

# MALON VAHOE

Welcome to the Wild Wild West dealer meeting!

At Last years meeting we celebrated our first 50 years.

But like the early western pioneers, we move on from our past to embark on an exciting new adventure!

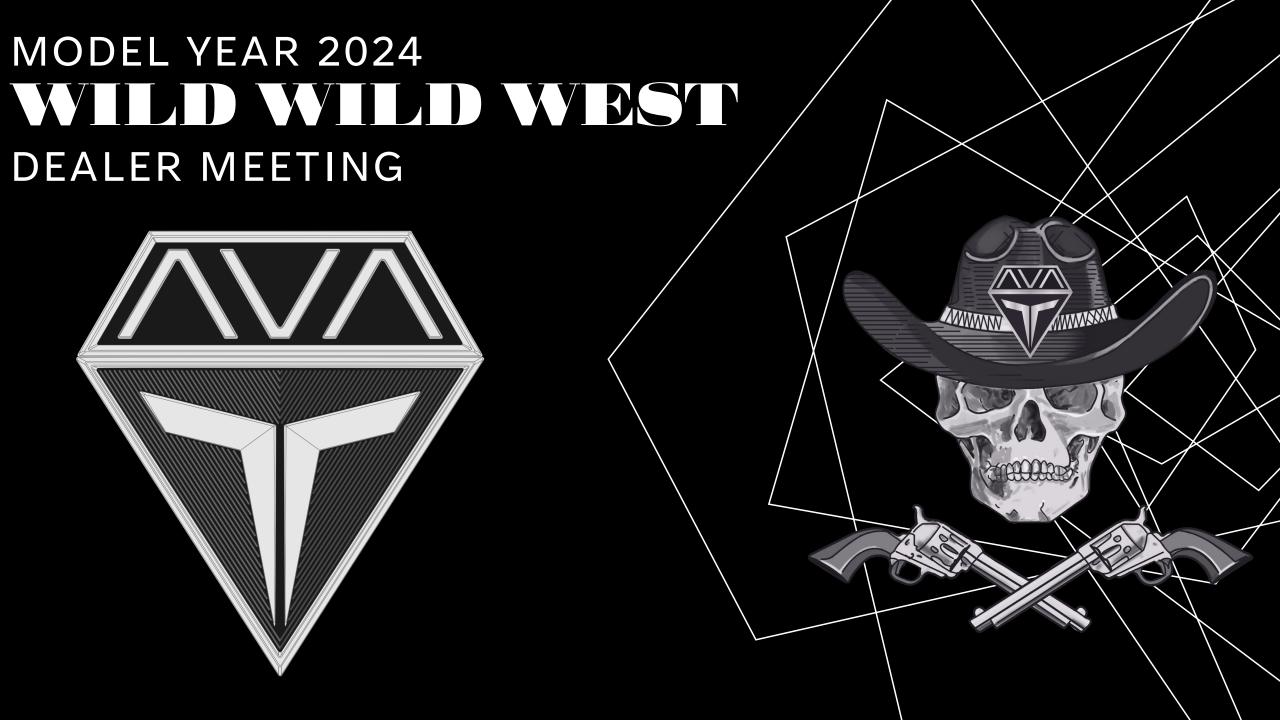


We now introduce the future of Avalon & Tahoe!

Our new logos symbolize our commitment to appeal to the modern boater as we rapidly evolve to futuristic designs, high speed versatility, cutting-edge technology and advanced materials.

It starts with 2024 - Get ready to be amazed!







# MEET OUR CEO & PRESIDENT



JIM WOLF C.E.O.



DUANE DINNINGER

President

## Mission Statement



### **Mission Statement**

Our Mission is to always, "Do the Right Thing."

We value and are committed to:

**TRUTH, HONESTY & INTEGRITY** – We believe that an atmosphere of trust is essential to achieving our business objectives. Since trust results from communication, we pledge to be open, honest, and direct in our dealings with one another. Make only those promises that you can keep, and then over deliver.

