



**AMSI**  
ASSOCIATION OF MARINE SCIENTIFIC INDUSTRIES



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Dear Colleague,

As the owner of a small business enterprise I am always concerned with the way in which company funds are utilised, ensuring that value for money is achieved wherever possible.

One area which is sometimes difficult to quantify in these terms is membership of a trade association or similar collective group of companies. Some of the benefits of joining, such as financial help with overseas trade shows, legal advice and free entry to seminars are tangible but others such as information supply, networking and political lobbying may be difficult to assess in terms of immediate benefit.

The Association of Marine Scientific Industries (AMSI) plays a crucial role in raising the profile of the marine science and technology business sector in government and the marketplace. As a result the individual member companies benefit from a wide degree of publicity about their products and services as well as receiving a whole range of direct services to improve their business operation.

The marine science and technology sector plays an important international role in relation to the environment, security, defence, resources and leisure. AMSI, through the SMI network, provides a co-ordinated voice which is key to the success of the individual companies and the industry as a whole.

We need to ensure that our business sector is recognised at the highest level and that our products, services and expertise are given the best possible showcase in the global market.

AMSI provides the vehicle for us to promote our business but it depends upon your membership in order for it to maximise its impact. I consider it to be very good value for my company and I hope you will consider it to be the same for yours.

Yours faithfully,

Paul Ridout  
Chairman, AMSI

Encl.

To learn more about what AMSI offers please visit [www.amsi.org](http://www.amsi.org)

**Associations**

Association of British Offshore Industries  
Association of Marine Scientific Industries  
British Marine Equipment Association  
British Naval Equipment Association  
Ports and Terminals Group

**Chief Executive:**

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