

## Thursday, Jan. 24<sup>th</sup>, 2019

<b>5:30pm</b>	<b>Preregistration</b>	Hall Outside Bristol A & B
<b>6:00-7:00pm</b>	<b>OSHA Seminar</b> <a href="#">Ed Conway</a> will discuss the new current OSHA mandates and how they should be applied and implemented into workspaces for 2019	Bristol Room A & B
<b>7:00-7:30pm</b>	<b>Dinner:</b> Pizza Buffet	
<b>7:30-8:30pm</b>	<b>Panel Discussion on OSHA Requirements for Shops:</b> Topics of HAZ Mat, Safety Communication Manuals and other issues will be discussed.	

## Friday, Jan. 25<sup>th</sup>, 2019

<b>7:30am</b>	<b>Registration Opens</b>	Hall Outside Bristol A & B
<b>7:30-9:00am</b>	<b>Breakfast</b>	Plaza Ballroom
<b>8:00am-2:00pm</b>	<b>Exhibitor Set-Up</b>	Grand Ballroom
<b>9:00-10:00am</b>	<b>Awning Track Session #1</b> Sales Process Panel Adding Value & Quality to Your Company <a href="#">Stefanie Vanderbeck from Hudson Awning</a> , <a href="#">Jamie Mills from Wm. J Mills and Co.</a> , <a href="#">Roy Chism from The Chism Company</a> <ul style="list-style-type: none"> <li>· Introduce value to the customer – points of distinction between you and competitors</li> <li>· Defining value of your products compared to others.               <ul style="list-style-type: none"> <li>o Raw edges vs finished edges</li> <li>o Welding techniques</li> <li>o Tech screws vs lace on</li> <li>o Galvanized vs aluminum frames</li> </ul> </li> <li>· On time delivery</li> </ul>	Bristol Room A

	<ul style="list-style-type: none"> <li>· Ability to provide permits and engineering certification</li> <li>· Equipment you may have – lifts, boom truck, trained staff, certified welders, paint booth,</li> <li>· Best practices – cross training employees, OSHA safety training, employee retention</li> </ul>	
<b>9:00-10:00am</b>	<p><b>Marine Track Session #1</b>  Rigid Windows—Working with Rigid Clear Window Products. Presented by Brian Bennett, MFC from Custom Marine Canvas  Learn ways to pattern, cut and sew rigid window products. Sewing machine will be onsite.</p>	Bristol Room B
<b>10:15-11:45am</b>	<p><b>Awning Track Session #2</b>  Guest Speaker: <a href="#">Michael Woody, CEO of Trans-Tex, Cranston, RI</a>  Customer expectations have changed dramatically over the last 30 years. A combination of factors including technology advancements, globalization, and cultural shifts has created a buyer who is more price sensitive, more quality focused, and more demanding. This presentation will explain the key factors driving this evolving customer mindset, and provide tips on how to adapt your business to the heightened expectations of today’s buyer.  Presentation Outcomes:  After the presentation, attendees will:</p> <p>Know the three major factors shaping the decision-making process of today’s buyer</p>	Bristol Room A

	<p>Have a better understanding of the cultural factors driving that process</p> <p>Have tips for adapting their company to this new buyer attitude</p> <p>Understand how one company has used these factors to drive success</p>	
<b>10:15-11:15am</b>	<p><b>Marine Track Session #2</b> Run Your Shop from the Dock— <a href="#">Presented by Roy Chism, The Chism Company</a></p> <p>Learn about ways to jump start your projects right from the moment you get the job with the use of technology.</p>	Bristol Room B
<b>11:15am-12:00pm</b>	<p><b>Marine Track Session #3</b> Winter Covers—Exploring the options for customers as they store their boats for the winter. Speaker: TBD</p>	Bristol Room B
<b>12:00-1:00pm</b>	<b>Lunch</b>	Plaza Ballroom
<b>1:15-2:15pm</b>	<p><b>Awning Session #3</b> Technology to Move Your Business Beyond Awning &amp; Shade Presented by: <a href="#">Roy Chism, The Chism Company</a></p> <p>A different approach! Learn about Roy's transition from an awning company to a full service operation that provides a series of products to his customers beyond awning and shade. See how machine upgrades, technology and automating processes can dramatically expanded your customer market.</p>	Bristol Room A
<b>1:15-2:00pm</b>	<p><b>Marine Track Session #4</b> Short Seminars: Presented by <a href="#">Katie Bradford, MFC, Custom Marine Canvas</a></p> <p>Boat Bed Trends: Adding Gel Foam to an existing mattress as a Topper</p>	Bristol Room B

	<p>Bending PVC Track with a heat blanket</p> <p>Patterning a Sunshade...Using Rod Holders as attachment points</p> <p>Getting Paid! Putting a Lien on a boat</p>	
<b>2:15-3:30pm</b>	<p><b>Marine Track Session #5</b></p> <p>Marine Flooring Concepts— Presented by Flooring Sales Representatives,</p> <p>Moderator: <a href="#">Tonya L. Ricketts, The Canvas Lady</a></p> <p>Explore Marine Flooring options from Carpet, Infinity, Sea-Deck and Protective padded floor covers. Also learn about patterning, binding and installation techniques. Sewing machine onsite for binding.</p>	Bristol Room B
<b>2:30pm-3:30pm</b>	<p><b>Awning Track Session #4</b></p> <p>Job Costing 101- Are you making Money? <a href="#">Steven Malone, Ironclad CFO</a></p> <p>Come prepared to learn about the basics of job costing. Steven has shared his insights at other industry events, and now it's your opportunity to hear and learn from him. Make sure to stay for the entire session so you can participate in the Q&amp;A session.</p> <ul style="list-style-type: none"> <li>· Basics of job costing</li> <li>· Above the line accounting (cost of goods sold)</li> <li>· Below the line accounting (overhead)</li> <li>· Profit margin calculation</li> <li>· Overhead application</li> <li>· Labor costs</li> <li>· Other resources that may help you</li> </ul>	Bristol Room A
<b>3:45-4:30pm</b>	<p><b>Marine Session #6</b></p> <p>Tools, Tips and Tricks</p> <p>Join us for an information session as fabricators share their tools, tips and</p>	Bristol Room B

	tricks! Show and tell is encouraged!	
<b>5:30pm</b>	<b>Meet Bus</b>	Front of Hotel
<b>6:00-10:30pm</b>	<a href="#">Providence Bruins Hockey Game</a> at the Dunkin' Donuts Center! Join as the Bruins take on Charlotte Checkers in an exciting night of hockey and networking in a private viewing area. Wear your Black & Gold!	

## Saturday, Jan 26th, 2019

<b>7:00-8:45am</b>	Exhibitor Set-Up	
<b>7:30am</b>	Registration Opens	Outside Grand Ballroom
<b>7:30-9:00am</b>	Breakfast (3 Day Pass Holders)	Plaza Ballroom
<b>8:30-9:00am</b>	NECPA Annual Board Meeting All are welcome!	Plaza Ballroom
<b>9:00am-2:00pm</b>	EXPO and Demos	Grand Ballroom

### NECPA EXPO 2019 DEMOS

- 10:30 am Rigid Windows for Enclosures
- 11:30 am Trends in Marine Flooring
- 12:30 pm Sunshades Using Rod Holders
- 1:30 pm Boat Bed Upgrades—Adding Memory Foam Toppers