

Dear SABBEX Membership Applicant,

Thank you for considering application to the South African Boatbuilders Export Council. Please acquaint yourself with the procedure outlined below. Please also find attached the application forms for membership. These documents need to be completed and returned to SABBEX for processing.

The application must be accompanied by the following:

- Signed and completed application form
- High resolution company logo and pictures
- Copy of company brochure
- Membership fee and/ or proof of payment

SABBEX Mission

The South African Boatbuilders Export Council SABBEX a National Export Council. The council is a major contributor to establishing South Africa as a globally competitive boatbuilding export country, with sustainable export growth, within the DTI framework.

SABBEX has implemented a strategic plan, incorporating government stakeholder to promote the boatbuilding industry via means of:

- export promotion
- export development and
- market prioritisation

SABBEX has made it a mission to penetrate as many foreign markets as possible, thus building a platform for South African boatbuilders to demonstrate the quality of their products, which will lead to further growth within the industry.

SABBEX Objectives

Key objective: To market South African built yachts internationally

The protection and development of SA's export boating industry via means of:

- Setting high industry standards – Code of Conduct Accreditation process
- Maintaining constructive relationships with the boatbuilders and stakeholders
- Working to keep its members abreast of opportunities
- Providing marketing opportunities by identifying future priority markets
- Lobbying government
- Providing advice to the public
- Facilitating growth and export growth within the sector by addressing matters like:
 - Creating the macro environment conducive to export growth for the sectors
 - Defending current markets
 - Retaining employment where feasible
 - Identifying future opportunities for innovation in respect of new geographies , new products, and new technologies through intelligence
 - Co-ordinate and implement export promotion activities
 - Improving export competitiveness

SABBEX will continue to conduct all business activities according to the highest level of ethics.

Perks of SABBEX Membership

- Create consumer confidence by being associated to an industry association backed by the Dti
- Access to research about new potential markets
- Assistance in maintaining current market share
- Assistance in growing market share via exhibitions, missions and trade fairs
- To maximise SA exposure in creating brand awareness
- Create exposure for members via directories, websites and other marketing collateral
- Greater access to a variety of government departments and assistance with marketing abroad
- To inform the international boat buying public about the Code of Conduct and promote our members, who all adhere to the Code
- To ascertain the hindrances to further growth in companies' export potential and development of BEE exporters
- Ensure the interests of SA manufacturers are protected in the international associations, especially ISO, via the working groups and standing committees
- Facilitate sector meetings for networking and matchmaking within each sector.
- Facilitate the attendance of DTi exporter training events, identify and mentor new exporters, training for foreign trade shows.
- Assistance with applying for and claiming the DTI Export Incentives
- Active lobbying in Government to highlight industry specific problem areas.
- Networking amongst members.
- Access to industry research and export figures
- Piggy backing on brand exposure that will be done by SABBEX, making new markets accessible to our goods.
- Use of SABBEX membership logo
- Access to SABBEX database for marketing and promotional purposes
- Free full company listing on the SABBEX website and listing in the bi-annual brochure produced by SABBEX for distribution worldwide
- Exposure in prestigious publication, brought about by SABBEX PR and marketing
- Information regarding export finance assistance programmes
- Enhanced international marketing power through a unified approach and increased exposure of the South African export boat building industry
- Opportunities to receive export inquiries from around the world;
- A website which features every member with direct links to each member's site via company name or industry category;
- Access to skill development and accreditation pathways
- Representation at boat shows – even when you can't be there;
- Consolidated approach providing strength in a competitive world market through internationally recognised South African national marine export branding.

Criteria for membership

- Members should support the aim and objectives of the organisation at all time
- Obtain approval from SABBEX prior to use of SABBEX logo / Accreditation logo
- Practise fair and responsible standards as set out by SABBEX stakeholders
- Maintain and enhance quality of products offered by your organisation
- Follow sensible environmental practices
- Help promote SABBEX as the preferred Export Council to all staff, customer, suppliers and stakeholders.
- Boatbuilders should give first preference to other SABBEX companies when purchasing goods, materials and services.
- Members should try to purchase locally manufactured goods when possible, before importing products.
- Members should agree to furnish SABBEX with information required for research and reports compiled for its stakeholders. SABBEX does recognize the member's right to withhold information deemed sensitive or private. All requested information will be treated confidentially and will be used collectively for research purposes.
- A SABBEX representative may conduct site visits, based on appointment. Members should provide full cooperation on these yard visits.
- It is compulsory for SABBEX members to attend the SABBEX Annual General Meeting.
- Full members need to apply for Accreditation within a 3 month period of being a Full member.
- SABBEX members need to conduct themselves in a professional transparent manner, as they are representatives of SABBEX.

