reports.

DIVISION OF OIL CONVEYANCE SERVICES. This division maintains an ongoing program of terminal and facility inspection and licensing to assure adherence to the standards established by the Board of Environmental Protection. It establishes spill management programs to provide for the prevention of spills, the cleanup of mystery spills, and the supervision of cleanup of known origin spills. The division also manages the funds resulting from the licensing provisions of the law, process all spill damage claims, and carries on a continuous research and development program to improve the State's ability to prevent or contain spills.

DIVISION OF WATER QUALITY SERVICES. This division provides the general guideposts to be followed by the Bureau in executing its mission. Basically, personnel from Water Quality Services determine the current quality of water by a regular monitoring program, recommend water quality standards, and does the necessary basin planning to assure that integrated, long term program benefits result from the abatement, enforcement, and grant programs. In addition, the division analyzes applications for water quality certification to the Corps of Engineers when structures requiring a Corps permit are to be built in navigable waters.

DIVISION OF LICENSING AND ENFORCEMENT. This division processes applications for waste discharge licenses. It draws upon the expertise of the Divisions of Municipal Services, Industrial Services, and Water Quality Services in its application review and recommendations are prepared for the Board of Environ-

mental Protection.

This division is also responsible for the enforcement of all water quality laws and regulations. It follows up on complaints and preliminary reports from the Office of Technical Services, as well as initiating enforcement inspection programs. Field work to support enforcement action is performed, negotiations held with violators if possible, and if needed, cases will be prepared and submitted to the Board of Environmental Protection for action.

OFFICE OF TECHNICAL SERVICES. This office consolidates the technical support activities of the Department. Its duties include preliminary field investigation of all complaints relevant to the Department's mission; central laboratory services which require a higher level of expertise and equipment; collection of all data, computer services, and research programs of a sophisticated nature; and, maintenance of all technical equipment operated by the Department.

OFFICE OF ADMINISTRATIVE SERVICES OF THE DEPARTMENT. Its duties include: budget management and accounting; personnel management; public and legislative information programs; and record keeping, management functions so necessary for the many and varied licenses issued or supervised by the Department.

The Board of Environmental Protection is composed of 10 members and the Commissioner of Environmental Protection appointed by the Governor with the advice and consent of the Executive Council. Members of the Environmental Improvement Commission have become the new Board of Environmental Protection. Two members of the Board represent each of the following interests: manufacturing, municipalities, general public, conservation and air pollution. The Commissioner is an ex officio member and the Chairman of the Board. The Commissioner will

vote only in the case of a tie vote of the other members.

The broad duties of the Board are to establish environmental quality regulations and policy, issue water waste discharge licenses and air emission licenses, issue water quality certification as required by federal statutes, rule on site location applications, issue oil terminal licenses, issue wetlands permits, administer The Great Ponds Act, rule on mining reclamation plans, and in general, establish guidelines for the Department.

A new concept of the Department is the proposal to establish special environmental advisory committees. These committees would be appointed for a limited time by the Board. Membership on these special committees would reflect the special interest groups that would be affected by policies and regulations to be adopted and implemented by the Board. The Board in appointing the special committees would draw upon the experiences and expertise of the committee membership at the planning stage in the expectation that the advice of the special committees would enable the Board to establish sound environmental programs for the State of Maine.

DISCHARGE OF WASTE FROM WATERCRAFT. The 105th Legislature in its first special session passed a statute prohibiting the discharge of waste of any type, from watercraft, into the inland waters of the State. Chapter 599 of the Public Laws of 1971 was signed by Governor Curtis on March 2, 1972 and became effective June 9, 1972.

Discharge of waste from watercraft. No person, firm, corporation or other legal entity shall discharge, spill or permit to be discharged sewage, garbage, or other waste material from watercraft, as defined in Section 201, Subsection 14, and including houseboats, into inland waters of this state, or on

the ice thereof, or on the banks thereof in such a manner that the same may fall or be washed into such waters, or in such manner that the drainage therefrom may flow into such waters.

Any watercraft, as defined in Section 201, Subsection 14, including houseboats, operated upon the inland waters of this state and having a permanently installed waste disposal system shall have securely affixed to the interior discharge opening of said sanitary waste disposal system a holding tank or suitable container for holding sanitary waste material so as to prevent its discharge or drainage into the inland waters of the state.

Whoever violates any provision of this section or any regulation adopted under authority of this section shall be guilty of a misdemeanor and shall be punished by a fine of not more than \$500.

Boat builders may be affected by environmental laws as they pertain to the plant buildings as well as the product constructed. There are two bodies of environmental law which have a bearing on boat building activities. One, the Statutes of the State of Maine and the other, the Federal Statutes.

If there are any discharges from the building the owner will be subject to the following Maine requirements:

1. The discharge must be registered, if not already licensed, with the Department of Environmental Protection. This should have been done by March 1, 1973: (NOTE: The "Better late than never" advice applies here. Steve Groves, Bureau of Water Quality Control, 289-2591 should be contacted in regard to registrations.)
2. The discharge must be licensed by Department of Environmental Protection prior to October 1, 1976. This implies that the discharge

must be properly treated because a discharge cannot be licensed unless the "Best practicable" treatment is used.

