

CORIAN®
DESIGN

TECHNICAL SERVICES

Fabrication Training &
Business Consulting Modules
2020 Edition



Willis

INSPIRE, EDUCATE, SOLVE, SUPPLY.

SINCE 1967



Each technical service module/event is structured with specific activities which are aimed at helping participants improve efficiency in relation to production and installation practices. This includes topics such as resource management, employee optimization, reducing material costs and maximizing profits. Should you wish to schedule a training session, our Technical Services team will work with you to ensure your session is structured to best suit your company's needs.

In addition to the modules listed on the following pages, we are also able to create customized programs that focus on topics that are critical to creating further success within your company. Should you wish to create your own customized training session, adequate advanced notice will be required.

Note that with the exception of the Level One Corian® Solid Surface Company Fabrication Course, all sessions will be conducted at your facility utilizing your tools, equipment and personnel. The Willis Technical Service Specialist will have access to a variety of additional fabrication tools if required.



GARY NESS

Willis Technical Services Manager

HIGHLIGHTS:

- Corian® Solid Surface Certified instructor since 1986
- Conducted nearly 200 Corian® Solid Surface Level One, Two, and Three training courses worldwide
- Managed a multitude of in-house consulting meetings with large and small fabrication firms and OEM Manufacturers
- Worked in collaboration with DuPont™ in many aspects of fabrication and installation development

My Story

1981 – 1995: Co-founded a Corian® Solid Surface fabrication/installation company in Seattle, WA. During which time, I gained valuable production skills and business management experience. Throughout my 14 years at the company, we saw increasing success which included substantially growing our employee base and providing them with valuable fabrication knowledge, installation skills, and work ethics along the way. Many of these individuals are still active in the industry today; some have moved on to start their own successful companies.



After reaching our mutual partnership goals, I sold our company in 1995 to pursue other opportunities within the industry.

1996 - Present: I moved to the distribution side of the industry with the last 17 of those years being with Willis. Throughout my time with Willis, I have been heavily involved in many aspects of the company - from sales management to territory development. I have also stayed close to my roots in fabrication, installation, and related business training.

These past fabrication experiences have allowed me to be “Your Trusted Advisor” whether you are in a tight spot or simply need focused training and guidance to accelerate your own profitable progression.



My Certification

I have been a Corian® Solid Surface Certified instructor since 1986. Over this period of time, I have conducted nearly 200 Corian® Solid Surface Level One, Two, and Three training courses worldwide and have conducted a multitude of in-house consultation meetings with fabrication firms and OEM manufacturers in relation to the module options below. I have also been, and continue to be, involved with DuPont™ in many aspects of Corian® Solid Surface fabrication and installation development.

Willis - Hosted Training



Level One Corian® Solid Surface Fabrication Course

Corian® Solid Surface
Company Level One Fabrication Course

This course is designed to be informal and free flowing. All participants are encouraged (but certainly not required) to operate the tools and help the instructor perform the various fabrication procedures. Questions, comments, and opinions generally keep the group engaged and entertained. Whether you are starting a new business venture or just need a refresher in regards to mitigating your warranty expenses, then this will be a day well spent. Your instructor will be a Certified Corian® Solid Surface Instructor equipped to give you clear, easy to understand, practical information about Corian® Solid Surface Fabrication techniques.

What you will learn:

- Proper, efficient seaming procedures
- Fabricating Countertops with inside corners
- Edge build-ups and profiling methods
- Correct sink and cook-top cutout methods
- Sanding and finishing techniques
- Mounting and finishing Corian® Solid Surface integrated sinks
- Installation, templating and measuring
- Special attention will be given to fabrication techniques for unique aesthetic colors such as Private Collection (directionally veined colors), metallic colors and our exclusive DeepColor™ series
- Coved back-splash fabrication (time permitting)

Through the process of demonstrating the procedures above, you will also have the opportunity to take an interactive part in discussing other critical issues such as:

- Safety (shop, transporting, job-site, personnel)
- Material selection, inspection and yield
- Shop requirements (size, layout, etc.)
- Tools and equipment
- The Corian® Solid Surface Certification Process

LEVEL ONE
TRAINING COURSE

\$495.00 / Attendee
(One Individual)

\$395.00
2nd Attendee

\$295.00
3rd to 5th Attendees

**Ask your Sales Rep for
2020 calendar and
registration form.**



Technical Services - Module A

Corian[®] Solid Surface Individual Level One Fabrication and Installation Training

This course is similar to our standardized Level One Fabrication and Installation training. However this session will be done directly at your facility, for your employees and can be customized, with focused attention to fabrication and installation procedures more specific to your companies' product offering and market segments services. Please refer to the previous page for details on our standard Level One course. *Course changes can be made with adequate lead time.*

Advantages and highlights of this session:

- Focused attention on your employees
- Extra time spent on procedures and issues most relevant to your needs
- Flexible start and finish times
- More time for hands-on employee participation
- More time for group discussion and targeted brainstorming
- Customized fabrication projects for the in-house session

Module A
STARTING AT
\$3500

This course is designed for groups of 1-10.

