

INNOVATION ON DECK

W O R K S H O P

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| Time Slot | Topic | Leader |
|---------------|--|--|
| 9:00 - 9:15 | Meet and Greet/Continental Breakfast | |
| 9:15 - 9:30 | Welcome and Introductions | Brian Holian - Trivantage |
| 9:30 - 10:15 | Vendor Presentations | Herculite/Strata, Glen Raven, Fil-Tec Phifer, Taco Metals |
| 10:15 - 10:45 | Product Presentation - HydroFend Cover Fabric Fabricator Considerations and Product Details | Chris Duffin - R K Marine Paul Ricciuti - Trivantage |
| 10:45 - 11:00 | Break | |
| 11:00 - 12:00 | Job Costing and Running Your Business Are you making Money (Job Costing Basics) And introduction to job costing highlighting the difference between cost of goods sold and overhead expenses. How job costing can help business owners set the right price on products and services with examples of "above the line" cost and expenses. | Steve Malone - Iron Clad CFO |
| 12:00 - 1:00 | Lunch | |
| 1:00 - 1:30 | Product Presentation - Sunbrella Horizon Marine Upholstery Fabricator Considerations and Product Details | Mike Charpentier - Paul's Custom Canvas, Inc. Wes Middendorf - Trivantage |
| 1:30 - 2:30 | Market Day - Take some time and visit with the Vendors | |
| 2:30 - 3:15 | Product Presentation - Trivantage Marine Offerings | Paul Ricciuti - Trivantage |
| 3:15 - 4:00 | Wrap up - Raffle and time for additional questions | Brian Holian - Trivantage |

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