

Bellingham Marine: company strengths

WHAT MAKES THE BELLINGHAM MARINE GROUP UNIQUE?

1. The most widely recognized name in marina construction and floating dock expertise in the world today.
2. Vertical integration - from site appraisals to pre-construction engineering to supplying the complete marina to installing to operating your marina and associated systems (one stop shopping).
3. Global capabilities of our worldwide manufacturing locations in addition to our mobile manufacturing capabilities, allows us to bring our full expertise to virtually any location in the world.
4. Market tested patented marina products manufactured and installed by skilled employees using strong quality controls
5. The broadest spectrum of professional, trained marina construction experts; the most experienced and oldest marina company in the world

HOW DOES THE BELLINGHAM MARINE GROUP CREATE COMPETITIVE ADVANTAGE?

The Group's patents and trademarks are registered in countries around the world.

Comprehensive advertising campaigns designed to inform the public about the strengths of the products and the conditions in which they have been successfully installed have drawn many inquiries. Likewise, the Internet web page (www.bellingham-marine.com), continually updated, records a great number of "hits" and inquiries from around the world.

An active public relations campaign puts The Groups' achievements and growth in the spotlight. Bellingham Marine's reputation is without equal in the marina industry.

ISO 9001 certification has been achieved at the Southwest U.S. plant in 1998, in the Australia plant in 2000 and is anticipated at other plants in the future. No other floating dock manufacturer in the United States can claim ISO certification.

BMI continues to invest in its people. The companies maintain policies which encourage continuing education, training, personal growth, and customer services. All qualified employees participate in the Group's incentive plan. Those qualified to participate in the pension plan enjoy quarterly employer contributions.

BMI continues to maintain the integrity and quality of its products and services and provide the highest level of customer satisfaction and service. Research and development is an ongoing commitment.

State of the art management information systems are employed by the Group to enhance efficiency and competitiveness. In the first quarter of 2001, a new accounting software package was procured and installed as was the hardware and software necessary to connect all locations via a new high speed WAN (wide area network). Thus the speed and quality of inter-group communications is second to none.

The companies continue to enrich the employee pool by offering summer internships to highly qualified university students.

Bellingham Marine's global companies are unlike any other in the business. In and of themselves, these capabilities provide assurance to potential customers of local or international reach.

The companies have a very strong financial base, bonding capacity, and a long history of success. They have built in excess of 1,500 marinas in the United States alone.