The owners are also subject to applying for a national pollutant elimination system permit, required by the Federal Water Pollution Control Act Amendments of 1972, prior to April 16, 1973. Details for this program are skimpy at this time. (Steve Groves would be the best person to contact at D.E.P. and a Mr. Rick Johnston, Environmental Protection Agency, John F. Kennedy Building, Boston should be helpful at E.P.A.)

The national pollutant elimination system permit will also require the discharge to be treated. This treatment requirement could very well be mandated by Environmental Protection Agency prior to the State of Maine deadline (1976).

The boat builders products are also subject to a host of environmental laws both state and federal. It is also necessary to distinguish if the product is to be used in the inland waters of the state or the tidal waters of the state.

One of these laws is the State of Maine Statute Title 38, Section 422, which prohibits the discharge or spilling of any waste materials from watercraft into the inland waters of the state. In addition, any watercraft that operates on the inland waters of the state and is equipped with a permanently installed sanitary waste disposal system shall have a holding tank or other container that will prevent discharges into inland waters.

Watercraft is defined for the purposes of this section as ".....any type of vessel, boat or craft used or capable of being used as a means of transportation on water other than a seaplane".

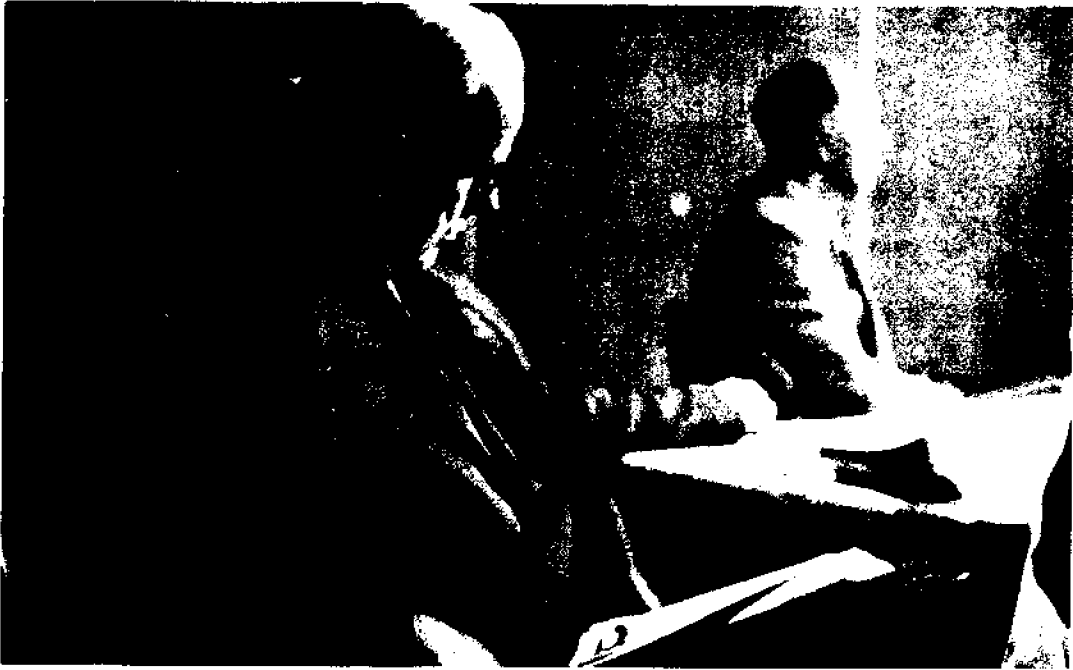
This statute was passed by the 105th Legislature and is applicable to inland waters only. There is no similar State of Maine provision for marine waters.

The spillage of oil and oil related products into all waters, inland and tidal is prohibited by state law. Design of boats should take this into account. It could very well be that improved designs could eliminate spillage problems.

The discharge of sewage from watercraft into marine waters is regulated by the U.S. Environmental Protection Agency. In June 1972 E.P.A. issued regulations delineating performance standards for marine sanitation devices. The regulation provided criteria for two classes, existing vessels and new vessels.

The regulations in general have a goal of eliminating all sewage type discharge into navigable waters from vessels. This broad goal has an exemption for existing vessels that are equipped with a Coast Guard certified treatment unit. The exact requirements of the exemption is wordy and complicated and anyone interested in more details should contact the Coast Guard Station, South Portland.

New legislation (LD 936) is being considered by the 106th Legislature which would "Establish a Water Quality Related Great Ponds Program in (the) Department of Environmental Protection." Statement of Fact -- "This bill recognizes the high value and fragile nature of the water quality of great ponds. It empowers the D.E.P. to study great ponds, classify them according to their stages of trophic development, conduct research with a view towards safeguarding this public resource and to enact reasonable regulations which may be necessary to ensure the integrity of great ponds".



