



P.O. Box 131068 – SAN DIEGO, CA 92170-1068
WWW.SANDIEGOSHIPREPAIR.COM

January 2010

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dpence@sandiegoshiprepair.com

Monica Pot
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(619) 234-8851 Ext. 402
mpot@continentalmaritime.com

Dear Ship Repair Industry Associate:

As a recognized member of the San Diego ship repair community, you are cordially invited to become a member of the Port of San Diego Ship Repair Association. This is an unparalleled opportunity to show your support for our region's critically important ship repair industry, enhance your education and career experience, and benefit from networking with your peers within our industry.

Founded in 1982, the San Diego Ship Repair Association was created to foster greater cooperation and cohesiveness among its member companies and to heighten public awareness of the critical role this \$13 billion dollar industry plays in the San Diego economy. Our customer, the United States Navy, provides the single largest source of funding and jobs for the San Diego economy and it is vital that our companies stay united to support the fleet.

Accomplishments of the Association include:

- Leads annual trip to Washington, D.C., to increase supplemental funding dollars and protect ship depot maintenance through grassroots advocacy
- Increased awareness of our industry by opinion makers, community leaders and the media
- Continuing efforts to improve the quality of life for our neighbors in National City and the Barrio, encourage the building of work force housing there, enhance their living environment and prevent encroachment on our industrial properties
- Partnered with Federal OSHA in landmark program potentially saving member companies thousands of dollars
- Implemented the Single Quality System (SQS), thereby providing clear guidelines for member companies to develop their own quality system.

Enclosed is a membership application and request for some background information about your company. Please complete the form and mail it with your payment to the address shown. For membership questions, feel free to contact our Chief Executive Officer, or Dixon LeGros, Membership Director, at 619/991-8000 or dixon@westflex.com.

Sincerely,

Carlos Aguayo
President, Port of San Diego Ship Repair Association



Since 1982

Founded in 1982, the Port of San Diego Ship Repair Association is an organization of more than 100 San Diego-area companies engaged in ship repair, conversion, overhaul, supply, and support for both the U.S. Navy and the commercial shipping industry. The San Diego Ship Repair Association has its fingers on the pulse of our industry, on both the local and national level.

Our members represent all segments of our industry including: full service shipyards, tug boat firms, scaffolding, sandblast & painting companies, tank cleaning & waste management services, material & equipment suppliers and others.

Benefits of Membership

- *A voice in our industry.* Membership in the Association gives individual companies, small and large, a voice in local and national policy-making. Each year, the Association sponsors a trip to Washington, D.C., during which we advocate for funding for ship depot maintenance. This annual effort helps ensure constant and consistent cash flow to all segments of our industry.
- *Networking opportunities.* Monthly Association luncheons give members the opportunity to network with other industry leaders fostering greater cohesiveness and cooperation within the industry. Luncheon speakers include local industry leaders, key Navy personnel & local and national political leaders
- *Proactive Public Relations effort.* The Association recognizes the importance of our industry's image and funds a public relations program which benefits all our members by emphasizing and conveying to the public our industry's economic impact, role in military readiness and community involvement. This ongoing campaign communicates the vital importance of our industry to community opinion leaders, elected officials, the U.S. Navy and the media. The result is a better working environment for all ship repair companies and vendors.
- *More ship repair dollars for our community.* Through our annual advocacy efforts, members have the incredible opportunity to visit our nation's capitol and meet one-on-one with the decision makers that determine how many dollars flow into our community for ship depot maintenance.
- *Be in the know.* Member companies have their fingers on the pulse of our industry. Knowledge is power and our associates are definitely on the inside track.

Association Goals

- Promote the economic well being of San Diego's private sector ship repair industry by partnering with the U.S. Navy to forecast and obtain adequate levels of funding for ship depot maintenance.
- Enhance communications between the ship repair industry and the U.S. Navy to maximize military readiness.
- Work closely with the National Ship Repair Coalition in Washington, D.C., to ensure greater support among congressional representatives by facilitating better understanding and communication of all industry issues to our members of Congress.
- Educate and create greater public awareness regarding the contributions made by our industry to the city's economic base, the community at large, the Navy, and the defense of our country.
- Educate our members regarding the processes implemented by the industry to provide environmental protection, employment opportunities, skills training and community outreach.



Since 1982

MEMBERSHIP APPLICATION

Organization _____

Name of Applicant _____ Date _____

Title/Position _____

Mailing Address _____ City _____ St _____ Zip _____

Bus. Phone _____ Fax _____

E-mail address _____

Web Site: _____

Would you like your company profiled in an issue of the SRA newsletter as well as at an Association membership meeting? Yes No

Company Size: <30 employees 30-100 employees >100 employees

Description of Services: _____

Other Affiliations: _____

Membership Initiation Fee*:

- \$10,000 MSR
- \$1,200 ABR
- \$500 Associate

Membership dues paid by: Personal check Corporate check

Make checks payable to Port of San Diego Ship Repair Association, mail with application to:
Dave Manchester, Secretary Treasurer—P.O. Box 131068, San Diego, CA 92170

For more information:

Derry Pence, Chief Executive Officer

E-mail: dpence@sandiegoshiprepair.com

Dixon LeGros, Membership Director

Phone: 619/991-8000

E-mail: Dixon@westflex.com