**OUR DEALERS & CUSTOMERS** – We will do the right thing to satisfy our customers (both internal and external) – at a profit if we can and at a loss if we must. Our commitment to growth and profitability allow us to remain competitive and a leader in the marine industry.

PARTNERSHIP & TEAMWORK – We believe that if each employee gives his or her best a true Win/Win Partnership is formed between the employee and the company. With partnership comes accountability, holding ourselves and each other accountable for setting and meeting goals. Each party brings unique talents and strengths to our company. We know that coordinated joint contributions surpass individual efforts.



## **Guiding Principles**



- > We will treat each other with respect
- > We will work safely
- > We will show up to work and show up on-time
- > We will work together to resolve our issues
- > We will work as a team
- > We will make changes to meet our customers needs
- > We will provide a quality product to our customer
- > We will work efficiently and will work to reduce our costs
- > We will track our performance
- > We will make mistakes and will learn from our mistakes
- > We will have fun!





# MEET OUR INSIDE SALES TEAM



BRIAN RICHARDS
Vice President of Sales



DREW FELTMAN

National Sales Manager



CODY KIENITZ Inside Regional Sales Manager



JOSHUA POWIS Inside Regional Sales Manager



# MEET OUR OUTSIDE SALES TEAM



BRIAN ALLRED West Cost Regional Sales Manager



SONNY LAHAM Western Midwest Regional Sales Manager



DAVID KING Southwest Regional Sales Manager



ANDY TRAPP Eastern Midwest Regional Sales Manager



JOHN CORNEILUS Southwest Regional Sales Manager



Mark Semino Southeast Regional Sales Manager



NATHAN STOVER Southwest Regional Sales Manager



RYAN KAGY East Coast Regional Sales Manager



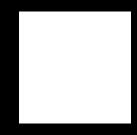
# MEET OUR OUTSIDE SALES TEAM



GB JAMES Southern Coastal Regional Sales Manager



MAURICE POTVIN Eastern Canada Regional Sales Manager



TOBY JAMES
Southern Coastal
Regional Sales Manager



PIERRE-OLIVER POTVIN

Eastern Canada

Regional Sales Manager



CODY JAMES Southern Coastal Regional Sales Manager



DERWYN REPCHUK Central & Western Canada Regional Sales Manager



# MEET OUR CUSTOMER SERVICE TEAM



BRIAN SHEETS

Director of Quality and
Customer Service



JAKE ROGERS Regional Customer Service Manager



NATHAN ANDERSON Regional Customer Service Manager



STEVE ARENS Regional Customer Service Manager



SHAUN DAVENPORT Regional Customer Service Manager



# MEET OUR MARKETING TEAM



MIRANDA DOAN MARKETING MANAGER



GREG KNIGHT

MARKETING CONSULTANT



## Sunday August 20th

- 10 am-5pm: Join us at the factory for a first look at the exciting new line up of 2024 Avalon & Tahoe Pontoons.
- 11am: Conference Room DEALER MEETING 2024 NEW MODELS, FEATURES AND UPDATES.
- 11am 2pm: Lunch Served outside where food trucks will be available. Meal voucher provided.
- 1:00pm: ATDEALER order system update meeting.
- 2:00pm: Plant Tour Assemble near the registration area Safety glasses are provided.
- 3PM: Advocacy: Gain the Tools You Need to Fight Threats Against Your Dealership.

## Monday August 21st

- 8:00am: Check in & Registration Donuts & Coffee inside the factory View new boat models.
- 9:00am: AT DEALER order system update meeting.
- 10:00am: Conference Room DEALER MEETING 2024 NEW MODELS, FEATURES AND UPDATES
- 10:30am: Plant Tour Assemble near the registration area Safety glasses are provided.
- 11 AM TO 2 PM: Lunch Served outside where food trucks will be available. Meal voucher provided.
- 12:00-2:00pm: Step into the Wild West when you snap a photo in our Old Time Photobooth.
- 1:00pm: Advocacy: Gain the Tools You Need to Fight Threats Against Your Dealership.
- 1:30pm: Plant Tour Assemble near the registration area Safety glasses are provided.

