



Great Lakes Scuttlebutt™

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PRESS RELEASE

CUSTOM CANVAS-MAKING BEGINS A NEW ERA

Northcoast Marine Specialties LLC, an Ohio based company, is taking the art of fabricating custom marine canvas into a new era. Recently, Northcoast Marine Specialties purchased the legendary canvas training facility, Custom Marine Canvas Training Workshops, building upon more than 25 years of proven methods and instruction, and has added additional techniques and workshops to their curriculum. Their new 10,000 square foot facility offers year around training and allows students to learn by working on actual contracted jobs.

After ten or more years of manufacturer-quality boat canvases, the consumer demand for custom-crafted boat canvas is enormous. "All across the country we see the need for more custom canvas fabrication shops. Our students tell us that there just aren't enough shops to keep up with the demand" according to a Custom Marine Canvas Training Workshops spokesman. "We couldn't find anyone to make us new canvas for our own boat" one student said. "The local shops are booked up into next year!"

Our primary demographic are people in their forties and fifties looking for a post-retirement career or simply a change of career. Everyone is looking for something that can keep him or her busy, something that allows them to come and go as they wish and provide enough income so they do not have to dip into the retirement account for a few more years. Because canvas shops can start-up with less than a \$10,000 investment, including schooling, machinery and tools; it's a popular consideration. Especially when you consider your work environment is boats, water, and sunshine! It's a great place to work!

Our secondary demographic is people under thirty-five who are entrepreneurial in nature, yet have a flare for style and like handcrafting their creative ideas. Canvas is a bit of an artsy thing as well as being extremely functional and necessary for a boat owner.

There are several things a future canvas-maker should know before jumping into the trade. First, just about anyone can learn it. However, it is not something that you can teach yourself. It takes proper training if you expect to produce a quality product right from the start. "We specialize in teaching people who have never sewn a stitch in their

(Cont'd on page 36)



YACHT SALES

2000 54 NeptunusHardtop ExpressT-C-12	\$549,000
1991 50 WellcraftMeteor 5000Triple-Merc. 502's .	\$129,900
1990 44 Viking44 Motor YachtT-671 Detroit Diesel	\$334,900
1998 44 Trojan440 ExpressT-450 Cummins	\$289,000
2000 41 Sea Ray410 SundancerT-3126 Cat's	\$269,000
1987 41 Sea Ray410 Aft CabinT-454 MerCruiser .	\$119,900
1987 40 Trojan12 Meter ConvertibleT-Detroit 6-71s	\$132,900
1997 40 Sea Ray400 ExpressT-7.4L MerCruiser .	\$151,900
1996 37 Sea Ray370 Sedan BridgeT-454 MerCruiser .	\$129,000
1997 37 Sea Ray370 Express CruiserT-7.4L MerCruiser	\$149,800
1995 37 Sea Ray370 Express CruiserT-7.4L MerCruiser	\$94,900
1986 37 Silverton37 ConvertibleT-454 Crusaders .	\$59,900
1981 36 Sea Ray360 Vanguard ExpressT-3208 Cat's	\$67,900
1992 35 Bayliner3555 AvantiT-5.7L MerCruiser . . .	\$39,900
1986 34 Wellcraft3400 Grand SportT-454 MerCruiser .	\$39,900
1987 34 Silverton34 ExpressT-454 Crusaders	\$56,000
1995 33 Express33 CatNone	\$28,000
1995 33 Sea Ray330 ExpressT-454 MerCruiser . . .	\$69,900
1996 33 Sea Ray330 SundancerT-7.4L MerCruiser .	\$89,900
1996 33 Sea Ray330 SundancerT-7.4L MerCruiser .	\$87,500
1988 32 Wellcraft3200 St. TropezT-7.4L MerCruiser	\$29,900
1987 32 Tempest32 SportT-7.4L MerCruiser	\$29,900
1983 32 Carver32 Aft-cabinT- 370 Crusaders	\$34,000
2006 32 SunsationDominator SST-496 HO Mags w/trl .	\$149,000
2005 32 SunsationDominator - MCT-6.2 MPI's . . .	\$109,000
2002 32 SunsationDominatorT-496 Mags	\$83,500
1995 31 WellcraftScarabT-502 EFI	\$59,900
1979 31 Wellcraft310 SuncruiserT-255 MerCruiser .	\$23,900
1983 31 SilvertonConvertibleT-350 Crusaders	\$24,900



Vic Anderson / Brokerage Consultant

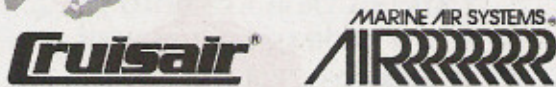
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life. We also teach people how to get into the trade." Some training facilities expect you to have had a certain degree of sewing experience before you take their course. Custom Marine Canvas Training Workshops teaches people with zero knowledge about the trade and has them producing a real and salable product by the end of one week.

When you are seeking training, be sure to choose a facility that can teach you how to sew and will provide a sewing machine for each student. The best way to learn is on an actual customer's boat, not just boat-models. Be sure to ask if you will be learning how to measure, fit, cut, sew, and install marine canvas on a real customer's boat. Ask if the course is a hands-on learning environment where multiple patterning techniques taught. Will you make your own projects that you can take home with you? Ask if there is multiple instructors who can provide advanced and individualized instruction.

Receiving course documentation, resources for materials and supplies, and product knowledge, as a part of your training, is a must. You'll also need to learn how to calculate and build custom frame systems as well. Does the training facility provide the advanced tools for calculating frames and job estimates? Can they help with professional looking proposals? Do they offer sewing machine repair and maintenance courses?

Most importantly, invest in your education with a school that offers a full curriculum that spans Basic Boat Covers to high-ticket Yacht Enclosures that demand the highest level of quality. Be sure that multiple techniques for learning Marine Upholstery are also available. With proper training, even a beginner can recapture his or her investment, for the course, within the following week or two.

"I guess that's why we been around for almost thirty years. We provide it all." Custom Marine Canvas Training Workshops is located in Port Clinton, Ohio on Lake Erie. You can visit their website at www.canvastrainingworkshop.com or call 1-877-734-5453.

visit our website at: www.greatlakesscuttlebutt.com