Senator T. Tarpy Schulten

LEGISLATIVE SPEAKERS:

Representative Ransom P. Kelley



A NEW EXCISE TAX ON BOATS AND MOTORS: RANSOM KELLEY

Representative Kelley passed out copies of a proposed amendment to Title 36 of the Revised Statutes. The purpose of the bill (LD-1665) is to standardize the taxation of watercraft in the state. The proposed bill was not readily acceptable since the tax was computed by watercraft length.

NEW BOATING LAWS: BOB JOHNSON

Bob commented briefly on the Federal Boat Safety Act of 1971 which was being supported by LD-74 that the 106th Legislature has passed. The newly amended Maine boating laws will take effect January 1, 1974. No changes will be instituted for 1973.

Bob also summed up the day's events as "the most productive and informative sessions ever run by the boating trades in Maine. Sessions such as this will result in better services and a better informed boating public".

Demonstration - GROUND-FAULT INTERRUPTERS: GEORGE BEEMAN

Mr. Beeman briefly discussed the use of electrical systems around the water, the dangers involved, and safety devices currently available to safeguard the user against electrical shock.

The next Boating Business Workshop is planned for October 29, 1973, at the Shawmut Inn, Kennebunkport, Maine.

Please forward any suggestions that you may have regarding this workshop

to:

Paul D. Ring
Marine Specialist
Cooperative Extension Service
University of Maine
Marine Laboratory
Walpole, Maine 04573

BY-LAWS OF THE MAINE BOAT BUILDERS AND REPAIRERS ASSOCIATION

The purposes of this Association are to further the general well being of the members; to widen and strengthen the personal relationships among the members; to encourage the exchange of ideas and information; to further boat building, repairing, storage and servicing in Maine; and to increase public participation in boating and cruising within the State.

ARTICLE I - MEMBERSHIP

Sec. 1. Membership shall consist of two classes, Active and Associate.

Sec. 2. Qualification for Membership: Any individual, firm, or corporation engaged in the boat building or boat repairing industry in the State of Maine shall be eligible for Active Membership. Any other individual, firm, or corporation interested in the promotion of boat building and boating in Maine shall be eligible for Associate Membership.

Sec. 3. Election of Members: Applications for membership shall be in writing and addressed to the Secretary by whom they shall be referred to the Board of Directors for action. A favorable vote of not less than a majority of the Directors present at a Board meeting shall be necessary for election to membership.

Sec. 4. Honorary Members: The Board of Directors, at a duly organized meeting, may elect honorary members by an unanimous vote of the Directors present.

Sec. 5. Resignation: A member may withdraw from the Association by submitting to the Secretary a written resignation accompanied by a remittance in full of all dues, assessments, and other charges owed by him to the Association. Such resignation shall be referred to the Board of Directors for action.

Sec. 6. Termination of Membership: The membership of any member in the Association may be terminated by a three-fourths vote of the Directors present at any meeting of the Board of Directors called for that purpose, provided, that by a resolution adopted by a similar vote the Board shall have found that such member is prejudicial to the best interests of the Association for the reasons set forth in the resolution, and that a copy of the resolution shall have been mailed to the member by registered mail, and provided, further, that the member shall have had an opportunity, upon notice of at least thirty days, to show cause why his or its membership should not be terminated as provided in this section.

ARTICLE II - DUES

Sec. 1. Dues: Each Active Member will pay annual dues in accordance with the following table:

<u>Number of Personnel</u>	<u>Annual Dues</u>
0 - 3	\$ 10
4 - 6	20
7 - 12	30
13 - 24	40
25 - 48	50
49 - 100	60
101 - 200	70
201 - 400	80
401 - 800	90
Over 800	100

"Number of Personnel" will be the average number of employees for the previous fiscal or calendar year based on the first payroll of each month and including proprietor(s).

Associate Members will pay annual dues of \$25.

Sec. 2. Arrears: Members failing to pay their dues or subscriptions within thirty days from the time that same accrue, shall be notified by the Secretary, and if payment is not made within thirty days following, shall be reported to the Board of Directors as in arrears, and, if so ordered by the Board, shall be dropped from the roll and thereupon forfeit all rights and privileges of membership.

ARTICLE III - MEETINGS

Sec. 1. The Annual Meeting of the members of the Association shall be held during the month of October of each year on such day and at such hour and place as the Board of Directors shall designate or at such other time as the Board may designate.

Sec. 2. Special Meetings of the members or of the Board of Directors may be called by the President at any time and must be called by the President upon the written request of three members of the Board of Directors or three Active Members of the Association. The Secretary, or Executive Secretary if one appointed, at the President's direction, shall mail a written notice of the Annual Meeting, a Special Meeting, or a Board of Directors Meeting to the members concerned not less than seven days before the date on which such meeting is to be held, which notice will state the purpose of the meeting and shall specify the hour and place at which it will be held. When, in the discretion of the President, matters of extreme emergency arise, he may call a special meeting of the members of the Association or of the Board of Directors on twenty-four hours notice by telephone.

Sec. 3. Quorum: The presence in person or by proxy of ten or more of the Active Members of the Association shall be necessary to constitute a quorum for the transaction of business at any meeting of the members of the Association.

