

CUSTOM MARINE CANVAS TRAINING WORKSHOPS

PG #1

250 S.E. Catawba Rd., Port Clinton, Ohio 43452
Toll Free 1-877-732-7332, Local 419-734-5453, Fax 419-734-5460
www.canvastraining.com
Email: info@canvastraining.com

Our workshops are geared for the individual who would like to learn to make a top quality custom canvas in the shortest amount of time.

Classes are small (3-8 students) giving each student an opportunity to get involved by hands-on training. Three instructors are available to work with our students. After the course is completed, we follow up by encouraging students to call if they need further information or run into a problem.

Our workshops are for one week in duration, Monday thru Friday. Classes are from 9:00 to 5:00.

BASIC WORKSHOP: Our boat cover course is designed for a beginner with little or no experience, or for the canvas maker who wishes to improve their fabrication techniques. Curriculum includes becoming familiar with a commercial sewing machine, how to measure, cut, fit, sew, and install basic canvases such as Cockpit Covers and Over-the-windshield Covers. Many canvas-sewing techniques will be taught including those essential for making marine canvas. Canvas-cut Windows, canvas repairs, zippered doorways, zippered bow pockets, are also taught in this class. You'll also learn about hardware & fasteners, canvas making tools, types of fabrics & threads, basic canvas estimating, canvas shop marketing, canvas & upholstery product resources, and more! You will learn how to set-up shop and get started! Students will make their own Cockpit Covers in class and take these projects home for reference. Each student will have their own sewing machine to use during the course.



ADVANCED WORKSHOP: This Workshop is for the student who has taken the Basic Workshop, but would like more training, or for someone who has worked in a canvas shop and needs to learn shortcuts and easier methods of producing a quality custom canvas product. Curriculum includes more difficult items such as a curved zippered doorway, leak-proof aft window, patterning using, both, fabric and clear pattern materials, frame bending, and a continuation of fitting and sewing on more difficult projects. Frame construction, fitting, sewing, and installing a Boat Top, Side Curtains, and Aft Curtain will be the main focus in this class. Each student in this class will make their own Convertible Top, Side Window Curtain, and Aft Curtain to take home with them. Students will have their own sewing machine to use during the course. The ADVANCED Workshop follows the BASIC Workshop. We encourage the Advanced Workshop for those who are serious about marine fabricating as a full time profession.

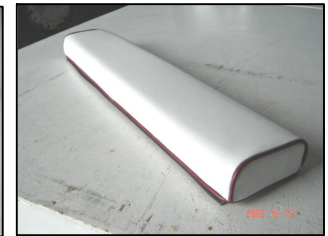
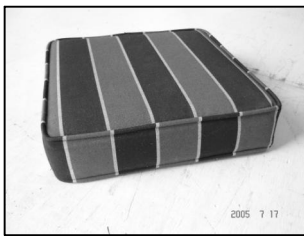


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PG #2

UPHOLSTERY WORKSHOP: This 5-day workshop teaches how to pattern, measure, cut, and sew basic and advanced boat cushions including zippers, welt (piping), striping, bucket seats, side bolster, track-welt and more. Each student will make his or her own box cushion, corner bolster cushion, and contoured V-berth cushion to take home with you. Multiple patterning techniques will be taught showing how to design, pattern, cut foam, and fabricate the more complicated upholstery. Each student will have his or her own sewing machine to use during the course. A great class for both beginner and upholstery veterans! Completion of the Basic Workshop, or prior sewing experience, is required for this class.



TRAVEL/MOORING COVERS WORKSHOP: This workshop is a hands-on workshop where various techniques are taught such as: draw cords in place of snap-on covers, covers that are custom fit to go under the bow rail as well as over the bow rail and a stone guard cover that prevents damage while trailering down the highway. Students will make their own Mooring Covers to take home! Each student will have his or her own sewing machine to use during the course. A great Class for inland lake canvas shops!



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PG #3

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BIMINI & CAMPER ENCLOSURES: If you intend to fabricate custom canvas as a profession and maximize your fullest earning potential, or you desire to produce the highest quality product possible, this course is essential! This workshop is only for students who have taken the BASIC and ADVANCED workshops; or for the marine canvas fabricator that has successfully achieved the techniques and quality level of the Advanced Workshop curriculum. Learn the techniques that will bring you top dollar and unsurpassed quality of your projects.