# Monday August 21st PARTY!!

6:00-11:00pm: Welcome to the Wild West! Private Party at Hunters Ale House featuring live music, food & drinks

Dress in your western best, we will be having a costume contest & door prizes. Buses will be out front of Comfort Inn beginning at 5:30 to take you to the brewery for a night of fun, food and drinks. Saddle up and put your skills to the test on our thrilling mechanical bull ride available all night with a variety of music to keep you dancing! There will also be plenty of opportunities to get to know your fellow Avalon & Tahoe dealers and staff!



## Tuesday August 22nd

- 8:00am: Check in & Registration Donuts & Coffee inside the factory View new boat models.
- 8:30am: Plant Tour Assemble near the registration area Safety glasses are provided.
- 9:00am: ATDEALER order system update meeting.
- 10:00am: Conference Room DEALER MEETING 2024 NEW MODELS, FEATURES AND UPDATES.
- 11:30am: Conference Room Dealer input meeting.
- 11 AM 2 PM Lunch Served outside where food trucks will be available. Meal voucher provided.
- 1:00pm Advocacy: Gain the Tools You Need to Fight Threats Against Your Dealership.
- 12:00-2:00pm: Step into the Wild West when you snap a photo in our Old Time Photobooth



# Tuesday August 22ND

- 5:30PM: Hunters Ale House MY24 Dealer Awards Banquet hors d'oeuvres, open bar & entertainment.
- 7pm: Dinner is served followed by entertainment by Jimmie Allen, award ceremony & prize boat giveaway
- 11:00pm: Final farewell before heading home!



17 VEN/SPT CRB



19' VEN/SPT 85 CRU2



VLS/SLT QL



23 'LSZ/LTZ QL





# 2024 MY DEALER MEETING PRIZE BOATS

Upon receipt of your 2024 order by 4 PM on August 22, 2023 your dealership will have one entry that will be put into the drawing to win one of 4 Avalon or Tahoe Pontoons listed. Drawing to be held Tuesday night August 22, 2023.

THIS YEAR YOU MUST BE PRESENT AND ABLE TO RESPOND TO ANNOUNCEMENT AT THE SITE TO **WIN ANY BOAT.** 

DEALER MUST ACCEPT DELIVERY OF ALL DEALER **MEETING BOATS PER THE 2024 PARTNERSHIP** PROGRAM IN ORDER TO RECEIVE THEIR PRIZE BOAT.



# **Grand Prize Trip**





Devils Thumb Ranch Tabernanash, CO

3 Nights/4 Days. All expenses paid including airfare & lodging.

\$1,500 spending cash.

Resort Features: Horseback riding, Fly Fishing, Spa Experience, Pioneer challenges & Hiking.

OR \$5,000 cash in lieu of the trip.





Award winning pontoon boats
PERENNIAL CSI AWARD WINNER
2012 NMMA INNOVATION AWARD
2020 NMMA INNOVATION AWARD
2020 MICHIGAN MANUFACTURER OF THE YEAR