Sec. 4. Voting: Each Active Member of the Association may be represented at any meeting and shall be entitled to one vote.

Sec. 5. Letter Ballot: The Board of Directors shall have power to call for a ballot by mail or telegraph from each Active Member and such ballot shall have the same force and effect as a vote cast at a meeting of the members of the Association.

Sec. 6. Proxies: Every member of the Association entitled to vote at any meeting thereof may vote by proxy. Proxies shall be in writing and revocable by the member executing same. Unless the duration of the proxy is specified, it shall be invalid after eleven months from the date of its execution.

ARTICLE IV - BOARD OF DIRECTORS

Sec. 1. Nomination: At least thirty days prior to the date set for the Annual Meeting, the President will appoint a Nominating Committee to prepare a proposed slate of Directors to present at the Annual Meeting.

Sec. 2. Elections: At the Annual Meeting, members present shall elect by ballot, the prescribed number of Directors.

Sec. 3. Number of Directors: The number of Directors shall be nine.

ARTICLE V - OFFICERS

Sec. 1. Election of Officers: The Board of Directors shall, after each annual meeting, elect a President, a Vice-President, a Secretary and a Treasurer, each of whom must be a member of the Board. Each shall serve for the term of one year, or until his successor shall have been appointed and shall have qualified.

Sec. 2. The President: shall be the executive officer of the Association. He shall preside at all meetings of the Association. He shall act as Chairman of the Board of Directors and shall be a member ex officio of all committees and shall exercise such other powers as the Board of Directors may vest in him. In case of a tie vote at a general meeting of the Association, or of the Board of Directors, the President must cast the deciding vote.

Sec. 3. The Vice-President: shall perform the duties and functions of the President during his absence or illness.

Sec. 4. The Secretary: shall attend all meetings of the Association and of the Board of Directors and shall keep minutes of all proceedings of such meetings and perform such other duties as the Board of Directors may require.

Sec. 5. The Executive Secretary: An Executive Secretary may be appointed by the Board of Directors as assistant to the President and, if appointed, shall perform those duties delegated to him by the Board of Directors. He shall not be required to be a member of the Association or the Board of Directors. His remuneration shall be fixed by the Board of Directors.

Sec. 6. The Treasurer: shall cause to be collected, and shall receive all moneys of the Association. He shall pay all bills and keep accurate accounts thereof. At each regular meeting of the Board of Directors he shall present for approval a written report of all financial transactions.

ARTICLE VI - GOVERNMENT

Sec. 1. The government of the Association, the administration of its business and affairs, the accomplishment of its objectives and purposes shall be vested in the Board of Directors whose members shall have been elected for the term of one year or until their successors have been chosen.

Sec. 2. Vacancy in an Office or on the Board of Directors: In the event that a vacancy occurs in the office of President, the Vice-President, the Secretary, Executive Secretary, or the Treasurer, or on the Board of Directors, by death, resignation or otherwise, the directors may elect a successor to serve for the unexpired term.

Sec. 3. Board Meeting and Quorum: The annual meeting of the Board of Directors shall be held immediately following the Annual Meeting of the members of this Association without further notice to said Directors. Other meetings may be held at such times and places as set forth in Article III, Sec. 2. Five members of the Board of Directors shall constitute a quorum. Any member of the Association may attend a meeting of the Board of Directors, but shall not, however, be entitled to vote thereat.

ARTICLE VII - REFERENDUM

If the President or three members of the Board of Directors or three members of the Association are of the opinion that a subject under consideration by the Board is general in its application to the boatbuilding and boat repairing industry, and is of such importance as to require an expression of opinion from the members of the Association as a guide to the Board in acting on such subject, the President shall submit such subject to each member of the Association and request from him a written expression of his opinion thereon.

ARTICLE VIII - ORDER OF BUSINESS

1. Roll call
2. Reading of minutes of previous meeting
3. Approval of financial statements
4. Reports of officers
5. Reports of special committees
6. Reports of standing committees
7. Unfinished business
8. New business

ARTICLE IX - MULTIPLE LISTING SERVICE

Sec. 1. Service Provided: The Association will provide for the benefit of its members who chose to participate a multiple listing service for boat brokerage.

Sec. 2. Eligibility and Fees: Any member of this Association, whether active or associate, may join the multiple listing service by paying to the Association a participation fee of \$100. In addition, the Brokerage Committee may find it necessary to prescribe annual dues for participants.

Sec. 3. Operation of the Service: The service shall be operated by the Executive Secretary of the Association under the overall supervision of a Brokerage Committee composed of five participants, to be appointed annually by the Board of Directors of the Association. Every participating member shall be entitled to list any boat as to which such member has an exclusive brokerage contract and shall pay a listing fee of \$5 for each boat listed with the service. Every participating member shall be furnished with the information on each of the boats listed by all of the participants. When any boat which has been listed is sold, the commission will be split as follows: 60% to the selling broker and 40% to the listing broker. To be the selling broker, it is necessary to advise the listing broker in writing that the selling broker has a potential buyer, and it is necessary that the selling broker actually show the boat. In the event that the broker producing the customer merely refers the customer to the listing broker and the listing broker is left to show the boat and transact the details of the sale, then the listing broker shall be entitled to 60% of the commission and the referring broker to 40%. Each participating member agrees to pay to the Association 3% of each commission received by him from the sale of a boat listed with the service, except that in the case in which the listing broker sells the boat himself, only 1% of the commission will be paid to the Association. The Brokerage Committee shall prescribe detailed operating rules for the service from time to time.