Membership Process

- Applications will only be processed if the signed Membership Form is accompanied by your membership fee.
- Membership subscription fees need to be paid annually, or membership will elapse.
- The financial year runs from January to December. Following any revision of fees, such revised amounts will be invoiced by SABBEX and become due and payable on presentation. Membership needs to be renewed annually.

Full Membership for companies directly involved in the manufacture and export of watercrafts.
R7000

Affiliated Membership for companies not directly involved in the manufacturing of boats for exports:
R3000

Emerging Exporter Membership for newly established companies (less than 2 years) or companies new to exporting (less than 2 years)
R2000

It is incumbent on us to inform you that the SABBEX is a voluntary organization, and is therefore not obliged to automatically accept applicants. Every applicant is rigorously screened to ensure that members are of the highest possible standing. Unsuccessful applicants will have their fee refunded in full. SABBEX reserves the right to cancel membership. Memberships which are cancelled will receive no refund.

Questionnaire

1. Key Products

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2. Countries to which you export

At Present:

.....

Desire to export to within next 2 years:

.....

3. Are you an existing exporter? Yes No Years:

4. Percentage of your product exported?

5. Black Economic Empowerment shareholding %

6. Women Shareholding %

7. Number of employees (*tick one*) <20 <60 <150 <250 <350

8. Is your total asset value less than R5m (excluding fixed property)? Yes No

9. Company description for the directory listing (max 150 words)

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10. Please indicate which bracket of membership you wish to join?

Full Membership: R7000

For companies directly involved in the manufacture and export of watercrafts.

Affiliated Membership: R3000

for companies not directly involved in the manufacturing of boats for exports

Emerging Exporter Membership: R2000

for newly established companies (less than 2 years) or companies new to exporting (less than 2 years)

We hereby apply for membership of the South African Boatbuilders Export Council

Signature: Date:

PLEASE RETURN TO SABBEX VIA EMAIL veda@sabbex.co.za OR VIA FAX ON +27 +21 447 6456. ALSO INCLUDE THE COMPLETED QUESTIONNAIRE TOGETHER WITH THE COMPANY LOGO AND PICTURES IN HIGH RESOLUTION JPEGs.

Application Form

Company Name:

Physical Address:

Postal Address:

Telephone No: Facsimile No.

E-mail:

Website Address:

Contact Person:

Registration No.:

VAT Number:

Manufacturer Identification Code / Hull Identification Number:

.....
Country-MIC e.g. ZA-VOY for Voyage Yachts

The Members, Shareholders & Directors:

Have any of the Members, Shareholders or Directors been sequestered in the past year?

-
-
-
-
-

Other key contact persons:

General Manager

Human Resources

Marketing

Have you been accredited by SABBEX before? Yes No

IT IS INCUMBENT ON US TO INFORM YOU THAT THE SABBEX IS A VOLUNTARY ORGANIZATION, AND IS THEREFORE NOT OBLIGED TO AUTOMATICALLY ACCEPT APPLICANTS. EVERY APPLICANT IS RIGOROUSLY SCREENED TO ENSURE THAT MEMBERS ARE OF THE HIGHEST POSSIBLE STANDING. UNSUCCESSFUL APPLICANTS WILL HAVE THEIR FEE REFUNDED IN FULL. SABBEX RESERVES THE RIGHT TO CANCEL MEMBERSHIP. MEMBERSHIPS WHICH ARE CANCELLED WILL RECEIVE NO REFUND.

Listing Categories

Attached are the lists of various categories under which your products will be listed. The categorization is inline with international best practise and is identical to the categorization used by ICOMIA, other International Marine Industry Associations and Boat Shows. Please select the various categories with a maximum of 10 selections.

