

# A Reflection on MANA and What It Has Meant to Me

As my term as Ex-Officio member of the MANA Board of Directors comes to a close on April 30, 2026, it marks the conclusion of nearly seven years of service that I reflect on with deep gratitude. Serving the MANA membership and advocating on behalf of independent manufacturers' representatives — and the manufacturers we partner with — has been both an honor and a privilege.

When I was asked to write the April “Editorial in the Field” for *Agency Sales* magazine, I felt it was a fitting opportunity to share a few personal reflections with my fellow representatives one final time in this capacity. MANA has played a meaningful role in my professional journey, and I am thankful for the chance to express what this organization has meant to me over the years.

Founded in 1947, MANA has long served the representative and manufacturing communities as a truly independent association. Rather than focusing on a single industry, MANA's mission has always been broader and more enduring: to advocate for manufacturers' representatives and manufacturers alike, to promote best practices, and to create opportunities for shared learning that elevate our profession as a whole. That mission remains just as relevant today as it was more than 75 years ago.

During my time on the Board of Directors, I have had the good fortune to learn from some of the most respected professionals in our industry. My colleagues on the board work tirelessly on behalf of the membership, often behind the scenes, driven by a shared commitment to strengthening our profession. I am grateful for the opportunity to work alongside them, to gain valuable insight, and to better understand the challenges and opportunities facing representatives across many industries and regions.

Perhaps most meaningful to me are the relationships formed along the way — on both the representative and manufacturer sides. MANA is, at its core, a community. Our success depends on mutual respect, collaboration, and a willingness to learn from one an-



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other. That spirit of partnership is what has sustained this profession for decades, and it is what will continue to carry it forward for generations to come.

To those who have spent many years in this industry and have built a strong base of knowledge and experience, I encourage you to get involved. Your insight matters. Your guidance can make a difference for those just starting out. I remember clearly what it was like more than 34 years ago when our agency was finding its footing. During challenging times, MANA was there — offering support, perspective, and practical advice when it was most needed. That kind of mentorship is invaluable, and it is something we must continue to pass along.

As MANA enters a new chapter of leadership, I step aside with confidence in the direction the organization is headed. The foundation built over the past 75-plus years is strong, and the current and future leadership will continue advancing the initiatives that have long defined MANA's purpose. As representatives, we need an association like MANA to help guide us, advocate for us, and pave the way for the next generation.

Now it is time for new voices and fresh perspectives on the Board of Directors. I am confident that the talent and dedication of those serving will continue to shine and to advocate effectively on behalf of our membership.

Thank you to the MANA membership for allowing me the opportunity to serve. It has truly been my pleasure, and I will always be grateful for the relationships, lessons and experiences gained along the way.



**Tommy Garnett, CPMR, CSP**, is president/CEO of Garnett Component Sales, Inc. GCS, headquartered in Wake Forest, NC, serves the OEM community by providing engineered mechanical component solutions. Garnett is a 31-year veteran of the manufacturers' representative business and small business owner.

### BOARD OF DIRECTORS



**Marnee Palladino**  
Chairperson of the Board  
MARN, Inc.  
Middlebury, CT  
(203) 217-6433  
mpalladino@marninc.com



**Tommy Garnett, CPMR, CSP**  
Garnett Component Sales, Inc.  
Wake Forest, NC  
(919) 801-4627  
tommy@gcsrep.com



**Marty Grimes**  
Assembly Solutions, Inc.  
Fort Wright, KY  
(859) 653-6717  
marty@assemblysolutionsinc.com



**Marilyn Kahler**  
Tri-Fab Solutions  
Scottsdale, AZ  
(480) 607-1876  
marilyn@trifabsolutions.com



**Rick Pierce**  
Pierce Marketing, LLC  
Dayton, OH  
(937) 609-7988  
rpierce@piercemkt.com



**Sid Ragona, Ph.D.**  
Ragona Scientific, LLC  
Pittsford, NY  
(585) 314-7518  
sydragona@yahoo.com



**Kurt Sieber**  
Edge Manufacturing Technologies  
Lanenberg, PA  
(484) 467-7187  
kurt@edgemfgtech.com