This class includes design and fabrication of:

- Variable Frame System Design
- Fabricating Advanced Bimini Tops
- Fabricating Enclosure Window Systems
- Fabricating Camper Tops and Connectors
- Fabricating EZ-Smile roll-ups with screens
- Fabricating sculpted, zippered, and snapped bow pockets
- Advanced trim and quality techniques



Other features include:

- Multi-directional patterning & fitting
- Advanced Bow Pockets; sculpted, zippered, and snapped
- Advanced canvas fabrication techniques
- Advanced trim and quality techniques
- Each student will fabricate their own advanced Bimini Top to take home!
- Each student will have their own sewing machine to use during the course.
- Step-by-step Enclosure & Camper Training Manual included
- Introduction to advanced estimating using Quick Canvas Estimator software
- Introduction to advanced frame bending using Quick Frame Calculator software



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PG #4

RIGID ENCLOSURE WORKSHOP:

Experienced fabricators can now broaden their services to include upscale boats, motor yachts, and sailing yachts. Patterning, fabricating, & installing **Rigid Hardtops** and fabricating **Semi-rigid Enclosure Panels** is the focus of this ultimate workshop! Learn about the most current products available today! This course is reserved for experienced fabricators or for students whom have completed the Basic & Advanced Workshops.



Class Topics include:

- Custom-crafted Fiberglass Hardtops
- Frame design-options and construction
- Creating 'Snapless' Track Systems
- Fabricating Semi-Rigid Enclosure Windows
- Fabricating Flange / Rainflap Valances
- Fitting / Sewing inverted Fly Bridge windshield corners



Class Features include:

- Step-by-step Rigid Enclosures Training Manual
- Manufacturer sources for rigid and semi-rigid products
- Statistical data on Makrolon and other semi-rigid products
- Each student will fabricate their own sample polycarbonate window panel to take home!
- Each student will have their own sewing machine to use during the course.



One Day Courses:

Sewing Machine Maintenance Repair Course

- One-day Industrial **Sewing Machine Maintenance Repair Course** will be given the Saturday after each Basic class. A professional Industrial Sewing Machine mechanic conducts this course. You'll learn:
 - Timing the needle bar
 - Timing the hook
 - Setting the take-up springs
 - Setting the bobbin opener
 - Threading and setting tensions
 - Available attachments
 - And much more!

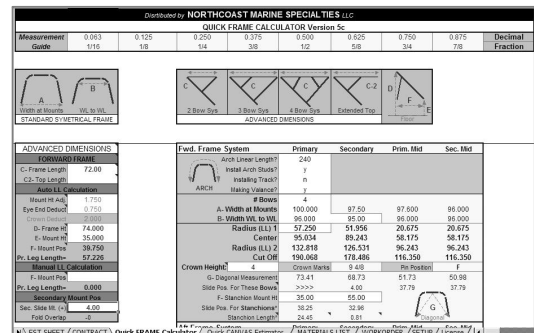
This course is a hands-on workshop where every student has a machine to repair. A must for Canvas Shop owners and sewers!

Quick Canvas Estimator & Quick Frame Calculator Software Instruction

- One-day **Advanced Estimating** and **Advanced Frame Bending** software course is offered on selected Saturdays as well. This instructional class teaches the use of our *Quick Canvas Estimator* software. Included is instructional usage of the *Quick Frame Calculator* software application as well. The software offers the following:

- Symmetrical and non-symmetrical frame calculations to the 1/8th inch. Bend and assemble perfect frames in your shop and take to the boat for installation. No more guesswork!
- Estimate, disclaimer, and contract for the customer to sign.
- Fabric and hardware estimator- measures all of the materials needed for any project to the nearest inch and prices the project to the penny! Cut your estimating time down to 15 minutes, no matter how big the job is. No more late night estimating!
- Materials List- the software builds a materials list to order from and calculates, cost-of-goods, markup, gross profit, GP per hour.
- Work Order- hand your sewer the work order that details the job, materials required, design and style information. Leave out the guesswork!
- Setup Screen- set default parameters or change them on-the-fly!

If you own, or have an interest in purchasing the software, this class is well worth your time and investment.



Frequently Asked Questions:

Q: What Workshop Courses should I take first?

Persons entering into the canvas trade, or persons unhappy with their current projects, should begin with the Basic Workshop. Even though you may have experience sewing clothing, draperies, or factory piecework, you should begin with the Basic Workshop. The reason is because sewing is only one portion of canvas making. You must also learn other equally important techniques in order to fabricate canvas.