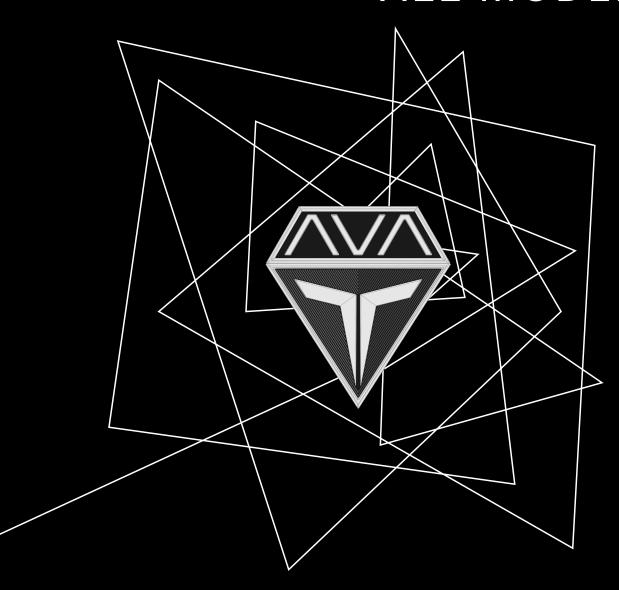
# Get information on each boat displayed Using the bar code on each boat!

- Scan the Bar code on any boat displayed and You will be taken to your AT Dealer account where you will see the full information on the boat shown.
- Want that boat? Place your order right away from AT dealer!



750022













#### **NEW BIMINI TOPS**

# NEW BIMINI TOP CANVAS & FRAMES

- TIGHTER FIT
- IMPROVED FUNCTIONALITY
- RATED FOR 45MPH
- COLOR MATCHED TOP CANVAS,
   BOOT & COVERS IN BLACK,
   BLUE & CHARCOAL
- COLOR MATCH BOOTS &
  COVERS AVAILABLE FOR RED,
  CARIBBEAN BLUE & TAUPE
  WITH BLACK TOP CANVAS





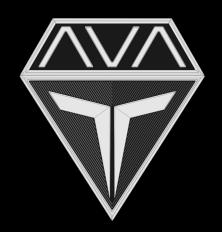


## SEAT HINGES

ALL DUAL ACTION SEAT HINGES
WHICH WERE PREVIOUSLY
POWDER COATED WHITE, ARE
NOW POWDER COATED BLACK







## CANVAS LABELS

ALL COVERS AND ENCLOSURES NOW HAVE A LOCATION LABEL.







### COLOR PACKAGE PRICING

ALL INTERIOR COLOR PACKAGES
ARE NOW STANDARD IN THE BASE
PRICE OF THE BOAT. THERE IS NO
LONGER AN UPCHARGE FOR
BUCKSKIN, COGNAC, SILVER OR
GRAPHITE.







## PUMP BRACKET

EXTENDED DECK BOATS WILL GET
THE STANDARD PUMP BRACKET
ON THE STARBOARD SIDE TUBE
NON EXTENDED DECK BOATS WILL
GET PORT TRANSDUCERS







## MERCURY VERADIO V10 PRERIG

THE V10 PRERIG NOW REQUIRES
THE 27" WAVEGLIDER PACKAGE &
100 GALLON FUEL TANK.

ALSO INCLUDES A HD DUAL
BATTERY MANAGEMENT SYSTEM







## TWIN ENGINE PRERIGS

TWIN ENGINE PACKAGES WILL NOW HAVE DIFFERENT PRICING DEPENDING ON THE PRERIG SELECTION







## SUZUKI MECHANICAL PRERIG

SUZUKI MECHANICAL PRERIG WILL NOW INCLUDE NMEA BACKBONE & AGI INTERFACE.







## SPORT PERFORMANCE PKG

THE SPORT PERFORMANCE
PACKAGE ON 23'/25'/27' ARE NOW
RATED FOR 250HP AND INCLUDE A
SKI TOW BAR





## MOORING COVERS

ALL MOORING COVERS COME STANDARD WITH A ZIP OFF PLAYPEN COVER.







