



Mid-American Research Chemical

Columbus, Nebraska

2023 Incentive Trip

NASHVILLE

Time for a Good Time!

JW Marriott



Grand Ole





A Word from the President:

This year our motto is “**EXCELLENCE**” – as we celebrate 53 years in business. Webster defines a “motto” as the short expression of a Guiding Principle.

As a family-owned company, our Guiding Principle for 2023 is to **FOCUS on EXCELLENCE!**

Excellence has two (2) aspects:

- 1st Aspect – is the “Action” of Excelling or Rising
- 2nd Aspect – which refers to “Quality” i.e., being superior or first class.

We continue to raise the bar, year after year. Excellence is a result of:

- Caring more than others think is wise.
- Risking more than others think is safe.
- Dreaming more than others think is practical, and
- Expecting more than others think is possible.

In 2022, our Sales Reps pushed forward as we had 84% of our Sales Reps selling at CCII or above and 59% selling at CCIII level or above. Why? Because they strived for EXCELLENCE!

MARC Sales Reps are the sales engine to our success. By taking ownership and being accountable our Sales Reps have made an enormous difference in their sales success and growth.

Thank you for your interest in joining our team; we look forward to a great 2023 sales year!

Sincerely,



Jeff Fremarek, President



EXCELLENCE
MARC



Jeff Fremarek
President



Jan Fremarek
Owner



Chick Micek
Vice President
of Marketing



Mark Bertuzzi
Western Division



Steve Meguire
Northern Division



Columbus, NE



Scot Skipper
Southern Division



Jay Ham
Southeast Division

AWARDS

Scottsdale, Arizona

SALES REPRESENTATIVE OF THE YEAR



1st Runner-Up
Jay Ham



2nd Runner-Up
Jason Wier



ROOKIE OF THE YEAR
Neely Duke



SCF AWARD
Paul Rodriguez, Jason Kauffman, Dallas Fillingim



OUTSTANDING IMPROVEMENT
Jason Wier, Jay Ham, Randy Pinson



**EXPANDING
THE GLOBE**
Kurt Zirbel



BULLDOG
Jason Kauffman

New Century Club Levels



CC X
Jay Ham



CC VIII
Jason Wier



CC VII
Steve Meguire



CC V
Dave Empfield



CC IV
Dallas Fillingim, Jason Kauffman, Larry Kauffman
Randy Pinson, Gregg Meidinger, Gregg Thompson



CC III
Paul Rodriguez, Rod Olinger, Gary Meythaler



CC II
Neely Duke, Kurt Zirbel, Forrest Elliott

84% of MARC SRs sold at \$200,000 or more in 2022

Congrats!

Millionaires



\$9 Million

Jay Ham



\$7 Million

Paul Swanson, Scot Skipper



\$6 Million

Mark Bertuzzi, Bruce Tesky



\$5 Million

Rick Micek, Steve Meguire



\$4 Million

Jon Hamre, Mike Naker, Jason Wier



\$3 Million

Gregg Meidinger, Matthew Hodges,
not pictured Greg Tyler



\$2 Million

Joel Drumm, Brent Oldham, Mike Smith



\$1 Million

Jason Kauffman, Gregg Thompson



President's Awards

Total of 179 Presidents Awards in 2022!



\$12,600

Randy Pinson



\$10,800

Jason Wier



\$8,400

Jay Ham



\$7,800

Paul Rodriguez



\$7,200

Jason Kauffman, Dallas Fillingim



\$5,400

Gregg Thompson



\$4,200

Chuck Wiley



\$3,600

Billy Perry, Steve Fredericksen



\$3,000

Rod Olinger, Gary Meythaler, Forrest Elliott,
Mike Naker, Larry Kauffman



\$1,800

Rick Micek, Chad Hughbanks,
Greg Ventura



\$1,200

Kyler Hottel, Matthew Hodges, Dave Empfield, Mike Parker,
not pictured Greg Tyler



