

Newsletter not rendering correctly? View in web browser
<https://nmraonline.org/tidings-newsletter>



Welcome to the special IBEX 2026 edition of Tidings. In this issue you'll find all you need to know about NMRA's participation in one of our industry's most important trade shows.

Rep Night Tuesday, October 6, 6-8 pm @ American Social

NMRA's most important networking event connecting our Rep Group Members with our Affiliate Members and other industry professionals. Invitations have been emailed, but if you need one, email NMRA Executive Director David Pilvelait, info@nmraonline.org.

Drink tickets for our Rep Night sponsors will be available for pickup at the NMRA booth 3-720 from 10 am – Noon only on Tuesday the 6th and a signature will be required for pickup. Drink tickets for all other attendees will be available at the door. Speaking of our Rep Night sponsors.... a huge THANK YOU! to:

Platinum Sponsors

Atlantic Marketing, ComMar Sales, GSW & Associates, Haimes Coleman Group, Merifield Company, Ocean Marketing, SGL Sales & Marketing, SM Osgood Company, Waters & David

Gold Sponsors

Cressy Marketing, Gulf Atlantic Marketing, TCM Sales, West Coast Sales

Silver Sponsors

BPS Marine, Brunger Export, Forespar, Great Lakes Marine Marketing, North Pacific Marketing, Sea-Dog, SEAFLO, The Gartner Group, Vetus, William F Miller

Beverage Sponsors



Food Sponsors



More IBEX Need To Know

NEW: NMRA & IBEX Partner For International Exhibitor Networking Event

NMRA is partnering with the IBEX team and Marine Marketers of America to present "U.S. Market Accelerator: Sales & Marketing Connections" before the show opens on Wednesday, October 7.

This will be a fast-paced networking session to connect exhibitors in the new International Pavilion at IBEX with NMRA Member Rep Groups and experienced marine marketing leaders.

Participating exhibitors will learn how NMRA representative groups operate, explore regional markets, product fit and sales channels, identify potential sales relationships with NMRA Members and receive practical guidance from MMA on marketing a company and products in the U.S. market.

A shout-out to the following NMRA Member Rep Groups participating in this unique event - **Atlantic Marketing, ComMar Sales, E&P Marine, Gulf Atlantic Marketing, Haimes Coleman Group, Ocean Marketing, SGL Sales & Marketing, SM Osgood Company, TCM Sales, The Merifield Company, Waters & David and West Coast Sales.**

NMRA Booth: 3-720. The booth will be manned by NMRA Executive Director David Pilvelait and volunteer Rep Group members throughout the show. Info about Members working the show will be available to manufacturers seeking representation. Stop by if there's anything we can do for you.

2026 Mel Barr Award Presentation. NMRA President Robert Guerrieri (Atlantic Marketing) will present NMRA's most important annual award at the IBEX Industry Breakfast on Tuesday morning, October 6.

2026 Old Pro Award Presentation. The NMRA Old Pro Award will be presented during Rep Night on Tuesday evening, October 6 at American Social.

Board of Directors Meeting. Tuesday, October 6, 3 pm. Room 119, Tampa Convention Center.

General Membership Meeting. Wednesday, October 7, 1 pm. Room 119, Tampa Convention Center. Agenda items will include an election to fill seats of Board Members whose terms are expiring, financial and membership reports, a recap of the Association's activities over the past year and updates on current and future projects. Information about the proposed new board members has been emailed to NMRA voting members. Nominations may also be made from the floor during the meeting prior to the vote.

Member News & Notes

Astel USA To Feature New Underwater Lighting @ IBEX

Affiliate Member Astel USA will be on deck in the IBEX booth of Rep Group Member E&P Marine with the company's next-generation EQUATOR underwater lighting series, delivering increased light output in its signature ultra-thin surface-mount design - providing a high-performance alternative to traditional thru-hull lighting.

Dock Blocks™ Partners with The Merrifield Company

Affiliate Member Dock Blocks™ of North America, manufacturer of patented modular floating docks and drive-on boat and PWC lifts, has partnered with Rep Group Member The Merrifield Company to expand its presence throughout the Rocky Mountain, Pacific Coast and Western Canada regions.

Haimes Coleman Group Appoints Eric Hahn Aftermarket Manager

Marine industry vet Eric Hahn has joined Rep Group Member Haimes Coleman Group as Aftermarket Manager. Hahn brings more than 20 years of marine industry sales and leadership experience to HCG, most recently as Senior Vice President of Sales at Star brite, Inc.

Welcome New Rep Group Member Highwater Sales

Highwater Sales, headed by Cameron Stout, is NMRA's newest Rep Group Member. Highwater covers the West Coast. More info: www.highwatersales.com.

Nixon Marine Global Seeks Reps For Bilge & Tank Monitor Line

Affiliate Member Nixon Marine Global needs reps in all regions except West Coast for its new LIST products line of bilge and tank monitors. See Keith Nixon at IBEX (booth 3-2138) or call 207-558-8449.

SGL Sales & Marketing Celebrates Mark Goodman's 31st Anniversary

A shout out to NMRA Past President Mark Goodman, now 31 years on the team at Rep Group Member SGL Sales & Marketing. SGL also welcomes its newest team member, Blake Whitley, covering Texas and Western Arkansas.

Walsh Marine Appoints Commercial Strategy Director

Affiliate Member Walsh Marine, manufacturer of navigation buoys, channel markers and safety products, has appointed Koel Mainz Director of Commercial Strategy. Most recently, he was a sales manager with Nextech Systems. More info: <https://walshmarineproducts.com>.

Waters & David Company Celebrates 45 Years

Rep Group Member Waters & David is observing its 45th anniversary this year. Founded by Peter Waters in 1981 after several years at Donovan Marine, the company today is led by partners Chris Kelly, Clayton Smith and Kurt Fromherz. This October also marks Kurt's 15th anniversary with W&D. More info: www.watersanddavid.com.

©2026, NMRA | 785 Old Saint John's Road, Irvington, VA 22480