NEW WALL COLORS

MATTE WALL SKINS:

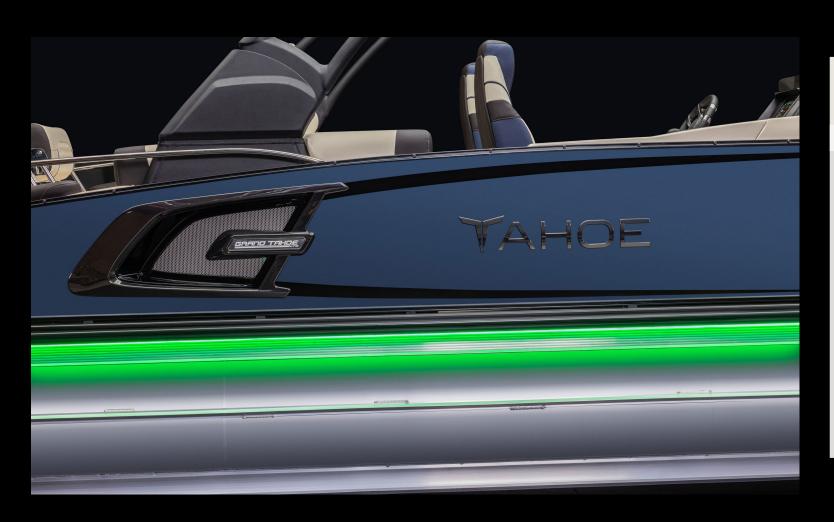
**BLACK MATTE** 

WHITE MATTE

CHARCOAL MATTE







## METAL JACKET

METAL JACKET WILL BE A FACTORY INSTALLED OPTION FOR EXC/GRT & EXL/GTL MODELS ONLY







### EX TOWER

EX TOWER IS NOW AN AVAILABLE OPTION ON CAT/CAS ELW FLOORPLAN (PREVIOUSLY ONLY AVAILABLE ON QL/QLW/VRB/VRBW)







#### FUSION APOLLO SERIES AMPS

FUSION APOLLO 6 CHANNEL AMP STANDARD ON CAT/CAS & EXL/GTL

FUSION APOLLO 8 CHANNEL AMP STANDRD ON EXC/GRT

SMALLER SIZE, LESS HEAT, NO TUNING REQUIRED – ALL AMPS ARE CONTROLLED BY DSP







#### **NEW GARMIN PRODUCT**

GARMIN 73SV, 74SV & 75SV REPLACES CV SERIES.

SV SERIES HAS A HIGHER RESOLUTION DISPLAY, FASTER PROCESSOR





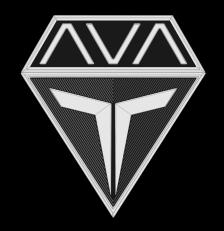


SMART 80/HP SOUND

HIGH PERFORMANCE SOUND IS NOW INCLUDED IN THE PRICE OF THE SMART 80 UPGRADE.







#### PATIO PAD

PATIO PADS ARE NOW ONLY AVAILABLE ON:

CRB, ENT, QL, VRB, VRL, & LSZ VRBW

25" TRANSOM WILL BE REUQUIRED FOR 2 TUBES WITH PP OR BOW DECK EXTENSION.

HP INCREASES ON 21' (200), 23'(250), 25' (300) - 27' N/A









ALL NEW CARBON FIBER EXCALIBUR/GRAND TAHOE

COMPLETE REDESIGN OF THE EXCALIBUR & GRAND TAHOE. OLD STYLE EXCALIBUR/GRAND TAHOE HAS BEEN DISCONTINUED







CARBON FIBER WALLS

ALUMINUM AND FIBERGLASS WALLS ELIMINATED, REPLACED WITH FULL CARBON FIBER PAINTED WALLS.







CX TOWER

GX TOWER ELIMINATED, REPLACED WITH ALL CARBON FIBER PAINTED CX TOWER.







#### ADMIRAL III HELMSTAND

FEATURES: NEW AUTOMOTIVE
STYLING, FRAMELESS LOWPROFILE WINDSHIELD, PUSH
BUTTON SWITCHING, FOOTREST
PADS, LOCKABLE STORAGE ON
PORT HELM, ENCLOSED STORAGE
ON PORT HELM & WIRELESS
CHARGING MATS ON PORT AND
STARBOARD HELMS.