For larger groups contact your local Willis Sales Representative.

Full Day
Typically 5-6 Hours

Breakfast* and Lunch will be provided.

**If Applicable*

Please let your Willis Sales Representative know of any dietary restrictions.

On Site Training



Technical Services - Module B

Corian[®] Solid Surface

Project-Specific Fabrication and Installation Training

This module will consist of concentrated, task specific, fabrication and installation procedures that are aimed to assist you in optimizing production and/or installation techniques for upcoming commercial projects. Together, we'll identify how to maximize your efficiency, tooling and profits.

Example of course content:

- Unique and specialized tooling requirements
- Fabrication and installation efficiencies in relation to the project, such as divisional labor, manufacturing, and material processing
- Project cash flow management and forecasting
- Material usage and optimization
- Job-site logistics, product staging, and distribution efficiencies, job-site security
- Contract negotiation and protection contingencies

Module B

STARTING AT
\$3500

This course is designed for groups of 1-10.

For larger groups contact your local Willis Sales Representative.

**Full Day
Typically 5-6 Hours**

Breakfast* and Lunch will be provided.

**If Applicable*

Please let your Willis Sales Representative know of any dietary restrictions.

On Site Training



Technical Services - Module C

Corian[®] Solid Surface
Production and Manufacturing Efficiency Audit (Level One)

This module is intended for fabrication/production/manufacturing facilities who wish to optimize their production “thru-put” in relation to increased manufacturing capacity and overall profitability. Whether big or small, there is always room for efficiency improvements (sometimes found in unlikely places!).

This is a one-day event focusing on shop production. Willis and the client will conduct physical and administrative inspections of the various components of turning project “orders” into billable, completed jobs. Together, we will identify production and processing “constraints” that slow billable shop thru-put such as:

- Overall pre-project order processing
- Related material receivership, storage, and production distribution
- General equipment and tooling inefficiencies
- Shop flow and production speed and consistency
- Production employee utilization
- Output packaging, storage, delivery efficiency

For maximized Session returns, you can expect Pre/Post event “homework”. Later, a one-day follow-up session is available after the initial efficiency evaluation and production changes have been implemented. During this one-day session, we will evaluate and measure the successes and overall progress of this efficiency audit.

Module C
STARTING AT
\$3500

This course is designed for groups of 1-10.

For larger groups contact your local Willis Sales Representative.

Breakfast* and Lunch will be provided.
**If Applicable*

Please let your Willis Sales Representative know of any dietary restrictions.

On Site Training



Technical Services - Module D

Corian[®] Solid Surface

Delivery and Installation Efficiency Audit (Level One)

This module is intended for fabrication/production/manufacturing facilities who wish to optimize their production “thru-put” in relation to increased manufacturing capacity and overall profitability. Whether big or small, there is always room for efficiency improvements (sometimes found in unlikely places!).

This is a one-day event focusing on “in field” job-site installation practices and procedures. Willis and the client will conduct physical and administrative inspections of the various components of turning job-site installations into billable, completed jobs. Together, we will identify job-site “constraints” that slow billable installation thru-put such as:

- Overall pre-project order processing
- Related material receivership, storage, and production distribution
- General equipment and tooling inefficiencies
- Shop flow and production speed, and consistency
- Production employee utilization
- Output packaging, storage, delivery efficiency

Module D
STARTING AT
\$3500

This course is designed for groups of 1-10.

For larger groups contact your local Willis Sales Representative.

Breakfast* and Lunch will be provided.

**If Applicable*

Please let your Willis Sales Representative know of any dietary restrictions.

On Site Training



Technical Services - Module E
Corian[®] Solid Surface – Corian[®] Quartz

Interactive Brainstorming

This session is organized but free flowing, perfect for the shop striving to keep their production and installation employees engaged in procedure development, innovation and problem solving. A Willis Technical Service Specialist can attend one of your scheduled meetings, or we can plan our own. For these sessions, we recommend a meeting room or quiet place in your shop with limited distractions. The half-day session can also incorporate a “shop walk”. The full-day session will incorporate light fabrication demonstration (The Willis Technical Services specialist will have tools, or we can use yours!) Full day sessions will consist of extended versions of open discussion and shop activity.

Examples:

- Finishing challenges
- Adhesive management
- Finishing (dark colors, polishing, abrasive management)
- Seaming, clamping, aesthetic alignments
- Shop layout (efficiency optimization)
- Thermoforming, coving options
- Industry best practices
- Automation, divisional labor options

Module E
STARTING AT
\$3500

This course is designed for groups of 1-10.

For larger groups contact your local Willis Sales Representative.

Breakfast* and Lunch will be provided.

**If Applicable*

Please let your Willis Sales Representative know of any dietary restrictions.



