

May 2010

Dear Operator:

You may or may not have ever heard of the Water Sports Industry Association (WSIA). The WSIA has been operating over 30 years as an industry trade association. We are made up of all the major manufacturers of "towed watersports". This would include what we call "sport specific" tow boats such as MasterCraft, Nautique, Moomba, Supra, Ski Centurion, Malibu and the like. We also represent all the major wakeboard, ski, rope, wet suit, cordage, and life jacket manufacturers. We have a membership base of about 150 manufacturers and dealers. We may be somewhat small in the quantity of membership, but more than make up for it impacting sales in the market place. Our members represent well over 1 billion dollars in sales each year. This makes us a very strong player in the recreational marine industry and have been recognized as one collective voice.

Last year, we were approached by a few parasail operators to see if we might be interested in trying to help in a few areas. The number one area was that of insurance. We are also aware that parasailing has been outlawed on some of our National Park waterways as well as other inland waterways.

The WSIA holds a seat with the National Boating Safety Advisory Council (NBSAC). NBSAC is the top of the food chain relative to recreational boating safety issues. We also enjoy a solid relationship with the National Association of State Boating Law Administrators (NASBLA).

So what does all this mean to you? It means that we can have direct access to those in government that think parasailing should be outlawed or restricted in your area. We believe this has value to you!

We have also found an insurance underwriter and agent that is happy to talk to you about your insurance needs at more than competitive rates that you currently pay. We were able to do this because of the strength of our organization.

We would like to invite you to join the WSIA as a parasailing member. Custom Chutes, Inc. (manufacturer) has already joined as well as operators from Daytona Beach Parasail and Northshore Parasail. Membership is only \$100 at this time for operators and we think it would be worth every penny for you to enjoy the strength and networking we have to offer.

Larry Meddock
Executive Director, WSIA
PH/FAX: 407-251-9039
Email: info@wsia.net