ARTICLE X

These by-laws may be amended at any meeting by the vote of a majority of the membership present by ballot taken at a meeting or by letter ballot, provided that a copy of the proposed amendment shall have been mailed to each such member, and, if such vote is to be taken at a meeting of the Association members, then the notice calling such a meeting shall be mailed at least ten days before the day on which the vote on the proposed amendment shall be taken.

BY-LAWS OF MARINE TRADES ASSOCIATION, INC.

ARTICLE I - OFFICES AND PURPOSES

Sec. 1. Principal Office. The principal office of this Association shall be located in the City of Portland, State of Maine. The Association may establish and maintain offices at any other place or places within or without the State of Maine as the Board of Directors may from time to time determine.

Sec. 2. Purposes. The purposes for which this corporation is formed are as follows:

1. To promote mutual confidence and cooperation among persons engaged in the marine industry.
2. To exchange trade information.
3. To work for harmonious trade relations.
4. To promote any and all activities relating to the marine industry and its continuing growth.
5. To cooperatively oppose any and all adverse legislation.
6. To promote marine facilities, such as marinas, power squadron classes and provide desirable facilities to serve the boating public.
7. To offer guidance, instructions, and general assistance to the boat owner, particularly the newcomer.
8. To procure equitable freight rates and classification.
9. To do such lawful acts as may be deemed beneficial to those engaged in the marine industries.
10. To be a divisional member of the New England Marine Trade Association, Inc.

ARTICLE II - MEMBERSHIP

Sec. 1. Qualification for Membership. Any person, firm, partnership or corporation engaged in the marine industry in the State of Maine shall be eligible for active membership. Any other individual, firm, partnership or corporation which the Board of Directors may deem to be interested in the advancement of the objectives of this Association shall be eligible for associate membership.

Sec. 2. Election of Members. Any person or entity desiring membership in the Association shall make application to the Secretary and be sponsored by a member in good standing. New members shall be elected to membership by vote of the Board of Directors.

Sec. 3. Resignation. Any member of the Association may resign by tendering a written resignation to the Board of Directors and by paying in full all dues remaining unpaid at the date of resignation.

Sec. 4. Termination of Membership. The Board of Directors by majority vote may terminate the membership of any member who has failed to pay dues which have been duly assessed to him by the Association.

Sec. 5. Dues. The annual dues for each member, active and associate, shall be fixed annually by the members at the regular annual meeting upon recommendation of the Board of Directors. Such dues shall be payable by each member upon receipt of an invoice for the same. In addition to the annual dues, special dues may be imposed to finance specific undertakings of the Association but only upon a two-thirds vote of the entire membership of the Association, but in no event shall such special dues be greater than the annual dues then in effect.

Sec. 6. Annual Meeting. The annual meeting of members for the election of Directors for the ensuing year, for setting the annual dues and for the transaction of such other business as may properly come before the meeting shall be held on the first Monday of October in each year, at such time and place as shall be designated by the Board of Directors.

Sec. 7. Regular and Special Meetings. At least four regular meetings of the Association shall be held annually at such time and place as may be designated by the Board of Directors. Additional special meetings of the members of the Association shall be called by the President upon the receipt of written application of five or more members of the Association.

Sec. 8. Notice of Meetings. Notice of the place, day and hour of each meeting of the members, whether annual, regular or special, shall be given by mailing a notice, postage prepaid, to each member of the corporation entitled to vote thereat, or by delivering the same to him in person at least ten days before the meeting. Notices of special meetings, besides stating the time and place of the meeting, shall state briefly the purpose or purposes for which the meeting is called, and no business other than that specified in such notice shall be transacted, except with the consent of all members of the corporation entitled to vote at such special meeting. Nevertheless, notice of the time and place or purpose of any meeting of members shall not be required to be given to any members who shall waive notice thereof in writing, either before or after the holding thereof.

Sec. 9. Voting. At any meeting of the members, each active member shall be entitled to one vote. Members shall be entitled to vote by proxy. Proxies shall be in writing but need not be sealed, witnessed or acknowledged.

Sec. 10. Quorum. At any meeting of the members, except as otherwise provided by law, twenty-five per cent (25%) of the active members of the corporation present in person or represented by proxy shall constitute a quorum for the transaction of business. Whether or not a quorum be present, any meeting of members may be adjourned from time to time and without notice other than by announcement at the meeting, by a majority vote of the members present or represented by proxy and entitled to vote thereat. At any adjourned meeting, any business may be transacted which might have been transacted at the original meeting, subject to like requirement with respect to quorum.