Boats

Motorboats

- IC1000 Open Sportboats/ Runabouts
- IC1001 Console Boats
- IC1566 Bay Boats/Jon Boats
- IC1567 Utility Boats
- IC1002 Electric Powered Boats
- IC1003 Speciality Fishing Boats
- IC1568 Runabout Cuddies
- IC1569 Walkaround Boats
- IC1570 Fish & Cruise Boats
- IC1004 Offshore Performance Boats
- IC1571 Open Cabin Cruisers/ Open Sport Yachts
- IC1572 Sport Cruiser Hardtop Yachts – without door
- IC1573 Sport Cruiser Hardtop Yachts – with door
- IC1005 Houseboats/Barges
- IC1006 Jet Boats
- IC1007 New Classic Open/ Day Cruisers
- IC1574 Flybridge Cruisers
- IC1008 Motor Yachts
- IC1009 Multihulls
- IC1010 Personal Watercraft
- IC1011 Deck/Pontoon Boats
- IC1012 Rigid Buoyancy Boats (RBBs)
- IC1013 Speciality Racing Boats
- IC1014 Sportfishing Boats (Convertible)
- IC1575 Sportfishing Boats (Open Express)

- IC1015 Steam Powered Boats
- IC1016 Trawler Yachts/ Traditional Motoryachts
- IC1017 Skiboats/Wake Boats
- IC1018 New Classic Cabin/ Express Cruisers

Sailboats

- IC1019 Dinghies: Monohulls
- IC1020 Dinghies: Multihulls
- IC1021 One Design Sailboats
- IC1022 Offshore Racing Sailboats
- IC1023 Sailing Barges
- IC1024 Sailing Yachts: Monohulls
- IC1025 Sailing Yachts: Multihulls

Superyachts

- IC1026 Motor
- IC1027 Sail

Inflatables

- IC1028 Inflatables
- IC1029 Rigid Inflatable Boats (RIBs)

Activity Craft

- IC1030 Canoes
- IC1031 Kayaks
- IC1032 Pedal Boats
- IC1033 Rafts

- IC1034 Rowing Boats
- IC1035 Sculls
- IC1036 Surfboards
- IC1037 Windsurfing/Kitesurfing Boards

Speciality Boats

- IC1038 Airboats
- IC1039 Amphibious Boats
- IC1040 Folding Boats
- IC1041 Hovercraft
- IC1042 Kit Boats/Kits
- IC1043 Replica Craft
- IC1044 Static Floating Homes
- IC1045 Submarines

Commercial Boats

- IC1046 Cargo Vessels
- IC1047 Commercial Fishing Boats
- IC1048 Commercial RIBs
- IC1049 Cruise Liners
- IC1050 Dive Boats
- IC1051 Ferry Boats
- IC1052 Military Craft
- IC1053 Passenger/Tour Boats
- IC1054 Patrol Craft
- IC1055 Rescue Boats
- IC1056 Work Boats

Engines and Engine Systems

Engines and Motors

- IC1057 Outboards: Petrol (2-stroke)
- IC1058 Outboards: Petrol (2-stroke, low emission)
- IC1059 Outboards: Petrol (4-stroke)
- IC1060 Outboards: Diesel
- IC1061 Outboards: Electric
- IC1062 Outboards: Alternative Fuel
- IC1063 Inboards/Stern drives: Petrol
- IC1064 Inboards/Stern drives: Diesel
- IC1065 Inboards/Stern drives: Electric
- IC1066 Inboards/Stern drives: Alternative Fuel
- IC1067 Gas Turbine Engines
- IC1068 Jet Drives
- IC1069 Sail Drives
- IC1070 Steam Engines
- IC1071 Trolling Motors
- IC1072 Other Engines/Drives
- IC1576 POD Drives

Aspiration and Ventilation

- IC1073 Air Circuits
- IC1074 Air Filters
- IC1075 Aftercoolers
- IC1076 Bilge/ Engine Blowers
- IC1077 Turbochargers

Cooling and Exhaust Systems

- IC1078 Catalysers
- IC1079 Heat Exchangers
- IC1080 Hoses/Clips/Fittings

Engine Management

- IC1083 Monitors/Instruments/Alarms
- IC1084 Engine Remote Controls
- IC1085 Engine Test Equipment