JPO NO LONGER ELIMINATES GPS







#### ADDRESSABLE RGB

ADDRESSABLE RGB STANDARD.
MANY DIFFERENT FUNCTIONS &
COLOR PAIRING OPTIONS. EACH
CHIP IS PERSONALIZED VS.
TRADITIONAL RGB WHICH
REQUIRES ALL CHIPS TO
ILLUMINATE IN UNISON.







#### STARBOARD DINETTE OPTION

TWO STRAIGHT BOW BENCHES
ARE STANDARD IN
EXCALIBUR/GRAND TAHOE
FLOORPLANS. A STARBOARD SIDE
DINETTE OPTION CAN BE ADDED
WHICH REMOVES THE BENCH AND
ADDS A TABLE







#### ELITE WINDSHEILD REFRESHMENT CENTER REDESIGN

REFRIGERATOR, SINK & PREP STATION REDESIGNED TO INCLUDE A CORRIAN COUNTERTOP PREP TABLE & STORAGE SPACE FOR A COOLER UNDERNEATH.







NEW FURNITURE SERIES

8000 SERIES FURNITURE WITH QUILTED ACCENTS.







SMOKED CHROME LOGOS

AVALON AND TAHOE SIDE WALL LOGOS NOW SMOKED CHROME ON ALL COLOR PACKAGES







MY23 "CONCEPT" COLORWAYS

MALIBU TEAL AND IMPULSE BLUE INTERIOR COLOR PACKAGES THAT WERE SHOWN AT LAST YEARS DEALER MEETING ARE AVAILABLE ON MY24 EXC/GRT ONLY.

WALL COLORS WILL NEED TO BE SELECTED AS CUSTOM WITH A NOTE ON THE COLOR.









#### NEW STANDARD FEATURES

**EX TOWER** 

**SMART 80 DASH PANEL** 

**GARMIN 73SV** 

HIGH PERFORMANCE SOUND

SYSTEM

BLUE ICE LIGHT PACKAGE

RIPTIDE DUNE FLOORING







#### COMMANDER III HELMSTAND

COMMANDER III WINDSHIELD HELMSTAND STANDARD ON QLW, ELW AND VRBW MODELS

FEATURES: NEW AUTOMOTIVE
STYLING, FRAMELESS LOWPROFILE WINDSHIELD, PUSH
BUTTON SWITCHING, FOOTREST
PADS, LOCKABLE STORAGE ON
PORT HELM, ENCLOSED STORAGE
ON PORT HELM & WIRELESS
CHARGING MATS ON PORT AND
STARBOARD HELMS

JPO NO LONGER ELIMINATES GPS









#### COMMANDER III HELMSTAND

COMMANDER III NON-WINDSHIELD
HELMSTAND STANDARD ON QL
MODEL

FEATURES: NEW AUTOMOTIVE STYLING, PUSH BUTTON SWITCHING, FOOTREST PADS & WIRELESS CHARGING MAT.

JPO NO LONGER ELIMINATES GPS







#### COMMANDER III HELMSTAND

COMMANDER III NON-WINDSHIELD HELMSTAND ALSO AVAILABLE WITH A RAISED PLATFORM WITH MARINE MAT SNAP IN FLOORING.





