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Tidings Newsletter

Spring 2026

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There has never been a greater need for skilled boat maintenance and repair technicians and NMRA is pleased to join with the American Boat & Yacht Council (ABYC) in celebrating International Marine Service Technician Week, April 20-24.

Thank You! NMRA 2026 Scholarship Fund Drive Supporters

Since 2008, NMRA has actively contributed to the future of our industry by offering scholarships to students pursuing education in the marine trades. In 2025, three NMRA Scholarships of \$1,000 each were awarded to students attending the Great Lakes Boat Building School, Marine Trades Institute and the Northwest School of Wooden Boatbuilding. This year's recipients will be announced in June. The following NMRA members have pledged to support the 2026 NMRA scholarship program. **Atlantic Marketing, ComMar Sales, E&P Marine, Forespar, Great Lakes Marine Marketing, Gulf Atlantic Marketing, Haimes Coleman Group, Schmitt & Ongaro, S.M. Osgood, TCM Sales, Waters & David, West Coast Sales, William F. Miller.**

Welcome New NMRA Affiliate Members

Astel USA Inc., dba Astel Marine, manufacturer of underwater, dock and onboard LED lights. Currently represented in the southeast by NMRA Rep Group Member E&P Marine, seeking

representation in other regions. Contact Simon Tavcar, CEO, simon@astel-usa.com, www.astel-usa.com.

Commodore Products dba Seaflo USA, manufacturer of water, bilge and livewell pumps, battery & float switches, toilets and dry bilge systems. Currently represented by NMRA Rep Group Members Atlantic Marketing, GSW & Associates and Midwest Outdoor Marketing. Contact Joe Cirillo, joe@seaflousa.com.

Member News & Notes

Affiliate Member **Nixon Marine Global** is seeking representation for its Spiroll Chafe Guards for aftermarket in all territories except West Coast. Spiroll is a unique Polyurethane chafe guard that wraps around mooring and dock lines to protect both gel coat and lines. For lines ranging from 5/16" to 1", the range includes Black, Navy, Gray and Orange color options with full retail packaging. Contact Keith Nixon, keith@nixonmarineglobal.com.

Rep Group Member **S.M. Osgood** has recently added 2 members to its team. Danilo Carnelos has joined the group as a Regional Sales Manager supporting the RV OEM division in Elkhart, Indiana. Danilo joins S.M. Osgood Company with five years of experience at Patrick Industries, where he worked across multiple business units within the RV, marine, powersports and industrial markets. Chris Morgal has joined the group, bringing more than 20 years of experience across the consumer goods, marine and RV electronics and outdoor industries. Most recently, Chris served as the COO and Co-Founder of a Minneapolis-based sales and distribution company. Prior to that, he worked with Navico Group's OEM division as National Accounts Manager.

Affiliate Member **Repfabric** recently introduced three AI-powered enhancements designed to cut down on manual work for reps: AI Activity Journals, which convert quick voice notes into polished, structured CRM activity entries; AI Sales & Commission Importer, which uses AI to read and interpret commission statements—including PDFs—to accelerate reconciliation; and AI autofill contacts, orders, and manufacturer quotes, which automatically fills in key details from emails and documents to reduce manual entry.