Fuel Handling

- IC1086 Fuel Computers

- IC1087 Fuel Pumps/Injection Systems
- IC1088 Hoses/Clips/Fittings
- IC1089 Tanks

Hydraulic Systems

- IC1090 Hydraulic Motors
- IC1091 Pumps

Insulation

- IC1092 Heat Insulation
- IC1093 Leak Insulation
- IC1094 Vibration/Noise Insulation

Lubrication

- IC1095 Lubrication Systems
- IC1096 Oil Change Systems
- IC1097 Oil Filters

Engines and Engine Systems

Mounting Equipment

- IC1098 Engine Mounts
- IC1099 Outboard Mounts
- IC1100 Jack Plates/Parts

Starter Systems and Parts

- IC1101 Ignition Systems
- IC1102 Starters
- IC1103 Switches
- IC1104 Spark Plugs

Sterngear and Propellers

- IC1105 Propellers
- IC1106 Propeller Accessories
- IC1107 Rope Cutters
- IC1108 Shafts
- IC1109 Shaft Anodes
- IC1110 Shaft Couplings
- IC1111 Shaft Seals
- IC1112 Sterngear

Transmission and Gears

- IC1113 Gears/Gear Boxes
- IC1114 Oil Coolers
- IC1115 Sail Drive Struts
- IC1116 Sterndrive Legs
- IC1117 Transmission Kits
- IC 1118 Transmission Parts & Accessories

Marine Equipment and Accessories

Anchoring, Docking Equipment

- IC1119 Anchors
- IC1120 Anchor Accessories
- IC1121 Anchor Chains/Cables/Lines
- IC1122 Boat Hooks
- IC1123 Bow Rollers/Protection
- IC1124 Buoys
- IC1125 Chafing Protection/Rodes
- IC1126 Chain Counters
- IC1127 Chain Washing Systems
- IC1128 Davits/Hoists/Cranes
- IC1129 Fenders
- IC1130 Fender Covers
- IC1131 Ground Tackle
- IC1132 Lifting Accessories
- IC1133 Mooring Equipment
- IC1134 Windlasses

Boat Building Materials and Equipment

- IC1135 CAD Design and Software Systems
- IC1136 Chemicals
- IC1137 Closed/Injection Mould Equipment
- IC1138 Coatings Application Equipment
- IC1139 Composite Reinforcements
- IC1140 Decking
- IC1141 Fabrication Equipment
- IC1142 Flotation Materials
- IC1143 Identification Plates
- IC1144 Lamination Equipment
- IC1145 Machinery (metalworking)
- IC1146 Machinery (woodworking)
- IC1147 Osmotic Blister Repair
- IC1148 Overhead Hoists/Cranes
- IC1149 Personal Protection Equipment
- IC1150 Prefabricated Structural Components
- IC1151 Raw Materials (metals)
- IC1152 Raw Materials (plastics)
- IC1153 Raw Materials (woods)

- IC1154 Resins and Additives
- IC1155 Tooling/Plugs/Moulds
- IC1156 Upholstery Equipment
- IC1157 Ventilation/Air Movement Equipment

Boat Care, Chemicals, Coatings, Maintenance

- IC1158 Antifouling Paints/Bottom Coatings
- IC1159 Brushes/Applicators
- IC1160 Chemicals/Liquids
- IC1161 Cleaners/Polishes
- IC1162 Cleaning Equipment/Tools
- IC1163 Corrosion Inhibitors
- IC1164 Deck Paints
- IC1165 Detailing Products
- IC1166 FRP Repair/Restorers
- IC1167 Fuel Conditioners
- IC1168 Glue/Adhesives
- IC1169 Lettering/Numbers/Tapes
- IC1170 Lubricants
- IC1171 Paint/Primers
- IC1172 Repair Materials/Tools
- IC1173 Resins/Epoxies
- IC1174 Sealant/Caulking Products
- IC1175 Winterising Products
- IC1176 Varnish

Boat Covers and Canvas

- IC1177 Awnings
- IC1178 Bimini Tops/Sun Protection
- IC1179 Canvas and Accessories
- IC1180 Cockpit Shelters/Tents
- IC1181 Covers (boat, seats, deck, sails)
- IC1182 Shrinkwrap
- IC1183 Tarpaulins/Winter Covers
- IC1184 Tie-Downs/Strapping
- IC1185 Vinyl and Accessories