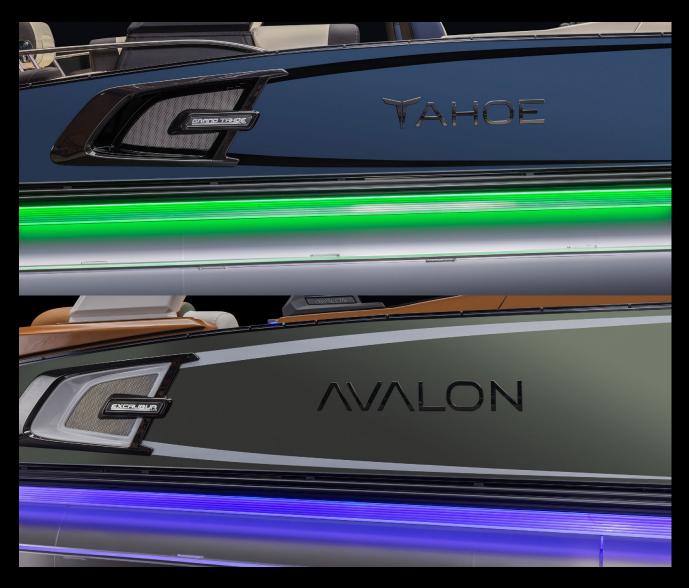


STORAGE DOOR STANDARD ELW

REFRIGERATOR ELMINATED AS STANDARD, NOW OPTIONAL STORAGE DOOR GIVES ACCESS TO FRESH WATER TANK AND TRASH CAN







### HI-FLEX SMOKED CHROME LOGOS

AVALON AND TAHOE SIDE WALL LOGOS NOW SMOKED CHROME ON ALL COLOR PACKAGES

ELIMINATED CHROME & BLACK HI-FLEX LOGOS







#### **NEW BOW WALL INSERTS**

BOW WALL INSERTS DESIGNED TO MIMIC THE LOOK OF THE PREVIOUS EXCALIBUR INCLUDING EGT DOCKLIGHTS. AVAILABLE IN BLACK, WHITE OR CHARCOAL TO MATCH AVAILABLE EX TOWER COLORS.







**NEW FLOORPLAN!** 

#### **QUAD LOUNGE**

FEATURES CONVERTIBLE REAR OR FORWARD SEATING AFT BENCHES WITH REAR FACING SPEAKERS

LOCKABLE SEAT BACKS AND
CHAIN SYSTEM MAKES IT LEGAL
TO OCCUPY SEATS REAR FACING
WHILE UNDERWAY

REAR BENCHES ALSO ADDED TO QLW





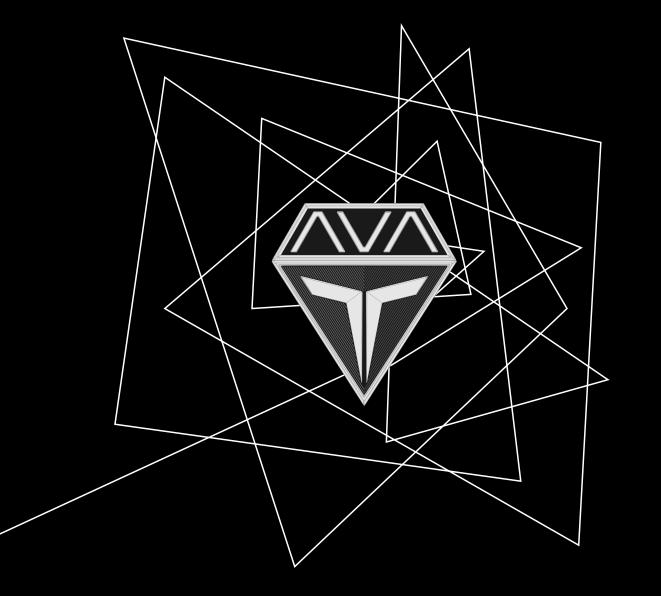


**NEW FLOORPLAN!** 

# VERSATILE REAR BENCH WINDSHIELD

FEATURES ELECTRIC SEAT BACK (PREVIOUSLY AVAILABLE IN CAT/CAS)

