



Northwood
Machine Manufacturing Company
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Is Proud to Sponsor
this industry event!

Stone Industry Education

March 11th—Houston, TX
Business Success for Fabricators –
Don't Let Revenue Slip Away!

What makes fabricators successful? Attend and gain insight into:

- Analyzing the cost of doing business
- Benchmarks for financial performance
- Diversifying your operations
- Marketing your company
- Becoming MIA accredited
- Networking with suppliers & interior designers (see bonus session)

Welcome from the Host Committee:

Join these companies who will be at this event and hope to see you there too!

MCA Systems (Hosting the Event) / Architectural Tile & Stone / Arizona Tile Supply / Cangelosi Company / Delta Granite & Marble, Inc. / Designer Stone Center / International Stoneworks, Inc. / Schlitzberger Stone Designs / Stone Store, Ltd. / Texas Tile Services

Limited Class Size—Register Today!
Great Networking—Great Instruction

Just
\$99

Registration
Includes

Lunch, Networking Reception, \$25 MIA Bookstore Credit & much more

Special Offer

Register 3 people and the 3rd registration is free after two paid registrations of \$99/each.

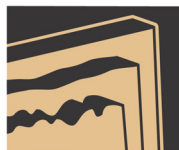
Interior Designer Networking

Interior designers (ASID Texas Gulf Coast Chapter) will be attending a portion of this event for a special segment on the "Use of Marble in Kitchens" CEU presentation.

Commerical?

There will be a special breakout session for attendees who want to discuss issues of using natural stone in commercial projects. See agenda online.

Brought to you by:



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&

Stone
World

Visit www.marble-institute.com/houston to register.

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If you would like to be removed from our fax list, please contact us at robbie@northwoodmachine.com

Stone Industry Education

March 11th—Houston, TX

(hosted by MCA Systems Design Center)

By attending this event, you will gain the following insight:

- **Analyzing the cost of doing business.** Learn more about how adjustments to your operating cost affect your ability to competitively price your product.
- **Benchmarks for financial performance.** Learn how your company compares to other fabricators (note: you'll obtain executive summaries of both the 2007 and 2009 fabricator financial benchmarking surveys produced by the Profit Planning Group on behalf of the MIA). A great resource to review with your accountant and management team.
- **Discussion on diversifying your operations.** Obtain tips to expand your current offering of products and services.
- **Equipment needs.** Just look at the sponsor list — many of these companies will be attending the seminar. Spend time face-to-face time discussing your needs with them at this event.
- **Showcasing techniques and tips for templating, fabrication, and installation.** You are bound to pick up a handful of ideas of other fabricators attending the event — well worth the price of admission.
- **Marketing your company.** Join the discussion about how to position your company and your product with architects, designers, and homeowners. This will include how offering CEUs (continuing education units) to architects and designers is a win-win proposition for your company.
- **Value of being an MIA accredited natural stone fabricator.** Learn first hand from the instructor and how becoming an accredited shop can impact your business.
- **Networking.** The most important reason to join this industry event!

Event Site:

MCA Systems Design Center, 7026 Old Katy Road, Suite 106, Houston, Texas 77024
www.mcasystems.com

Host Hotel:

SpringHill Suites Houston Brookhollow,
2750 North Loop West 610, Houston, Texas 77092
Phone: 1-713-290-9242
(ask for the "Marble Institute" room block for pricing)

For a complete agenda go online to:

www.marble-institute.com



Using Natural Stone in Commercial Projects Bonus Session

There will be a breakout session in the afternoon for companies who would like to obtain more knowledge about using natural stone in commercial projects. This session will be led by industry veteran Rodney Harvey.

What others are saying:

I attended this event in Dallas in 2009 and I want to thank you for a great event. I have many years of experience in the industry and yet the seminar still showcased many new ideas we can implement in our company! I'm excited about the upcoming Houston event and the seminar topics chosen.

- Tommy Schlitzberger
Schlitzberger Stone Designs, Inc.