Deck Hardware/Rigging

- IC1186 Blocks

- IC1187 Cleats
- IC1188 Clutches/Locks
- IC1189 Furling Systems
- IC1190 Guide Tracks/Loops
- IC1191 Reefing Gear/Accessories
- IC1192 Rigging
- IC1193 Ropes/Lines
- IC1194 Sails
- IC1195 Sail Cloth/Battens/ Accessories
- IC1196 Shackles/Hooks/Turnbuckles
- IC1197 Spars/Booms/Masts
- IC1198 Spinnaker Fittings
- IC1199 Travellers/Guide Rails
- IC1200 Winches
- IC1201 Wire Ropes/Cords

Electrical

- IC1202 Alternators
- IC1203 Anodes
- IC1204 Battery Chargers
- IC1205 Batteries and Accessories
- IC1206 Cable/Cable Systems
- IC1207 Circuit Breakers/Fuses
- IC1208 Components/Connectors
- IC1209 Deck Glands
- IC1210 Generators
- IC1211 Instruments/Gauges
- IC1212 Insulation Material
- IC1213 Inverters
- IC1214 Lightning Protection
- IC1215 Monitoring Systems/Alarms
- IC1216 Security Systems
- IC1217 Shore Power
- IC1218 Solar Systems/Fuel Cells
- IC1219 Switch Boards/Power Panels
- IC1220 Wind Generators

Electronics

- IC1221 Aerials/Antennas/Accessories
- IC1222 Automatic Identification Systems (AIS)
- IC1223 Autopilots

Marine Equipment and Accessories

Electronics

- IC1224 Chart Plotters
- IC1225 Computer Systems
- IC1226 Depth Sounders
- IC1227 Displays
- IC1228 Electronic Compasses
- IC1229 Electronic Horns and Signals
- IC1230 Fish Finders/Echo Sounders
- IC1231 Fixed Transceivers
- IC1232 GPS
- IC1233 Handheld Transceivers
- IC1234 Intercom Systems
- IC1235 Integrated Navigation Systems
- IC1236 Navtex Receivers
- IC1237 Radar Systems
- IC1238 Receivers
- IC1239 Rudder Indicators
- IC1240 Satellite Communication Systems
- IC1241 Speedometers
- IC1242 TV/Stereo/Entertainment Systems
- IC1243 Weather Receivers
- IC1244 Wind Instruments

Galley Equipment/Appliances

- IC1245 Cookers/Hobs/Ovens/Stoves
- IC1246 Dishwashers
- IC1247 Galley Accessories
- IC1248 Grills/Barbeques
- IC1249 Ice Boxes
- IC1250 Ice Makers
- IC1251 Marine Crockery/Tableware
- IC1252 Microwaves
- IC1253 Refrigeration Systems

Gas Installations

- IC1254 Components
- IC1255 Gas Alarms

Hardware

- IC1256 Bimini Tubing/Hardware
- IC1257 Boarding Ladders/Gangways
- IC1258 Doors
- IC1259 Downriggers/Outriggers
- IC1260 Fasteners
- IC1261 Fishing Rod Holders/Accessories
- IC1262 Fittings/Hinges/Brackets
- IC1263 Hatches/Portholes/Windows
- IC1264 Hull Fittings/Sea Cocks
- IC1265 Inflatable Boat

Accessories/Spares

- IC1266 Keel and Bow Protectors
- IC1267 Locks

- IC1268 Oars/Paddles/Rowlocks
- IC1269 Pulpits/Railings/Stanchions
- IC1270 Swim/Bathing Platforms
- IC1271 Towers/Tops
- IC1272 Towing and Waterski Fittings
- IC1273 Windshields

Interior Furnishings

- IC1274 Bed/Berth Furnishings
- IC1275 Blinds/Screens
- IC1276 Cabinetry
- IC1277 Counter tops
- IC1278 Decorative Items/Boat Decor
- IC1279 Fabrics/Interior Coverings
- IC1280 Flooring/Rugs/Carpets
- IC1281 Interior Seating/Furnishings
- IC1282 Lining/Wall Panels/Insulation Material
- IC1283 Tables/Desks/Nav Stations
- IC1284 Teak Furnishings
- IC1285 Upholstery

