

# 2024 DALLAS WORKSHOP

 **DALLAS, TEXAS**  
April 10th - 12th



## KEYNOTE SPEAKER



Rick Phelps - We are so excited to have Rick with Synchronous Solutions with us! Rick has been applying the concepts of Synchronous Flow to difficult industrial problems since the early 1980s. He has turned around failing production facilities, worked with Habitat For Humanity to cut costs of houses by 50%, and in 2023 took ownership with his business partner, Mark, of Synchronous Solutions. They have refocused their expertise on the countertop industry. We have much to learn from him!

## THANK YOU TO OUR HOST:

KAT Fabricators has been in business since 1983, starting as a family drywall business. They started their countertop division 11 years later and is now known for their expertise in the business. In addition to the stone offerings that we are used to, they also have a solid surface division. They are well diversified serving Commercial, Residential, Multi-Family, and Big Box Retail. Thank you KAT for sharing your facility and your expertise with us!



**KAT**FABRICATORS

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# 2024

## DALLAS WORKSHOP

*Wednesday - 4/10/24*

### **5:00- 8:00pm Welcome Reception Everest Stone - Light Dinner & Cocktails & Music**

Everest Stone is a direct importer based in Dallas Texas that specializes in the wholesale distribution of Natural Stone Slabs & Pre-Cut / Cut to Size Stone products. They only sell to fabricators, making them a “Fabricator First” Program. Their dedication to helping and serving the fabricator is key to their success!

*Thursday - 4/11/24*

### **7:30 am Registration**

### **8:00 Breakfast/Announcements/Introductions**

### **9:30 KAT Fabricators**

Introduction to KAT Fabricator. We will learn what they do and how they do it. They will give us an intro to solid surface and thermoforming. If you are interested in whether diversifying and adding solid surface to your offerings is right for you....come hear how it has shaped their business.

### **10:30 Keynote Speaker - Rick Phelps - Synchronous Solutions**

Rick will take us through the concepts of Synchronous Solutions and give us some key takeaways to look at in our own shops. Such a great speaker and incredible content!

### **12:30 Lunch**

### **1:30 Adhesives - Andrew Landis with InnoChem**

We will be getting a hands on education and demo on all things adhesives. Want to know what to use outdoors? What’s the best type to use every situation? Epoxy, Polyester, Vinyl-Ester, Cartridge Glue.... Andrew will break it all down for us.

### **2:30 Demos**

#### **Surface Polishing/Repair - Irving Ortega - The Granite Guy**

Want to learn from the best? The guys from The Granite Guy in Pasco, Washington have won 2 first place spots, 1 second place, and 1 third place at our previous workshops. They will show us how they did it and help us repair instead of replace our mistakes! You better attend this before the competition on Friday!

**Park Industries machines will be in operation.**

**Cutting porcelain**

**Gluing up miters**

**Vendor demos**

### **4:00 Round Table**

This is where the magic happens! This is where we learn from each other. Come prepared to ask questions and answer questions!

# 2024

Friday - 4/12/24

## DALLAS WORKSHOP

### 8:00 Breakfast

### 9:00 Workflow/Efficiency - Rick Phelps

Do you need some tips on workflow and how to be the most efficient? Rick will share his insight with us on how to focus in on what is important.

### 10:00 Advertising/Sales/Marketing Round Table

Let's talk all things Marketing. Bring your questions or be prepared to share what is working for you.

### 11:00 Demos/Competitions

#### Template Machine Demos

#### Fabricator Olympics - Edge Polishing Black Engineered Quartz

This is the qualifying round. The winner of this round will receive \$500 prize! The top 5 from this event and the top 5 from the Pasco, WA event (July 26th) will advance to the final round in the fall at RocktoberFest! (Date and location to be announced later). At the final event there will be a \$2500 purse but you must qualify either in Dallas or Pasco to compete here!

### 12:30 Lunch

### 1:30 Allied Stone Shop Tour

Busses will take us to tour the incredible Dallas showroom and fabrication facility for Allied Stone. They have locations in Austin, Dallas, Houston, Lubbock, and Durant. Here we will be able to see Baca Machines in action.

### 3:00 Everest Stone Tour

We will end our event where we started! At Everest we will be given the full tour as well as a material handling and safety course. You will also be able to place orders right here at the show with discounts from Everest for our participants. Happy hour will close us out in a great way! Time to talk to our fellow fabricators and cement relationships that will last a lifetime.