

MARINE FABRICATORS ASSOCIATION

UPPER ATLANTIC WORKSHOP

JANUARY 28 – 30, 2010

Mass Mutual Center • Springfield, MA



SHERATON SPRINGFIELD MONARCH PLACE HOTEL

One Monarch Place • Springfield, Massachusetts 01144

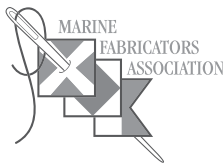
Phone: +1 413 781 1010

Single room rate is \$109.00 per night

The 2010 MFA Upper Atlantic Workshop is being held in conjunction with the NECPA Expo and Conference. Below is a listing of events that are part of the Workshop as well as the NECPA Expo. To register for the event visit necpa.org.

BENEFITS OF ATTENDING

- » Learn new techniques and tricks of the trade from industry experts
- » Participate in hands-on demonstrations
- » Enjoy limited networking and fun
- » Visit with industry suppliers



FOR MORE INFORMATION

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2010 MFA Upper Atlantic Workshop
Mass Mutual Center • Springfield, MA

WORKSHOP AGENDA

THURSDAY, JANUARY 28th

1:00 p.m.

Meet in lobby of Sheraton

1:30 p.m.

Tour of American Canvas and Aluminum Products

3:00 p.m.

Tour of Leisure Time Canvas

6:00 p.m.

Quickbooks presentation starts

5:30 – 6:00 p.m.

Registration

6:05 – 7:00 p.m.

Quickbooks » Discover how this accounting software can be used to create items, estimates and set pricing to systemize your shop process.

7:00 – 7:30 p.m.

Pizza and Beverage Break

7:30 – 8:30 p.m.

Photo Management » *Len Stielper, Glen Raven Custom Fabrics* »

Photographing your company's work not only documents the jobs but can be your asset when selling to new potential customers. Discover ways to get the best shot with the proper equipment and store and organize your photos into a winning presentation for your customers.

FRIDAY, JANUARY 29th

7:00 a.m. – 5:00 p.m.

Registration

7:45 a.m.

Welcome/Continental Breakfast

9:00 – 9:45 a.m.

T-Tops » *Tom Irons, Taco Metals, Tonya Ricketts, The Canvas Lady* »

From center consoles to large lids, a t-top canvas can be an easy or hard project depending on the size and design. Learn the different styles/materials of lids for patterning, layout, construction and installation methods.

10:00 – 10:45 a.m.

T-Top Enclosures » *Steve Szenay, MFC, Ferrari Textiles Corporation* »

Take the t-top to the next level with an enclosure. Learn about installing tracks/fasteners, patterning sides and drop curtains and the installation of the curtains.

11:00 – 11:45 a.m.

Triangulation » *Katie Bradford, MFC, Custom Marine Canvas* » Has rainy, windy weather grounded you inside your shop and unable to pattern for the day? See how to tackle the project with a simple way to break down the shapes into a workable pattern.

12:00 – 1:00 p.m.

Lunch

1:00 – 2:30 p.m.

Cockpit Upholstery » *Larry Cramer, Cramer's Custom Canvas* »

See the ins and outs of cockpit upholstery – designing, patterning, fabrication and the features of curved and unusually-shaped cushions.

2:45 – 3:30 p.m.

Marketing: Boat Shows » *Dan Ene, CC, Enewhere Custom Canvas* » How to prepare and professionally present your company, meet potential customers and follow up on leads to generate sales.

5:30 – 6:30 p.m.

Vendor Cocktail Party

6:30 – 10:00 p.m.

Dinner with Magical Entertainment

SATURDAY, JANUARY 30th

7:00 a.m. – 12:00 p.m.

Registration

8:00 – 8:45 a.m.

Breakfast

9:00 a.m. – 12:00 p.m.

Exhibit Floor Open

10:00 a.m.

Cockpit Upholstery Demonstration

11:30 a.m.

Tools, Tips and Tricks

12:00 – 1:00 p.m.

Lunch » Join our membership for lunch as we reflect on the past year and see the work of our various members.

1:00 – 3:00 p.m.

Exhibit Floor Open

1:30 p.m.

T-Top Lacing Demonstration



North East Canvas Products Association
2010 Awning and Marine Canvas Products Show
January 28 - 30, MassMutual Center, Springfield, Massachusetts
Attendee Registration Form

Attendee Name _____ Title _____
 Attendee Name _____ Title _____
 Attendee Name _____ Title _____
 Attendee Name _____ Title _____

Check here if more names listed on back of this form

Company Name _____
 Mailing Address _____ City _____ State _____ ZIP _____
 Your Phone # _____ Your email _____

CHECK ALL THAT APPLY: Manufacturer Distributor Fabricator Retailer Service
 NECPA Member MFA Member PAMA Member IFAI Member
Members of NECPA, MFA, and PAMA get Show discount – see below!

Check here to renew your NECPA Membership (Add \$125 to amount due below)

Questions?

Call Peg Reyer
860-526-9903

If you are paying by credit card, enter credit card information here:

Name on CC _____
 CC Billing Address _____ City _____ State _____ ZIP _____
 CC# _____ Expiration date _____ cvv _____

Event	# of Attendees (2)	Fee BEFORE Jan 15		Fee AFTER Jan 15		Fee for each selection (3)
		Member	Non-member	Member	Non-member	
Full Conference* – Marine Track (1)		\$180	\$250	\$210	\$280	
Full Conference* – Awning Track (1)		\$180	\$250	\$210	\$280	
Thursday Evening Seminar & Buffet		FREE	FREE	FREE	FREE	FREE
Friday Seminars* – Awning Track		\$90	\$180	\$100	\$190	
Friday Seminars* – Marine Track		\$90	\$180	\$100	\$190	
Friday Cocktails and Dinner		\$85	\$95	\$95	\$105	
Child meal – Friday Dinner (4)		\$25	\$25	\$25	\$25	
Saturday Breakfast		\$25	\$30	\$30	\$35	
Saturday EXPO and Lunch		FREE	FREE	\$20	\$25	

* Choose either Awning or Marine Track. Seminars include breakfast and lunch.

- (1) Full Conference covers all events and meals for one attendee. Register each person NOT attending all events for one or more specific events. **Do NOT include Full Conference registrants in separate event numbers.**
- (2) Enter # of attendees for Full Conference or specific event(s) in this column.
- (3) Select the fee for each event based on your POSTMARK date and your company's membership. If a member of NECPA, MFA, or PAMA, use the Member column. Enter fee for # of attendees indicated on each line.
- (4) Only Friday Dinner has a special rate for children. Put "child" as the title next to his or her name at top of form.

Total of all Conference Fees for all attendees _____
 NECPA Membership Fee (\$125) (Optional – check box above) _____
 Total Amount _____

If you are NOT paying by credit card, enclose a check for the Total Amount payable to NECPA.

Mail your completed registration form to:

NECPA c/o The Chester Company
 PO Box 660, Chester, CT 06412-0660