Lighting

- IC1286 Deck Lighting
- IC1287 Interior Lights
- IC1288 Lamps/Bulbs
- IC1289 Light Control Systems/ Switches
- IC1290 Navigation Lights
- IC1291 Utility Lights/Spotlights

Marina and Yard Equipment

- IC1292 Chafing Protection
- IC1293 Cradles/Boat Stands
- IC1294 Cranes/Boat Hoists/Travel Lifts
- IC1295 Disposal Facilities/Environmental Control
- IC1296 Dock Fixtures/Hardware
- IC1297 Dock Lighting
- IC1298 Dock Systems/Pontoons
- IC1299 Dry Boat Storage/Stacking Systems
- IC1300 Electrical Systems/Power Pedestals
- IC1301 Fuelling Systems
- IC1302 Management/Billing Systems
- IC1303 Moisture Meters
- IC1304 Mooring Systems and Equipment
- IC1305 Shop Equipment/Tools/ Supplies
- IC1306 Surveillance/Security Systems
- IC1307 Water/Plumbing Connections

Navigation

- IC1308 Anemometers
- IC1309 Barometers/Barographs/Baroscopes

- IC1310 Binoculars/Night Vision Devices
- IC1311 Chronometers/Clocks
- IC1312 Magnetic Compasses
- IC1313 Mechanical Logs
- IC1314 Nautical/Tidal Charts and Guides
- IC1315 Sextants

Personal Gear and Watersports Equipment

- IC1316 Clothing/Apparel
- IC1317 Dive Fins/Masks/Snorkels
- IC1318 Dive Regulators & Compressors
- IC1319 Dive Tanks
- IC1320 Dive/Weight Belts/Other Equipment
- IC1321 Drysuits/Wetsuits
- IC1322 Filet Tables/Equipment
- IC1323 Fishing Nets/Towing Gear
- IC1324 Fishing Rods/Reels/ Accessories
- IC1325 Fishing Gear
- IC1326 Footwear
- IC1327 Foul Weather Gear
- IC1328 Gear Bags/Backpacks
- IC1329 Gloves
- IC1330 Hats/Caps/Headgear
- IC1331 Knives/Splicers/Tools
- IC1332 Marine Watches
- IC1333 Outdoor/Camping Equipment
- IC1334 Personalised Items/ Embroidery
- IC1335 Photography/Video Equipment
- IC1336 Sunglasses/Protective Eyewear
- IC1337 Swimwear/Beach Accessories
- IC1338 Tow Lines/Bars
- IC1339 Underwater Lighting
- IC1340 Wakeboards
- IC1341 Wakeboard Accessories
- IC1342 Waterskis
- IC1343 Waterski Accessories
- IC1344 Windsurf Accessories
- IC1345 Windsurf Rigs/Masts
- IC1346 Windsurf Sails/Kites
- IC1347 Water Toys/Towables

Plumbing

- IC1348 Desalinators
- IC1349 Filters/Sterilisation
- IC1350 Fresh Water Systems/ Components
- IC1351 Holding Tank Systems/ Toilets
- IC1352 Hose/Clamps/Fittings
- IC1353 Livewells/Bait Tanks
- IC1354 Pumps/Accessories
- IC1355 Shower Systems
- IC1356 Sinks
- IC1357 Tanks
- IC1358 Waste Disposal
- IC1359 Water Heaters / Calorifiers / Boilers

Marine Equipment and Accessories

Safety Equipment

- IC1360 Alarm Systems
- IC1361 Bells/Horns/Whistles
- IC1362 Buoyancy Aids/Ring Buoys
- IC1363 Detectors (CO, Gas, Smoke)
- IC1364 Distress Signals/Signalling Equipment
- IC1365 EPIRBs
- IC1366 Fire Extinguishers
- IC1367 Fire Fighting/Suppression Systems
- IC1368 First Aid Supplies
- IC1369 Flares/Flare Guns
- IC1370 Harnesses/Safety Belts/Straps
- IC1371 Life Jackets
- IC1372 Life Rafts
- IC1373 Man-Overboard Systems
- IC1374 Radar Reflectors
- IC1375 Safety Tools/Equipment
- IC1376 Sprinklers
- IC1377 Survival Equipment/Supplies
- IC1378 Survival Suits