Q: In what order should I take the Workshops?

Complete the Basic, Advanced, and Bimini Enclosure Workshops in that order, before moving onto the Marine Upholstery or Rigid Enclosure Workshops. Scheduling of the remaining courses is determined by the demand within your market.

Q: After completing a Workshop, when I can expect to actually be able to fabricate the product and sell it?

Once you have the basic supplies needed, you should be able to produce the product immediately upon completing the course. People learn and work at different paces. In our case, we were able to produce one of our most complex projects within the first nine months of business without any previous experience.

Q: What are the most significant differences among the courses?

Each course teaches you to fabricate different canvas products. As you complete each Workshop, the next course offers additional fabricating techniques, a higher level of difficulty, and more advanced trim-levels.

Q: I have previous experience fabricating canvas. Do I have to take all of the courses in order?

Experienced canvas fabricators are not required to take courses that are below their level of expertise. Experienced fabricators should speak with one of our instructors before scheduling a class to ensure proper placement.

Q: How quickly can I expect to recoup my training investment?

On the average, each product will sell for a price that is equal or greater than the cost of the course tuition, depending on the size of boat and the market area that you are in.

Q: Can anyone learn to fabricate canvas?

While most people can easily learn to make custom canvas, there are physical demands that you may wish to consider before entering the canvas trade. Canvas fabricators are often required to climb a ladder, carry a toolbox, and handle objects weighing as much as fifty pounds. A good sense of balance and average hand-dexterity is very helpful.

Q: What written materials are included?

A workbook will be given to all students. Each workbook pertains to the courses you've chosen and contain specific instruction & techniques for fabricating various canvases. Our instruction workbooks also include subjects such as: frame-bending, a list of necessary tools, list of suppliers, management & marketing tips, estimate worksheets, cleaning and care tips, contracts, and much more. A Certificate Of Completion will be issued at the end of the course.

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PG #7

Q: Do we need to purchase any supplies or materials?

No! All tools, materials, supplies necessary for the workshop is provided. Although we sell the necessary supplies needed to start a canvas shop, we are not pushy about it. In fact, we provide you a list of other wholesale vendors to choose from.

Q: How many students are in each Workshop?

Class size is limited to eight students in order to provide individual attention to each student and provide hands-on training.

Q: How long do the courses last each day?

Workshops begin at 9am on Monday, 8am Tuesday through Friday, and end at 5pm each day. Each one-day Seminar begins at 8am and ends by 3pm. Every class provides a one-hour break for lunch.

Q: Do you provide technical support?

After the course is completed, we encourage students to call or email if they need further information or run into a problem. We encourage experienced students to email photos of problem they are experiencing, prior to attending, so that we may address the issues with you.

Q: What do we need to bring?

Bring a Digital Camera! We welcome students to take as many photos as you wish! We ask only that you not use video cameras. Also, bring a comfortable pair of non-marking shoes, such as: tennis shoes, gum sole, deck shoes.

Q: What airport will I fly into?

Likely, you fly into Cleveland-Hopkins (CLE) International Airport. From there, we are approximately 1 hour 15 minutes by car to our facility. For private pilots, we are located 1 mile from the Ottawa County airport (PCW, Carl Keller Field) which can accommodate, up to, small jet traffic.

Q: Do you have Internet access?

We have high-speed Internet available at no charge. Students with wireless Laptops & PDA's may access through our Hotspot. Other students may access the Internet through our Guest terminal.

Q: What else do I need to know?

Please review our web pages for complete details on Registration & Pricing, Lodging, Directions, and more

Discounts:

Students who attend our five-day workshops can receive a **\$100 Discount Coupon** toward future purchases!

- Attend any of our six **Five-Day Workshops** and receive a \$100 Coupon. The coupon may be used toward the purchase price of our Canvas Training Video Library or the Quick Canvas Estimating & Quick Frame Calculator Software.
- Purchase our complete **Video Training Series** and receive a \$100 Coupon. The coupon may be used toward the purchase price of our Quick Canvas Estimating & Quick Frame Calculator Software.
- Purchase the **Quick Canvas Estimating & Quick Frame Calculator** software and receive a \$100 Coupon. The coupon may be used toward the purchase price of our Canvas Training Video Library.