ARTICLE III - BOARD OF DIRECTORS

Sec. 1. Number and Qualification of Directors. The Board of Directors shall consist of nine members, one of whom shall be the immediate Past President of the corporation, the other eight of whom shall be elected at the annual meeting of members. Directors need not be members of the corporation.

Sec. 2. Term of Office. The term of office of each Director shall be until the time fixed by these By-Laws for the annual meeting of members next after his election, except that he shall continue to serve thereafter until his successor shall have been duly elected and shall have qualified.

Sec. 3. Removal and Vacancies. Any Director failing to attend three consecutive meetings of the Board of Directors may be removed from office by a majority vote of the Board of Directors and his position declared vacant. Any vacancy so created or created through death, resignation, incapacity to act, or other cause, shall be filled by the Board of Directors for the unexpired term of the Director whose place shall be vacant and such successor shall hold office until the election and qualification of his successor.

Sec. 4. Powers and Duties. The entire direction and management of the affairs of the Association shall be vested in its Board of Directors.

Sec. 5. Regular and Special Meetings. The Board of Directors shall hold a regular annual meeting for the election of officers and for the transaction of such other business as may properly come before the meeting as soon as practicable after each annual meeting of the members. In addition, regular meetings of the Directors shall be held upon such dates as may be fixed from time to time by the Board of Directors. Special meetings of the Board of Directors shall be called by the President upon the request of any five members of the Board of Directors.

Sec. 6. Notice of Meeting. Notice of the place, day and hour of any regular meeting of the Board of Directors, and notice of the place, day and hour and purposes of every special meeting of the Board of Directors shall be given to each Director at least five days previous to such meeting by delivering the same to him personally or by telegraphing or mailing such notice addressed to him at his last known post office address according to the records of the corporation. It shall not be requisite to the validity of any meeting of the Board of Directors that notice thereof shall be given to any Director who is present thereat or who, if absent, waives notice thereof in writing, either before or after the holding thereof.

Sec. 7. Quorum. A majority of Directors in office at any time shall constitute a quorum for the transaction of business, but less than a quorum may adjourn any meeting from time to time until a quorum is present. No notice of any adjourned meeting of the Board of Directors need be given.

ARTICLE IV - OFFICERS

Sec. 1. Number of Officers, Election, Qualifications and Term of Office. The officers of the corporation shall consist of a President, a Vice-President, a Treasurer and a Secretary/Clerk, and an Executive Secretary. The Board of Directors may at any time provide for one or more additional Vice-Presidents, and may provide for one or more Assistant Treasurers or Assistant Secretaries, or for such other officers as it may determine. The officers of the corporation shall be elected by majority vote of a quorum of the Board of Directors at each regular annual meeting of the Board or, if not elected at such meeting, at any subsequent meeting of the Board, as the Board may determine. Any vacancy in any office caused by any reason whatsoever may be filled by the Board of Directors at any meeting by a like vote. Officers shall hold office until the next annual meeting of the Board and until the election and qualification of their successors, provided, however, that the Board of Directors by a majority vote of the whole Board may at any time, with or without cause, remove any officer of the corporation. No officer need be a member of the corporation, and no officer, except the President, need be a Director of the corporation. Any person may hold more than one office of the corporation, except that no person shall be the President and Vice-President thereof.

Sec. 2. President. The President shall be a member of the Board of Directors. He shall preside at all meetings of the Board of Directors and at all meetings of the members and shall be the chief executive officer of the corporation. In addition, he shall represent this corporation as the Maine representative in the position of a Vice-President of the New England Marine Trade Association, Inc. The President shall execute and acknowledge on behalf of the corporation all contracts, documents, checks, bonds, or other instruments authorized by the Board of Directors, except in cases where the signing and execution thereof shall be delegated by the Board or these By-Laws to some other officer or agent of the corporation, and, in general, shall perform all duties incident to the office of President and such other duties as may from time to time be delegated by the Board of Directors.

Sec. 3. Vice-President. The Vice-President shall have such powers and duties as may from time to time be delegated to him by the Board of Directors. In the absence or disability of the President, the Vice-President shall be vested with all the powers and perform all the duties of the President.

Sec. 4. Treasurer. The Treasurer shall receive the moneys of the corporation and deposit the same in such banks or other depositaries as may be selected by the Board of Directors. The Treasurer shall pay all bills and make all disbursements authorized by the Board of Directors and shall keep full and accurate accounts of receipts and disbursements and a record of the financial transactions of the Association in accordance with good accounting practices. In general, he shall perform all duties incident to the office of Treasurer and have such other powers and duties as may from time to time be delegated to him by the Board of Directors. If the Board of Directors so requires, the Treasurer shall give bond in such amount and with such surety or sureties as the Board may direct.

Sec. 5. Secretary/Clerk. The Secretary/Clerk shall keep a correct list of the names and addresses of the members of the Association. He shall attend meetings of members and meetings of the Board of Directors and shall record all meetings of Directors and members in a book kept for that purpose. In general he shall perform all duties incident to the office of Secretary or Clerk and have such other powers and duties as may from time to time be delegated to him by the Board of Directors. He shall have custody of the seal of the corporation and affix the same to any instrument when duly authorized to do so and may attest the same.

