

Mr. Craig,

We would like to thank you for the opportunity to meet you and the members of the AIMU upon your visit to Atlantic City on August 10<sup>th</sup>. As Len had mentioned, we do not have a facility per se at Atlantic City. We do have a number of boats we've trained on that we'll show you as well as Len's boat available for demonstration purposes. We also have a large 38' Silverton on D dock available to see, offered to us from a good customer we trained this year. (It's his first boat!)

We know you would agree that education is one of the most important issues affecting the marine industry today. **Boatboy Marine Training** programs are the answer to many of the claims the insurance industry is experiencing. **BMT** is unique to the industry because it was designed from the beginning to offer "Hands-on" training to recreational boaters on "Their" boat, at "Their" dock on "Their" waterway with "Their" equipment. Boatboy Marine Training is fully Insured, members of Marine Trades Associations, National Safe Boating Council, Boat/US Foundation, Sea\\Tow and offers one of the most comprehensive recreational training courses in the industry. We continually provide "Train the trainer" sessions to our Captains and run seminars at most boat shows during the winter months.

We pride ourselves on being laid back; making the training "Fun" and having our customers truly learn how to enjoy the boating lifestyle. We're also very confident in our abilities and professional in everything we do. As you can imagine we cover and are familiar with an extensive number of marinas and waterways at locations through out the States of NJ, NY, PA, DE and MD. We have also initiated operations in Central and Southern FL.

Given the number of people that will be attending the meeting, we would like to suggest that we make an initial presentation on how our training programs are conducted and discuss the benefits of "Hands-on" training versus classroom instruction. We will give you a copy of our student-training manual for you to keep and summary sheets for the other members on our different programs and techniques.

As time permits, we would like to take you and some members of your group out for some demonstration rides to show you how our techniques are taught and to give you a feel for the issues involved with operating a pleasure boat at slow speeds, in close quarters and docking. We hope to show that "Hands-on" training can be very crucial to learning how to properly operate a boat and to prevent and minimize accidents.

We are looking forward to hearing from you and to establish the final meeting arrangements. Please feel free to contact me at (800) 493-9514 or Len Mangiaracina at (856) 816-8908.

Very truly yours,

Russ Cohen, President