These cost saving discount coupons are offered to each qualified person including couples, family members, co-workers, and company employees! **Save hundreds of dollars!**

\$100 Discount Coupons must be used in whole amounts of \$100 and cannot be divided into smaller increments or shared by more than one person. They may only be redeemed as a discount from the price of additional products & services purchased. They are not redeemable for cash. They cannot be combined with other discounts, special offers, or sale items. Custom Marine Canvas Training Workshops determines the eligibility for redemption of each discount coupon.

Northcoast Commons
 at the Legends, Marblehead Peninsula
 Townhouse Condominium Rentals for Students

Northcoast Commons at The Legends is a luxury town home located at Bay Point, on Marblehead Peninsula, along Lake Erie's breathtaking shore. Our town home is especially designed and furnished to accommodate our students while they are here. Students enjoy relaxing around the fireplace in casual conversation about the day's training, enjoying the fabulous views, and making new friends. Enjoy the privacy of separate bedrooms, each with full baths, television, and wireless Internet. Our town home is turn-key and complete with linens & bedding, a fully equipped kitchen, laundry room, and much more! Beach access and other privileges are included.



Pricing overview		
<p>Students, and their spouse, can now stay in a luxury townhouse condominium for a fraction of the normal weekly rate. Best of all, all guests have something in common, as they are students too!</p> <p>Our seven-day rental packages offer students an full-week stay at very affordable prices. Each guest has the freedom to use all common areas, kitchen, sitting areas, laundry, patio, and lanai at their leisure. Extended privileges at Bay Point Resort are included.</p> <p>Limited to just four parties, we have tried to include every amenity possible to insure a comfortable experience and top-of-the-line accommodations. All that you need to bring are your personal hygiene items and any food & beverages you'll want to prepare.</p>		
Included with your stay..		
Length of stay:	7 days, Sunday 12 noon to Saturday 12 noon	included
Common Area:	living room, kitchen, patio, lanai, laundry, parking area, sitting area, grounds, pool	included
Amenities:	all privileges & amenities listed -see Features webpage-	included
..and your choice of the following room packages		
Bedroom 1	ground level	\$549 per week
Bedroom 2	level three	\$649 per week
Bedroom 3	level three	\$799 per week
Requirements		
<p>\$250 security deposit, pre-payment by credit card or check, a signed rental agreement, adherence to house & association rules.</p>		

WORKSHOP REGISTRATION FORM

Custom Marine Canvas Training Workshops
 250 SE Catawba Road
 Port Clinton, OH 43452

Course:	Basic	Advanced	Estimator	Machine Repair	Upholstery	Bim. Enclosure & Campers	Rigid Enclosure	Travel & Mooring
	\$1199	\$1199	\$199	\$239	\$1199	\$1199	\$1199	\$1199
Dates:								

Please register me:

Your name: _____

Business Name: _____ Vendors Lic. # / FEIN# _____

Address: Street _____ City & State _____

Phone (Residence) _____ (Business) _____

Email _____

VISA, MasterCard, & Discover accepted: Amount \$ _____

Card #: _____ Expiration Date: ____ / ____

Terms Of Agreement:

Registration Policy :

Your payment in full must accompany a signed and completed registration form in order to reserve your placement in a workshop. If you are paying by check, the full amount of the class must be paid 30 days prior to the Workshop date for which you have registered. Tuition is payable in U.S. funds.

Cancellation Policy:

A 30-day notice, prior to the Workshop date for which you are attending, is required in order to cancel or transfer. Transfers, cancellations, and/or refunds are not accepted after the workshop begins. If you fail to attend a Workshop or any portion of a Workshop, for which you have registered, no refund will be issued. Custom Marine Canvas Training Workshops reserves the option to determine if registrants may reschedule on a case-by-case basis.

Custom Marine Canvas Training Workshops reserves the right to cancel or change workshop dates. Should we reschedule or cancel a workshop, the student has the option to a refund or to reschedule. Custom Marine Canvas Training Workshops reserves the right to revise or change workshop content in an effort to improve or training.

General Release:

I release Northcoast Marine Specialties, LLC., Russell Griffin, Roger Griffin, and any employees of Northcoast Marine Specialties, LLC., from all liability resulting from any personal injury, accident, loss of life, or loss of property, while attending a Custom Marine Canvas Training Workshop. I authorize payment and accept all Terms Of Agreement as stated.

Date: _____ Signature: _____