Seating

- IC1379 Cockpit Seating
- IC1380 Fighting Chairs
- IC1381 Helm Chairs and Pedestals
- IC1382 Seat/Bench/Deck Cushions
- IC1383 Vinyl Materials/Accessories

Soft Goods

- IC1384 Flags/Pennants/Ensigns
- IC1385 Marine Linens/Bedding

Steering/Stability Equipment

- IC1386 Autopilot Steering Pumps
- IC1387 Bow/Stern Thrusters
- IC1388 Helm/Steering Equipment
- IC1389 Hydraulic Systems
- IC1390 Rudders
- IC1391 Self-Steering Systems
- IC1392 Stabilizers
- IC1393 Steering Systems (electrical)
- IC1394 Steering Systems (hydraulic)
- IC1395 Steering Systems (mechanical)

- IC1396 Steering Wheels
- IC1397 Trim Systems/Trim Tabs
- IC1565 Keels

Trailers, Accessories, Transport

- IC1398 Boat Trailers
- IC1399 Car Top Carriers/Roof Racks
- IC1400 Couplers
- IC1401 Dollies
- IC1402 Hitch Extenders/Tongues/ Jacks
- IC1403 Lifting Gear/Straps
- IC1404 PWC Trailers
- IC1405 Trailer Lights
- IC1406 Trailer Parts/Components
- IC1407 Trailer Wiring/Electrical Parts

Ventilation

- IC1408 Air Conditioners
- IC1409 Boat Heating Systems
- IC1410 Deck Vents/Cowls
- IC1411 Dehumidifiers
- IC1412 Ventilation Fans/Ducting

Consumer Goods and Services

Charter/Rentals

- IC1413 Boat Hire
- IC1414 Canoe Hire/Outfitters
- IC1415 Diving Charters
- IC1416 Fishing Charters
- IC1417 Kayak Hire
- IC1418 Passenger/Restaurant/ Hotel Boats
- IC1419 Personal Watercraft Hire
- IC1420 Waterski/Wakeboard Boat Hire
- IC1421 Windsurf/Surfboard Hire
- IC1422 Yacht Charter (bareboat, crewed)

Education

- IC1423 Boating Safety Classes
- IC1424 Canoeing/Kayaking Lessons
- IC1425 Diving Lessons
- IC1426 DIY Construction/Repair/ Maintenance
- IC1427 Educational Software
- IC1428 Fishing Lessons
- IC1429 Powerboating Schools/ Lessons
- IC1430 Sailing Schools/Lessons
- IC1431 Waterskiing/Wakeboarding Lessons
- IC1432 Windsurfing Lessons

Events

- IC1433 Boat Shows
- IC1434 Open Houses
- IC1435 Owner Events/Rendezvous

- IC1436 Regattas/Races
- IC1437 Tournaments
- IC1438 Waterfront Festivals

Facilities/Maintenance

- IC1439 Anti-Theft/Tracking Services
- IC1440 Boat Cleaning
- IC1441 Boat Lifts/Hoists
- IC1442 Boat Repair Yards/Services
- IC1443 Boat Restoration
- IC1444 Boat Towing/Breakdown Assistance
- IC1445 Dry Dock/Dry Stack Storage
- IC1446 Electrical Installation/ Maintenance
- IC1447 Electronics Installation/ Maintenance
- IC1448 Engine Maintenance
- IC1449 Fuelling Stations
- IC1450 Gas Installation/Maintenance
- IC1451 Gas Sales
- IC1452 Marinas (coastal)
- IC1453 Marinas (inland)
- IC1454 Moorings/Harbour Management
- IC1455 Pump-outs/Waste Disposal Facilities

Maritime Goods

- IC1456 Antiques
- IC1457 Boat/Hull Models

- IC1458 Brassware
- IC1459 Jewellery
- IC1460 Memorabilia
- IC1461 Name Plates/Plaques
- IC1462 Nautical Gifts
- IC1463 Paintings
- IC1464 Photography/Prints/Posters
- IC1465 Sculpture