Technical Services - Module F

Succession Planning

If you are a small but mighty fabricator, thriving each year with solid sales, profits, and overall growth, you will be interested in this Module. If your business structure is a small partnership, sole proprietorship, or perhaps a smaller, family held corporation, this technical services session will benefit you. This group of fabricators is one of our strongest producers in our network. Your company may be a strong, vibrant entity, but you may wonder where the industry will take you. Perhaps your desire is to continue growing and expanding past your current condition. However, you may desire to stay at your current size, but stay healthy, safe, and capture moderate growth.

Succession Planning

- With an end game in mind, do you plan to sell your business when you have satisfied your short or long-term goals?
- Do you wish to transition your children or current employees into full-time ownership?
- Do you simply want to have a healthy maintenance plan to maintain your industry edge?

This module can help give you strategic short- and long-term options to make those transitions smooth and profitable. Together, we will explore some of these key building blocks that will help position your company for that “end game” of your choice.

Together, we will...

- Confidentially discuss your goals and future
- Measure your company for current and future market values
- Implement strategies to position your company for attractive investment qualities
- Define the best value profile of your company that will appeal to a wide range of future Owners/Investors/Financiers
- Develop strategy disciplines to keep you on track

Module F
STARTING AT
\$3500

This course is designed for groups of 1-10.

For larger groups contact your local Willis Sales Representative.

**Full Day Typically
5-6 Hours**

Breakfast* and Lunch will be provided.

**If Applicable*

Please let your Willis Sales Representative know of any dietary restrictions.



TECHNICAL SERVICES Educational Series



On Site Training

Technical Services - Module G

Corian® Solid Surface – Corian® Quartz

Advanced Fabrication techniques intended for the fabricator/manufacturers who have mastered the basics of Corian® Solid Surface / Corian® Quartz fabrication and installation.

This session will expose you to fabrication measures of a more complex nature. Whether you are already well-versed in these applications, or just getting ready to expand your offering portfolio, this is the course for you.

The Intermediate Fabricator

For the fabricator who is ready to step up their game, this session will discuss and demonstrate advanced fabrication procedures.

We will have open discussions and demonstrate these methods of fabrication (limited to on-site tooling).

For those fabricators without progressive equipment, we will explore options for such tools and the potential costs vs. returns associated with the investments.

The Advanced Fabricator

For the fabricator who has recently acquired such equipment but not yet realized their full potential, this session will raise and elevate your fabrication abilities.

Thoughts for a productive advanced session:

- Can I leverage higher skills vs. competition?
- Can I sub-contract my skills and equipment access to other fabricators?
- Do I have a thermoforming oven? (do I want or need one)
- Would our typical scope of work compliment a CNC router?
- How do I take better advantage of darker colors relative to seams and finishing?
- Should I develop an EFFICIENT coving system?
- V-groove: how do I master this application?

**Commensurate to scheduling these sessions, we will assess your levels of current experience. This exercise will help us mutually design our session and set a path forward to a productive, interesting, day (or two, when appropriate).*

Module G
STARTING AT
\$3500

This course is designed for groups of 1-10.

For larger groups contact your local Willis Sales Representative.

Breakfast* and Lunch will be provided.

**If Applicable*

Please let your Willis Sales Representative know of any dietary restrictions.





Technical Services - Module H

Corian[®] Solid Surface / Corian[®] Quartz - Custom Training Course

Individualized Consulting and Training Sessions

Don't see a module from the menu above that suits your needs? Let Willis Technical Services partner with you to prepare an onsite consulting experience that precisely targets "your" agenda. Possible meeting criteria can include a combination of any of activities in the previous modules.

Topic Examples

- Snapshot assessments of fabrication and installation efficiencies
- Human resource utilization, benefits, and turnover
- Detailed and specialized production processes
- Maximizing sales and marketing advancements
- Showroom analysis (from a third party "neutral eye")
- Competitor analysis, how to solidify your community stature
- Scheduling, forecasting an efficient calendar

This module starts with a clean slate. You tell us your needs or challenges, and the Willis Technical Services Team will conduct a series of pre-session interviews and discussions to determine a mutual consulting session(s).

The onsite portion of this module can consist of half, one or two full-day sessions. If you agree that you might benefit from this module, please contact Willis to get affirmation that this module is best for you.

Module H
STARTING AT
\$3500

This course is designed
for groups of 1-10.

For larger groups contact
your local Willis
Sales Representative.

**Breakfast* and Lunch
will be provided.**

**If Applicable*

Please let your Willis
Sales Representative know
of any dietary restrictions.



TECHNICAL SERVICES
Contact Information



HOW TO BOOK?

Contact your local Willis Sales Representative or one of the following individuals in your corresponding market.

Ontario

Laura Dewhirst
laurad@4willis.com

Western Canada

Roberta Nielson
robertan@4willis.com

Pacific North West / Alaska / Hawaii

Nancy Busch
nancyb@4willis.com

Northern California

Karen Bennett
karenb@4willis.com

Southern California

Ozzie Mercado
ozziem@4willis.com

FOR MORE INFORMATION:

Please visit www.4willis.com/fabricators/fabrication-training/

