

# IBEX • NEWS RELEASE

FOR IMMEDIATE RELEASE  
September 10, 2009

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## **IBEX 2009 Offers New One-On-One Program** *Matching Industry Stakeholders with Experts*

**BROOKLIN, MAINE** — The [International Boatbuilders' Exhibition and Conference \(IBEX\)](#) will unveil a new program, *One-on-One Sessions*, at this year's show to assist marine industry professionals in surviving and succeeding in today's market.

"The new *One-On-One Sessions* are an opportunity for companies and individuals to meet with experts throughout the marine industry, in a one-on-one format, to discuss ways to improve their business," says Carl Cramer, IBEX show co-director and publisher of *Professional BoatBuilder* magazine. "These new sessions can help find the solutions you have been looking for by pairing you with those with similar situations and needs to discuss tangible ideas for moving your business forward."

Those interested in participating in the IBEX *One-On-One Sessions* will need to [schedule appointments online](#) prior to the show opening to allow sufficient time for preparation by both parties. Participants may invite as many as three people from their company to join their session. Every participating company is limited to one single session. Each session costs \$100/hour. A total of 29 sessions are being offered at IBEX 2009 and will be available starting today on a first-come, first-served basis.

A broad range of timely topics covered by an extraordinary panel of industry experts are offered. Each expert is available for one hour on each day of the show. Sessions include:

### **Monday – Wednesday, October 12 – 14, 10:30 – 11:30 a.m.**

- ***Business Succession Strategies*** – Don Hannahs (Planning Successions Group)
- ***Process Engineering: Developing SOPS for Closed Molding*** – Andre Cocquyt (GRPGuru.com)
- ***Risk Management*** – Charlie Game (International Marine Consulting Associates - IMCA)

- **Boatyard Management** – Jim Bronstien (Marine Business Advisors)
- **Failure to Plan In This Economy = Planning to Fail** – Chuck Margetta, CPA, MBA and formerly Ernst & Young-Manager, Consulting National Technical Staff

**Monday – Wednesday, October 12 – 14, 2:00 – 3:00 p.m.**

- **Debt Management and Restructuring** – Michel Weisz (Berger Singerman)
- **What Is Your Company Worth? Is It a Good Time to Buy, Sell, or Hold?** (for production builders and vendors) – Sandy Spaulding (Sea Glass Capital, LLC)
- **Environmental Compliance** – Kellie Thornell-Crete (Health & Safety Consultant)
- **Lean Manufacturing** – David Veech (Institute for Lean Systems)
- **Assessing Real and Personal Property Assets** – Mike Moore (BDO Seidman, LLP – Cost Segregation Services Group)

Click [HERE](#) to register for the sessions and follow the instructions.

IBEX 2009 offers a complete seminar and conference series, as well as free workshops. The show will host more than 500 exhibitors, provides special pavilion areas, and hosts a special outdoor demonstration space where industry professionals can utilize the latest products in real-world application situations. Complete information on IBEX 2009, including registration, is available on [www.ibexshow.com](http://www.ibexshow.com).

IBEX 2009 will take place at the Miami Beach Convention Center. The show is open Monday, October 12, from 10:00 a.m. – 6:00 p.m. (with a special opening night presentation featuring Al & Laura Ries at 6:30 p.m.); Tuesday, October 13, from 10:00 a.m. – 6:00 p.m.; and, Wednesday, October 14, from 10:00 a.m. – 3:00 p.m.

IBEX is owned and produced by [Professional BoatBuilder magazine](#) and [National Marine Manufacturers Association \(NMMA\)](#) and is the largest boating industry gathering of 2009. For boat builders, marine industry dealers, designers, repairers, surveyors, and boatyard/marine operators, IBEX is the single source for the latest boatbuilding technologies, tools, and materials. For more information, visit [www.ibexshow.com](http://www.ibexshow.com).

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*Professional BoatBuilder*, the boatbuilding industry trade magazine, was first published in 1989 in response to a growing need for a dedicated forum for boatbuilding-related professionals. The magazine's worldwide readership exceeds 23,000 (subject to BPA International audit). *Professional BoatBuilder* is online at [www.proboat.com](http://www.proboat.com).

[National Marine Manufacturers Association \(NMMA\)](http://nmma.org) is the leading association representing the recreational boating industry. NMMA member companies produce more than 80 percent of the boats, engines, trailers, accessories and gear used by boaters in North America. The association is dedicated to industry growth through programs in public policy advocacy, market statistics and research, product quality assurance and promotion of the boating lifestyle. Visit [nmma.org](http://nmma.org) for more information.