



**Memorandum of Agreement (MOA)
for
Boating Safety**

**Coast Guard Auxiliary Association, Inc.
and
Orion Safety Products**

26 January 2008

Coast Guard Auxiliary Association, Inc. (the "Association") and Orion Safety Products (Orion) have agreed to work together to promote Recreational Boating Safety throughout the United States by promoting vessel safety checks, public education and Orion's "Safety Awareness Program".

1. This Memorandum of Agreement (MOA) will be promoted by:
 - a. Issuing press releases and/or publishing articles, as appropriate, in our national publications, on our respective web sites and newsletters announcing this MOA.
 - b. Informing appropriate members of the U.S. Coast Guard Auxiliary (the "Auxiliary") involved in the respective programs.
 - c. Orion staff, plus literature and correspondence to Orion distribution customers, announcing this MOA.
2. Recreational Boating Safety will be promoted by:
 - a. Establishing links from Auxiliary boating safety information sites to Orion to allow their customers easy access to the information.

- b. Encouraging increased performance in Vessel Safety Checks through an incentives program for vessel examiners.
 - c. Providing Auxiliary approved boating safety related materials for use by members of the Auxiliary in the performance of their missions.
 - d. Making the Orion Safety Awareness Program available to Auxiliary members to increase their knowledge of emergency signaling products and their use.
3. The Association shall:
- a. Create a link from the Association's "Member's Only" electronic portal to Orion's internal webpage established for the Safety Awareness Program, which ensures those linking to the Orion internal webpage are verified as current membership in the Auxiliary, whereby Auxiliary members may:
 - (1) take advantage of any rebates offered on Orion product purchases for their personal use,
 - (2) participate in the Orion Safety Awareness Program detailed in this agreement.
 - b. Explore an alternate non-electronic member verification and communications process for Auxiliarists who might not have web access.
4. Orion shall:
- a. Supply certified Auxiliary Vessel Examiners with "Vessel Examination" kits that will be distributed after the Auxiliary VE performs the following:
 - (1) Visits the "Orion Safety Awareness" site through the Auxiliary "Members Only" web link.
 - (2) Views an Educational video on the Orion product line.
 - (3) Completes the Orion Product Q & A.
 - (4) Registers their name/address information to participate in the incentives programs.
 - b. Recognize Vessel Examiner's efforts via a Point System that is based on the number of Vessel Examinations performed with one Vessel Exam performed equaling one incentive award point.
 - c. Record on the "Orion Safety Awareness" site, from examinations completed information submitted through the "Members Only" link or, by faxing or mailing the Auxiliary form entitled, "Activity Report for Vessel Examiners" (Form 7038) to Orion at a specific fax number or address established for this program. Orion will not be provided the identifying data of the vessel owner or the vessel number which has received a Vessel

Safety Check (VSC) under any circumstance. Only the total number of vessels checked shall be submitted under the Point System.

- d. As Vessel Examiners accumulate points, provide incentive rewards of Free Orion products and other incentives as designated in this program. Such reward system shall be explained in detail on the special Orion Safety Awareness site.
 - e. Ensure that all incentive and promotional materials, including printed matter and training videos, provided by Orion under the auspices of this Agreement, will be subject to review and approval by the Association as to appropriateness and its compliance with current U.S. Coast Guard and Coast Guard Auxiliary, as well as, Coast Guard Auxiliary Association policy.
 - f. Develop additional incentive and/or promotional materials to promote the Auxiliary's public education program and other Auxiliary recreational boating safety programs such as the RBS Visitors Program, Public Affairs outreach program, etc. Such additional incentive rewards and/or promotional materials shall require the written consent of both parties.
5. Both parties indemnify the other party from any responsibility pertaining to either's participation in this MOA.

The following individuals will be the points of contact for this MOA:


U.S. Coast Guard Auxiliary

Como Ed Sweeney
National RBS Directorate Commodore
2580 West El Camino Ave, #3103
Sacramento, CA 95833-3926


Orion Safety Products

Robert Defonte
Vice President Sales/Marketing
12 Windswept Road
Holmdel, NJ 07733

Coast Guard Auxiliary Association, Inc.


Date: 1-26-08
Steven M. Budar,
Chairman of the Board/Chief Executive
Officer

Orion Safety Products


Date: 1/26/08
Robert Defonte
Vice President, Sales/Marketing