Organisations

- IC1466 Boat Owner Associations
- IC1467 Diving Clubs/ Associations
- IC1468 Fishing/Angling Clubs
- IC1469 Governmental/ Documentation Agencies
- IC1470 Jet Skiing Clubs/ Associations
- IC1471 Preservation Groups
- IC1472 Rowing Clubs/ Associations
- IC1473 Safety Organisations
- IC1474 Sailing Clubs/Class Associations
- IC1475 Waterskiing & Wakeboarding Clubs/Associations
- IC1476 Windsurfing Clubs/Associations
- IC1477 Yacht Clubs

Ownership Services

- IC1478 Boat Loans/ Financing
- IC1479 Boat Plans/ Designs
- IC1480 Boat Transport Services
- IC1481 Insurance Companies/Brokers

Consumer Goods and Services

Ownership Services

- IC1482 Leasing Services
- IC1483 Legislation Compliance Services
- IC1484 Registration Services
- IC1485 Surveyors/Assessors
- IC1486 Yacht Management/ Crew Services

Publications and Media

- IC1487 Almanacs
- IC1488 Books
- IC1489 Calendars
- IC1490 Consumer Magazines
- IC1491 Directories/Marine Listings

- IC1492 DVDs/Videos
- IC1493 Music
- IC1494 Software
- IC1495 Television Programmes
- IC1496 Websites/Portals

Retail

- IC1497 Berth Agents/ Resellers
- IC1498 Boat Brokerages
- IC1499 Boat Dealerships
- IC1500 Chandleries/Marine Stores
- IC1501 Marine Catalogues
- IC1502 Marine Clothing
- IC1503 On-line Marine Stores

- IC1504 Waterfront Property/ Estate Agents

Tourism/Resorts

- IC1505 Boat/Sightseeing Tours
- IC1506 Canoeing/Kayaking Trips
- IC1507 Diving Trips
- IC1508 Fishing Trips/Lodges
- IC1509 Parks/Campgrounds
- IC1510 Resort Activities
- IC1511 Tourism Agencies
- IC1512 Whitewater Rafting Trips

Business Goods and Services

Boatbuilding/Technical Services

- IC1513 Component/ Equipment Testing
- IC1514 Electrical Design/ Construction
- IC1515 Electronic Design/ Construction
- IC1516 Engineering and Process Design
- IC1517 Facility/Environmental Compliance
- IC1518 Fitting Out Services
- IC1519 Interior Design
- IC1520 Marine Surveying/ Valuers
- IC1521 Mould and Tooling Design Construction
- IC1522 Naval Architects/ Boat Designers
- IC1523 Owners Manuals/ Documentation
- IC1524 Standards/Certification Services

Business Services & Consultants

- IC1525 Business/Management Consultants
- IC1526 E-Commerce and Website Services
- IC1527 Employment Agencies
- IC1528 Event/Sponsorship Management
- IC1529 Export Management

- IC1530 IT/Programming Consultants
- IC1531 Marketing/Communications Research
- IC1532 PR and Advertising Agencies
- IC1533 Sales Representative Companies
- IC1534 Translation Services

Financial/Legal

- IC1535 Auditing Services
- IC1536 Commercial Insurance
- IC1537 Financial Services
- IC1538 Inventory Financing
- IC1539 Legal Services Marina Services
- IC1540 Construction
- IC1541 Design and Development
- IC1542 Environmental Assessment/ Management
- IC1543 Operation/Management
- IC1544 Surveillance/Security Services

Organisations

- IC1545 Boat Show Producers
- IC1546 Event Organisers
- IC1547 Governmental/ Regulatory Bodies

- IC1548 Professional Organisations
- IC1549 Trade Federations/ Associations

Publications and Media

- IC1550 Advertising Sales
- IC1551 Business-to-Business Magazines
- IC1552 Business-to-Business Websites
- IC1553 Marine Photography
- IC1554 Print/Publishing Services

Organisations

- IC1555 Video and Audio Production

Training

- IC1556 Boat Building Courses/ Training
- IC1557 Dealer Management/ Training
- IC1558 Design and Engineering Courses
- IC1559 Management/Business Training
- IC1560 Marina Training
- IC1561 Sales Training
- IC1562 Technician and Service Training

Transport/Shipping Services

- IC1563 Road Transport Companies
- IC1564 Shipping/Freight Forwarders