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**Tidings  
Newsletter**  
**IBEX 2023  
Special Edition**

<https://nmraonline.org>



*Welcome to the special IBEX 2023 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 3, 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, [david@nmraonline.org](mailto:david@nmraonline.org).

Drink tickets for our Rep Night sponsors will be available for pickup at the NMRA booth 3-523 during show hours on Tuesday the 3rd. 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**



#### **FOOD & BEVERAGE SPONSORS**



**GOLD SPONSORS: JMP Marine, Thundercat Marketing, Waters and David.**

**SILVER SPONSORS: Brunger Export, The Gartner Group, Great Lakes Marine Marketing, Gulf Atlantic Marketing, North Pacific Marketing, West Coast Sales, William F Miller.**

## **More IBEX Need To Know**

**NMRA Booth: 3-523.** The updated 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.

**2023 Mel Barr Award Presentation.** NMRA President Aaron Freeman (Tideline Marketing) will present NMRA's most important annual award at the IBEX Industry Breakfast on Tuesday morning, October 3.

**2023 Old Pro Award Presentation.** For the first time, the NMRA Old Pro Award will be presented during Rep Night on October 3 at American Social.

**Board of Directors Meeting.** Tuesday, October 3, 3-5 pm. Room 119, Tampa Convention Center.

**General Membership Meeting.** Wednesday, October 4, 1-3 pm. Room 119, Tampa Convention Center. The agenda includes election of a new slate of NMRA Officers and an election to fill 2 seats on the NMRA Board of Directors.

The Board of Directors proposes the following slate of Officers to serve 2-year terms beginning after the General Membership Meeting. Nominations may also be made from the floor during the meeting prior to the vote.

Mark Goodman (SGL Sales & Marketing), President. Craig Cochran (GSW & Associates), Vice President. Mike Steiner (West Coast Sales), Treasurer. Robert Guerrieri (Atlantic Marketing), Secretary.

The following are the nominees for two seats on the NMRA Board of Directors, to serve 3-year terms beginning after the General Membership Meeting. Nominations may also be made from the floor during the meeting prior to the vote.

Spencer Talbot, ComMar Sales  
Brandon Dekker, SM Osgood  
Parker Bacon, William F Miller

## **Are You Following NMRA On LinkedIn?**

For the latest Association news and programs updates between issues of Tidings, follow NMRA on LinkedIn. <https://www.linkedin.com/company/national-marine-representatives-association>.



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## Member News & Notes

### Welcome Back Ocean Marketing



NMRA welcomes returning Rep Group Member Ocean Marketing. Ocean Marketing has been representing leading marine equipment and accessories manufacturers on the US East Coast for more than 50 years. Principal Member: Jeff Cox, [jcox@oceanmark.com](mailto:jcox@oceanmark.com). <https://oceanmark.com>.

### Gtechniq Marine To Launch New Products At IBEX



NMRA Affiliate Member Gtechniq Marine will be exhibiting at IBEX in booth 3-1244 with its full range of products on display and will be introducing 2 new products: Rust Stain Remover and Citrus All-Purpose Cleaner. The company is also looking for reps in various regions. Stop by the booth to see Jay Bentley, Business Development Manager, or email [jaybentley@gtechniq.com](mailto:jaybentley@gtechniq.com). <https://gtechniq.com>.

### West Coast Sales Adds 2 Manufacturers



NMRA Rep Group Member West Coast Sales now represents Sika Flex, manufacturer of premium quality caulks and sealants, and AO Coolers, manufacturers of portable coolers and flexible fish bags. <https://www.westcoastsales.com>.