



DISCOVER BOATING CENTER

What is this all about?

The purpose of the Discover Boating Center is to provide first-time buyers with reliable, unbiased answers to their boating questions and to help them move closer to a purchase decision by helping them find the right boat for their needs; demonstrating the affordability of boat ownership, showing the diversity of products and activities, and encouraging more buying at the show. We also strive to garner more exposure for your product and your company and create media attention regarding the affordability of boats.

While not all new boat buyers are looking for small budget boats, many entry level boaters are - so we like to have available a display of boats available for purchase for under \$250 a month. If you have boats that qualify and would like to display them, please complete the information below and fax to MBIA at 734-261.0880.

Everything you need to know:

- *Open only to MBIA boat dealer members exhibiting in bulk space in the 2010 Detroit Boat Show.
- *Limited to only those boats you have on the show floor so MBIA can direct consumers to these boats.
- *All boats must be- **2010, 2009, 2008 or 2007 model year product.**
- *Each bulk exhibitor may select **one boat for each boat brand** they represent to include in the program; i.e., represent three lines, three price sheets submitted to MBIA- 1 for each line. **More will not be accepted.**
- *Boats selected **must include all accessories, tax, delivery, etc. that is indicated on the attached price sheet.**
- *A list will be compiled and distributed by the MBIA.

Calculations you must use to determine boat(s) that qualify:

Payment must be \$250.00 or less per month. The following must be included in the price:

- **Boat, motor and trailer** price plus all required equipment (cockpit or mooring cover, anchor w/ 150' line, 6 PFDs, throwable device, Fire Ext., Distress flag, Horn/Whistle, Flare kit, 2 docklines and battery.)
- Freight, dealer prep, bank origin fee, title & registration fees
- 6% sales tax and 10% cash down
- Include rate of financing and loan amortization.

To participate, duplicate & complete the attached form - one for each boat brand you represent. Sign below and fax this form and your price sheets to (734) 261-0880. Deadline to participate: February 1, 2010.

By submitting this Exhibit Registration form, we agree to abide by the participation criteria specified on the Discover Boating Center price list and sell the boat package as stated on the price sheet.

Signature

Print Name

Date



DETROIT BOAT SHOW

BOATS UNDER \$250/Month

(Complete for one boat for each boat brand that qualifies)

Boat Manufacturer: _____
Boat Model: _____ Color: _____
Model Year: _____ (either 2010, 2009, 2008 or 2007)
Hull ID. #: _____
LOA: _____ Apprx. Weight: _____
Engine(s) and horse power: _____
Trailer Make/Model: _____

Package includes:

- ✓ Boat, Motor & Trailers (as stated above)
- ✓ Canvas (cockpit or mooring cover)
- ✓ Anchor and 150' of anchor line & Two (2) docklines
- ✓ Six (6) personal floatation devices & One (1) throwable devise
- ✓ Fire Extinguisher
- ✓ Distress Flag; Horn/Whistle; Flare Kit
- ✓ Marine battery

Plus:

- ✓ Freight from manufacturer
- ✓ Dealer prep/make ready
- ✓ Michigan Title and Registration fee
- ✓ 6% Michigan Sale Tax

Dealer Selling Price: \$ _____
Less buyer 10% deposit: \$ (_____)
Balance to be financed: \$ _____

Monthly payment of: \$ _____ per month (with approved credit)

Amount Financed: \$ _____ APR Financing Rate: _____ % Length of Loan: _____ months

To purchase this boat or obtain further information contact:

Contact Name: _____

Company: _____

Exhibit # _____ Phone: _____