\$600

Scot Skipper, Michael Pochop, Tommy Hough, Mark Bertuzzi, Joel Drumm



\$2,400

Ron Van Veghel, Paul Swanson,
Gregg Meidinger

Winter Meetings

- New Products
- Training
- Demos
- New Theme
- Contests
- Q & A



- Welcome Reception
- Spouse & Guest Breakfast
- Awards Celebration



Summer Meetings



- New Products
- Training
- Demos
- Contests
- Q & A



\$250,000 Club



Incentives Benefits



Century
Club II
Dinner



Recognition Shirt



Century
Club II
Golf Open



Gifts



Barrier Breaker Discount



Increase Commission & Reimbursable

INCENTIVE TRIPS



Clearwater '09, '13



Washington DC '10



Savannah '11



Disney World '12



Charleston '14



New Orleans '15



Fort Myers '16



Portland, ME '17



Louisville '18



Mauí '19



Black Hills '21



Amelia Island '22



Oh the places we've been...
...and the beat goes on!

Incentive Trips:

2023	Nashville, TN	2005	Cancun, Mexico
2022	Amelia Island, FL	2004	Vancouver, BC
2021	Black Hills, Custer, SD	2003	San Juan, Puerto Rico
2020	Staycation (pandemic quarantine)	2002	San Francisco, CA
2019	Maui, HI	2001	Quebec City, Canada
2018	Louisville, KY	2000	Maui, HI
2017	Portland, ME	1999	Toronto, Canada
2016	Fort Myers, FL	1998	Hilton Head, SC
2015	New Orleans, LA	1997	Boston, MA
2014	Charleston, SC	1996	Cabo San Lucas, Mexico
2013	Clearwater, FL	1995	London, England
2012	Orlando, FL - Disney World	1994	Bermuda, Virgin Islands
2011	Savannah, GA	1993	Washington, DC
2010	Washington, DC	1992	San Diego, CA
2009	Clearwater, FL	1991	Miami, FL
2008	Providence, RI	1990	Paradise Island, Nassau, Bahamas
2007	Las Vegas, NV	1989	Orlando, FL - Disney World
2006	Montreal, Quebec, Canada	1988	Lake Tahoe, NV





Experts in Maintenance Products

Algaecides	Floor Sealers
Boiler Treatments	Floor Strippers
Bowl Cleaners	Furniture Polishes
Buffing Pads	Glass Cleaners
Carpet Products	Gloves
Cleaners	Hand Cleaners
Cloths, Pads, Wipes	Ice & Snow Products
Cooling Towers	Insecticides
Defoamers	Kitchen Products
Degreasers-Solvents	Laundry Products
Deodorizers	Lubricants
Descalers	Paints & Coatings
Disinfectants	Patching Compounds
Drain & Sewer	Pool Chemicals
Dust Mop/Cloth Treatments	Retail Products
Engine Treatments	Root Controls
Enzymes & Bacteria	Trash Can Liners
Floor Cleaners	Vehicle Maintenance
Floor Finishes	Weed Control

Website: marc1.com

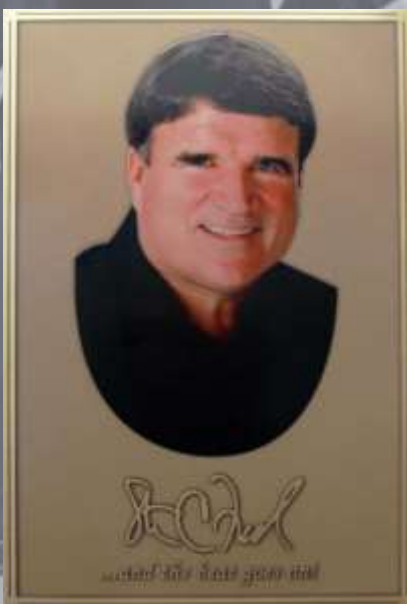


Mid-American Research Chemical

HOME OFFICE & PLANT Columbus, NE



Celebrating 53 Years of Service!



EXCELLENCE
MARC



Mid-American Research Chemical

2470 14th Avenue, Columbus, NE 68601

P: 402-564-7104 F: 402-563-1290 Toll Free: 800-228-8508 Website: marc1.com