



BROUGHT TO YOU BY



Toronto Stone Summit

**A Stone Shop Administration Discussion
and Town Hall Meeting for Fabricators**
Vaughan, Ontario • September 8, 2016

- Create a plan for diversifying your sales to ensure growth both this year and 5 years down the road.
- Learn the top Safety Violations and how best to work with The Ministry of Labor if they show up at your door.
- Create a plan for finding and retaining top talent.

REGISTER TODAY!

**This one-day workshop is only available
in your area once this year!**

Take advantage of this great fabricator-focused instruction *only* available from the Marble Institute and *Stone World* magazine.

\$99 per person - **Installers and Fabricators**

\$249 per person - **Suppliers and Stone Distributors**

Breakfast, lunch and happy hour provided.

**You can't afford to miss
the conversation!**

**Your competitors
will be at this event
and so should you!**



Hosted by:

MS International

110 Edilcan Drive
Vaughan, On L4K 3S5

905-812-6100

PLEASE SEE SIDE TWO FOR MORE DETAILS!

Visit www.stoneindustryeducation.com for registration and complete agenda.

Thank you to our sponsors:



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Stone World (SW) magazine and Marble Institute of America (MIA) are proud to offer a one-of-a-kind event to stone companies throughout the region! You will benefit from a "Town Hall" environment that is tailored to the attendee and the topics most important to fabricators! You will not want to miss this event.

Day's Agenda

- 8:30am** Registration and Networking
- 9:00am** Welcome Statements
- 9:10am** Attendee Introductions and Expectations
- 9:30am** Diversification of Business
- 11:15am** Diversification of Your Customer Base
- 11:35am** Risk Management and Planning for the Future
- 12:00noon** Lunch
- 12:40pm** Facility Tour and Networking
- 1:30pm** Breakout Groups on Fabrication, Marketing and Sales
- 3:00pm** Reception, Demonstrations and Networking

Facilitator:

GK Naquin, Stone Interiors

"The structure and delivery of the course was well planned and directly related to what the group wanted to know." – Prior Attendee



NETWORKING - Just another reason to attend the event.



What will be discussed in the Fabricator Breakout Sessions?

**Whatever you want to
discuss!**

Past Topics include:

- Standards: Raising the Bar
- Cleaning and Maintenance
- Pricing and Profit
- How to expand your business with equipment
- Finding and keeping quality employees
- Understanding business metrics (Benchmarking)
- Shop and field safety
- Shop efficiency
- Are Pre-fabs right for you?
- Reduce your labor cost
- Improving your production
- Direct Sale to owners and the effect on margins
- Stone Identification and Classification
- Marble installs

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