Sec. 6. Executive Secretary. The Executive Secretary shall be elected by the Board of Directors and shall act as the Assistant to the President and shall perform all duties which may be delegated to him from time to time by the Board of Directors. He shall not be required to be a member of the Association or of the Board of Directors. His remuneration shall be fixed by the Board of Directors.

ARTICLE V - AMENDMENTS

These By-Laws, or any of them, may be altered, amended or repealed at any regular or special meeting of the members at which a quorum is present by a majority vote of those present, provided notice of such proposed action shall have been given with notice of the meeting.

- LIST OF MEMBERS OF THE:
1. Maine Marine Trades Association
 2. Maine Boat Builders and Repairers Association
 3. MBBRA Associate Members
 4. MBBRA Honorary Members

Jack Carter, 2
Aero-Maine
Brunswick 04011

Dave Montgomery, 3
Allen Agency
Camden 04843

Fred Flanders, 1
Andrew Brown Company
23 Forester Court
Northport, New York 11768

Robert Fish, 1 & 2
Atlantic Boat Works
65 Atlantic Avenue
Boothbay Harbor 04575

James S. Rockefeller, Jr., 2
Bald Mountain Boat Works
Camden 04843

Bamforth Automotive, Inc., 1
200 Maine Street
Brunswick 04011

John Cochran, 2
Bar Harbor Boating Co.
Hull's Cove 04644

Bob Bauer, Director, 2
Bass Harbor Marine
Bass Harbor 04653

Fred F. Blake, 1
Blake's Marine
102 Commercial Street
Boothbay Harbor 04575

Bath Fuel Company, 1
47 Commercial Street
Bath 04530

Rupert Neily, Jr., 1
Boothbay Harbor Boat Sales
Box 66
East Boothbay 04544

William S. Danforth, 1 & President 2
Brewer's Boatyard, Inc.
West Southport 04576

Joel White, 2
Brooklin Boat Yard
Brooklin 04616

James O. Brown, 2
J. O. Brown & Sons
North Haven 04853

Robert H. Johnson, 4
Bureau of Watercraft Safety
State Office Building
Augusta 04330

Arthur Anderson, 1
Chase, Leavitt & Co.
10 Dana Street
Portland 04112

Harold Ellis, 1 & 3
Chase, Leavitt & Co.
10 Dana Street
Portland, Maine 04112

Peter Kellogg, 1
Chase Leavitt & Co.
10 Dana Street
Portland 04112

William Leavitt, 1
Chase, Leavitt & Co.
10 Dana Street
Portland 04112

Booth Chick, 1 & 2
Chick's Marina
South Maine Street
Kennebunkport 04046

Anson Corson, 1
Corson Boat Company
Houghton Street
Madison 04950

Dennis F. Clarke, 2
Custom Fiberglass Molding, Inc.
East Boothbay 04544

David Brock, 2
Dark Harbor Boat Co.
Dark Harbor 04848

Elmer Dion, 1 & 2
Dion's Yacht Yard
Bowen Road
Kittery 03904

Don Herman, 1
Don's Marine Service
346 Maine Street
South Portland 04111

Elmer Dore, 1
Dore's Marine Service
North Avenue
Skowhegan 04976

Charles H. Jenkins, 1
Downeast Sportsmen
Route 90
West Rockport 04865

Frederick L. Felton, Exec. Sec. 1 & 2
Cumberland Foreside
92 Foreside Road
Portland 04110

