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ABYC and Zodiac NA, Military/Professional Boats Division Forge Certification Agreement

December 14, 2009, Annapolis, MD: Zodiac of North America (ZNA), Inc., Military and Professional Boats Division has signed a cooperative education and technical workforce certification agreement with The American Boat and Yacht Council (ABYC). According to the agreement, the Military and Professional Boats Division will require their dealers to maintain at least one certified technician on staff at all times. A technician may be ABYC certified or certified by one or more prominent manufacturers whose engines are typically installed on Zodiac boats. ABYC Certifications can be earned in any one of the following 3 areas: ABYC Standards Certification, Basic Marine Electrical or Basic Marine Engines.

In return, ABYC will schedule education and certification classes in areas that are geographically convenient to Zodiac dealers affected by this agreement. Additionally, ABYC will issue certification course discount vouchers to the Zodiac NA Headquarters' office for distribution to the Gold Plus dealers. Each voucher will be worth \$100 US. Only one voucher may be used by each technician for every required class. Any Zodiac NA Gold Plus dealer who desires to certify additional technicians, or any Zodiac technician who desires to obtain additional ABYC certifications can obtain additional \$100 ABYC vouchers through Zodiac NA Headquarters' or directly from ABYC.

“This cooperative agreement is yet another example of ABYC working with leading marine boat and engine manufacturers to provide the industry's only non-proprietary nationally accredited technical training; education and workforce certification program, said Skip Burdon, ABYC's President. He continued, “It will also increase the educational opportunities available to Zodiac dealer technicians and will lower the overall cost for these technicians to take advantage of ABYC training.”

ABYC training is intended to compliment proprietary factory and engine training and workforce training Zodiac NA currently provides its technicians. Their training is typically conducted across the United States, Canada, Europe, South Africa, Australia and Southeast Asia. Zodiac dealer technicians will now receive discounted, non-proprietary ABYC training and certification opportunities in their local area. ABYC is encouraging other manufacturers to work similar agreements to enable their dealership's technical workforce to obtain training and industry certification at a more modest cost.

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Mike New, ABYC's Education Director said, "Programs like these add a lot of value to an ABYC certification and provide a company assurance that the work being done on their boats is being done by personnel with the required skills and knowledge" concluded New.

T.J. Tracy Vice President of Sales & Marketing for Zodiac said, "Zodiac has a real need for a high level of competence to work on our Military & Professional Boats & ABYC was the right fit to help qualify these individuals".

ABYC offers technical training courses that progress from basic to advanced, and includes eight marine industry workforce certifications for marine technicians and professionals. Currently, ABYC has been developing, writing and updating the safety standards for boat building and repair in the United States for 55 years. ABYC is actively involved with the International Organization for Standardization (ISO) as well as certification programs for marine technicians. These standards are available on CD-ROM and in printed form. Membership and general information can be requested by calling (410) 990-4460 or by visiting the ABYC web site at www.abycinc.org.

Zodiac of North America (ZNA), Inc. is a subsidiary of Zodiac S.A., the world's largest Manufacturer of rigid-hull inflatable boats (RIBs), inflatable boats, life rafts and marine safety equipment, and the world's oldest manufacturer of inflatable boats. The company manufactures and distributes RIBs and foam collar crafts (both fiberglass and aluminum hulls), inflatable boats, life rafts and safety equipment. ZNA has been recognized for Excellence with two NMMA Innovation Awards and the CSI Award. Zodiac brands include Zodiac, AVON and Bombard.

Zodiac's manufacturing facilities are located in South Carolina, Washington, Vancouver, British Columbia and several other countries around the world. The company is a certified manufacturer of inflatable boats by the National Marine Manufacturers Association (NMMA). Zodiac's manufacturing facilities also meet high standards developed by the International Organization for Standardization (ISO) for effective quality management systems. Zodiac originated several major concepts that evolved the inflatable boat, including the inflatable keel, Futura hull, H2P high-pressure air floor and the Acti-V hull.

The Professional Products Division of Zodiac of North America provides maritime solutions to the U.S. Navy, U.S. Army, U.S. Marine Corps, U.S. Air Force, U.S. Coast Guard, Navy S.E.A.L.S., Special Forces and other military organizations, as well as local law enforcement and fire/rescue agencies, and commercial operations worldwide. In

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addition to providing Zodiac military specialty craft, Zodiac Hurricane RIBs, law enforcement and fire/rescue specialty craft, and commercial life rafts, Zodiac offers global services and “cradle-to-grave” equipment management systems to provide maritime solutions to its customers.

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