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*Welcome to the special IBEX 2024 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 1, 6-8 pm @ American Social**

NMRA's most important networking event connecting our Rep Group Members with our Affiliate Members and other industry professionals. We'll have most of the private space at American Social with multiple bars and additional seating, so we're looking forward to a comfortable evening for everyone. Invitations have been emailed, but if you need one, email NMRA Executive Director David Pilvelait, [info@nmraonline.org](mailto: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 1<sup>st</sup> 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:





## Beverage Sponsors

**GOLD SPONSOR:** Thundercat Marketing

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

### More IBEX Need To Know

**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.

**2024 Mel Barr Award Presentation.** NMRA President Mark Goodman (SGL Sales & Marketing) will present NMRA's most important annual award at the IBEX Industry Breakfast on Tuesday morning, October 1.

**2024 Old Pro Award Presentation.** The NMRA Old Pro Award will be presented during Rep Night on Tuesday evening, October 1 at American Social.

**Board of Directors Meeting. Tuesday, October 1, 3-5 pm. Room 119, Tampa Convention Center.**

**General Membership Meeting. Wednesday, October 2, 1-3 pm. Room 119, Tampa Convention Center.** Agenda items will include financial and membership reports, a recap of the Association's activities over the past year and updates on current and future projects. There will not be elections for NMRA Officers or Board Members this year. The terms of all of the current Officers and all of the current Board Members do not expire until 2025.

## Member News & Notes



### **ComMar Sales Representatives Receive Xantrex Sales Awards**

Sales Representatives Scott Kolodny (Southern Mid-Atlantic) and Ken Smaga (Western Florida & Western Georgia) of NMRA Rep Group Member ComMar Sales received Xantrex (a Mission Critical Electronics company) sales awards at the annual Xantrex sales summit in Colorado last month. Scott Kolodny was recognized with the Xantrex Top Marine OEM Sales Award and Ken Smaga was recognized with the Xantrex Highest Battery Sales Award. <https://www.commar.com>

### **Nixon Marine Global Announces Acquisition & New Manufacturer Partners**

NMRA Affiliate Member Nixon Marine Global has acquired Spiroll Chafe Guards and added manufacturer partners Anchoright, maker of chain markers to identify anchor chain length and Douglas Marine, makers of stainless-steel components from anchor connectors to ladders & mooring compensators. <https://www.nixonmarineglobalusa.com>

### **Ocean Marketing Partners With Aquatic AV**

NMRA Rep Group Ocean Marketing has partnered with audio products manufacturer Aquatic AV for sales representation on the East and Gulf coasts of the US. Aquatic AV has been manufacturing durable, waterproof AV products specifically designed to withstand exposure to the harsh marine environment since 2005. <https://oceanmark.com>

### **New Software Enhancements From repfabric + Empowering Systems**

NMRA Affiliate Member repfabric + Empowering Systems has released updates to its software for sales representatives, including AI-powered sales and commission imports, advanced reporting dashboards and AI-generated actions from emails. <https://www.repfabric.com>

### **Eight Bells For Waters & David Founding Partner Bert David**

Bert David, who spent more than 50 years as a Manufacturer's Representative, passed away recently in Dallas, Texas, at age 97. Bert was known among his peers as an honest, ethical, and hardworking Rep who always found middle ground between what was best for the factory and the customer. For much of his career, Bert operated his business without a cell phone, without internet, and the speed limit was 55 mph. Bert began his career as a Manufacturer's Rep in 1950 with the Leo Kennedy Group. They joined together forming the Kennedy-David Group, representing both automotive and marine industry manufacturers before eventually focusing exclusively in the marine industry. Bert eventually partnered with Peter Waters of The Waters Company in the late 80's to form The Waters & David Company. To attest to their character, Bert and Peter operated for years on a handshake agreement. Bert David received NMRA's Old Pro Award in 1999.

### **James Dade Marks 10 Years With William F. Miller**

James Dade is celebrating his 10th anniversary with NMRA Rep Group Member William F. Miller & Associates. James began his agency career in Customer Service before working as a Sales Rep in his own territory (Georgia). He is also a member of the agency's Board of Directors. He was one of two William F. Miller reps recognized in 2019 with Boating Industry's 40 Under 40 Award. <https://www.williamfmiller.com>