Albert Frost, Jr., 1 & 2
Albert G. Frost Co.
U.S. Route 1
South Portland 04106

Bingham Murray, 1
Goose Cove Marina Company
Bar Harbor 04609

Douglas Dodge, 2
Harold Gower Boat Yard
Beals 04611

Alfred Greene, Boatbuilder, 2
Rockport 04856

Merle E. Hallett, 1 & Director 2
Handy Boat Service
Falmouth Foreside 04103

Jeremiah Baker, 1
Harraseeket Marine Service
South Freeport 04078

Walton Baker, Director 2
Harraseeket Marine Service
South Freeport 04078

Peter Chapman, 1
Harraseeket Marine Service
South Freeport 04078

R. G. Harris, 1
R. G. Harris Associates
5 Portland Pier
Portland 04101

Richard Hamilton, 1
The Harris Company
188 Commercial Street
Portland 04110

Austin Harris, 1 & 3
The Harris Company
188 Commercial Street
Portland 04110

Dick Fortune, 3
The Fortune Co.
Falmouth 04105

Robert O. Dale, 3
Haskell & Hall
Freeport 04032

Geerd Hendel, 3
Camden 04843

Roger D. Hewson, 2
Hewson Marine, Inc.
South Casco 04077

John Y. Higgins, 1
Higgins Sports Center
North Main Street
Auburn 04210

Robert L. Hinckley, 2
Henry R. Hinckley & Co.
Southwest Harbor 04679

Richard Lagner, 2
Hodgdon Bros.
East Boothbay 04544

John C. Marriner, 1
Johnson Motors
6 Pinewood Drive
Cumberland Center 04021

J. Ervin Jones, Boatbuilder, 2
East Boothbay 04544

William Josephs, 1
Josephs Outlet
147 Main Street
Fairfield 04937

Robert Lash, 1
Blue Hill Road
Orland 04472

Bob Stoddard, 3
Leavitt & Paris, Inc.
Portland 04111

Royce E. Howes, Jr., 1
Longreach Company
119 Commercial Street
Bath 04530

Frank Luke, Vice-Pres., 2
Paul E. Luke, Inc.
East Boothbay 04544

Bob Knecht, 1 & 3
Manset Marine Supply
Rockland 04841

Miles Weaver, 1 & 2
Marineast
South Portland 04101

Thomas D. C. Morris, 2
Morris Boat Shop
Southwest Harbor 04679

David Mitchell, 1
3 Auburn Street
Springvale 04083

Phil Mitchell, 1
3 Auburn Street
Springvale 04083

Lincoln H. Crush, 1
Moose Horn Trading Post
Route 4
North Jay 04262

Robert Morse, 1
Morse Marine Exchange
108 Commercial Street
Boothbay Harbor 04538

Lee Hughes, 2
Morse, Payson & Noyes
Portland 04112

Gilbert Leadbetter, 1
Leadbetter's
U.S. Route #1
Rockport 04856

Jack Cuddire, 2
Lok Marina
Camden 04843

John Butler, Director 2
Mt. Desert Yacht Yard
Mr. Desert 04660

Samuel Guild, Jr., 2
Muscongus Boat Shop
Thomaston 04861

Dave Jackson, 3
National Fisherman
Camden 04843

Jarvis Newman, 2
Southwest Harbor 04679

James Cunningham, 1
Old Town Canoe Company
Old Town 04468

Nathan Brackett, 3
Orr & Jennings
Portland 04111

Bruce Cunningham, 2
Padebco Custom Boats
Round Pond 04564

William C. Page, 1 & 3
Page Marine Services
26 Sea Street, Camden 04843

William Carswell, 1
Perko & Gray Marine
Eliot 03903

Stuart A. Pennels, 1
O. P. Peterson Company
384 Fore Street
Portland 04101

Silver Street Service, Inc., 1
Waterville 04901

Tom Clark, 3
Rex Lumber
Freeport 04032

Thornton Ring, 1 & 2
Ring's Marine
Main Street
South Freeport

Chet Rittall, 2
Rittall's Boat Yard
Boothbay Harbor 04538

Paul Bryant, 2
Riverside Boat Co.
Newcastle 04533

Ralph Becker, Director 2
Robinhood Marina, Inc.
Robinhood 04530

Luke Allen, 2
Rockport Marine, Inc.
Rockport 04856

Nick Roth, Boatbuilder, 2
Box 55
Wiscasset 04578

Earle R. Rumery, 1 & 2
Rumery's Boat Yard, Inc.
109 Cleaves Street
Biddeford 04005

Waldo Strahan, 3
Sea Strahan
Cumberland Foreside 04110

J. Hallowell Vaughn, 2
Seal Cove Boat Yard
Harborside 04642

Paul Neal, President 1
Sebago Marine
East Sebago 04029

Francis L. Pierce, 1 & 2
Pierce's Marine Service
Box 515
Boothbay Harbor 04575

Henry S. Parker, Jr., 1
Parker Yachts
South Freeport 04078

Howard B. Pratt, 1 & 2
South Portland Shipyard
South Portland 04106

Otto Miller, 1 & 2
Southwest Boat Company
Clark Point Road
Southwest Harbor 04679

Hugh Taylor
Taylor's Marina
Raymond 04071

Tom Jones Marine Company, 1
Maine Street
P. O. Box 529
Kennebunkport 04046

James M. Willis, 1
The Boathouse
Manset 04656

Richard Fowler, 2
The Thurston Co., Inc.
Orland 04472

Charles E. MacMillen, 1 & Director 2
Wayfarer Marine Corp.
Sea Street, Box 677
Camden 04843

John D. Cousins, 2
Webber's Cove Boat Yard
East Blue Hill 04629

Port Harbor Marine, 1
231 Front Street
South Portland 04106

Bud Sawyer, 1
Radio Station WGAN
Portland 04101

Camron Bradley, 1
Winter Harbor Marina
Winter Harbor 04693

Paul M. Robinson, 1
C. A. Woolsey Paint Company
27 Locke Road
Hampton, N.H.

Ralph Stevens, 2
Yankee Marine, Inc.
Yarmouth 04096

John A. MacDonald, Jr., 1 & 2
Yarmouth Boat Yard
Yarmouth 04096

Grant Whipple, 1 & Director 2
York Harbor Marine Sales & Service
York 03909

Robert Witherill, 4
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Springvale 04038

Commander H. M. Veillette, 1
U.S. Coast Guard
Boating Safety Division
J.F.K. Federal Building
Boston, Mass. 02203

Roger J. Jacques, 1
Wights Sporting Goods
54 State Street
Bangor 04401