# AVALON WAKETOON I TAHOE WAKETOON







#### AVALON WAKETOON I TAHOE WAKETOON





SMOKED CHROME HI-FLEX LOGOS

AVALON AND TAHOE SIDE
WALL LOGOS NOW SMOKED
CHROME ON ALL COLOR
PACKAGES

ELIMINATED CHROME & BLACK HI-FLEX LOGOS











#### COMMANDER III HELMSTAND

COMMANDER III WINDSHIELD
HELMSTAND STANDARD ON QLW &
ELW MODELS

FEATURES: NEW AUTOMOTIVE STYLING, PUSH BUTTON SWITCHING, FOOTREST PADS, LOCKABLE STORAGE ON PORT HELM, ENCLOSED STORAGE ON PORT HELM & WIRELESS CHARGING MATS ON PORT AND STARBOARD HELMS







ENSIGN III HELMSTAND

ENSIGN III NON-WINDSHIELD
HELMSTAND STANDARD ON ALL
EXCEPT QLW & ELW MODELS

FEATURES: NEW AUTOMOTIVE STYLING, PUSH BUTTON SWITCHING, FOOTREST PAD & WIRELESS CHARGING MAT







HI-FLEX SMOKED CHROME LOGOS

AVALON AND TAHOE SIDE WALL LOGOS NOW SMOKED CHROME ON ALL COLOR PACKAGES

ELIMINATED CHROME & BLACK HI-FLEX LOGOS







SMOKED CHROME MYLAR

ALL MYLAR TRIM WILL BE SMOKED CHROME. REGULAR CHROME ELIMINATED.







STORAGE DOOR STANDARD ELW

REFRIGERATOR ELMINATED AS STANDARD, NOW OPTIONAL STORAGE DOOR GIVES ACCESS TO FRESH WATER TANK AND TRASH CAN







FUSION GOLD PLUS STANDARD

**RA-670 HEAD UNIT** 

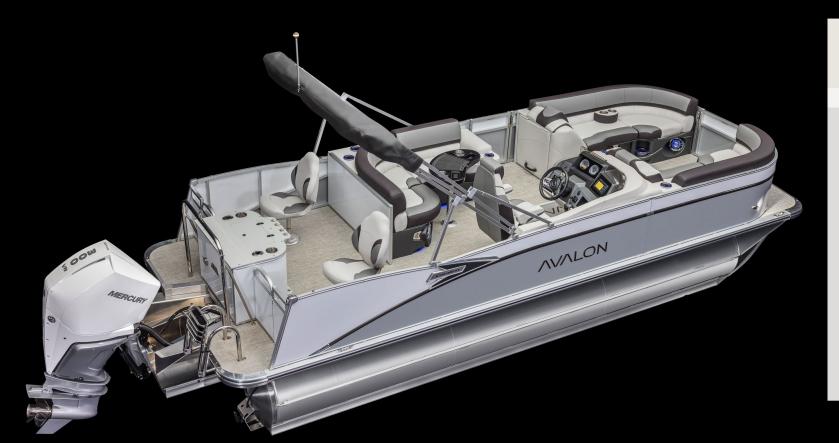
6 BLUE LIT XS SPEAKERS

6 -CHANNEL AMP

**USB AUDIO INPUT & CHARGE** 







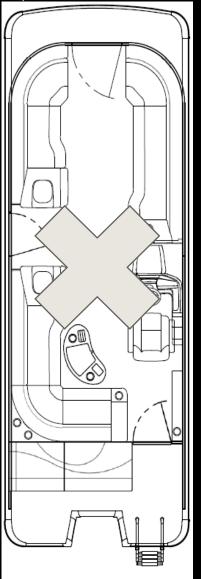
23' REAR FISH - REVISED

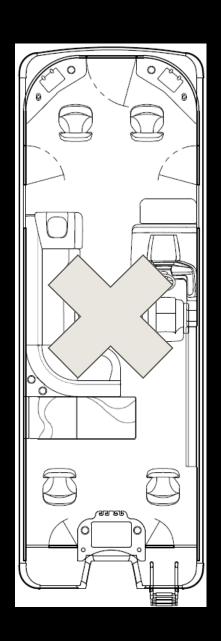
#### FLOORPLAN REVISIONS:

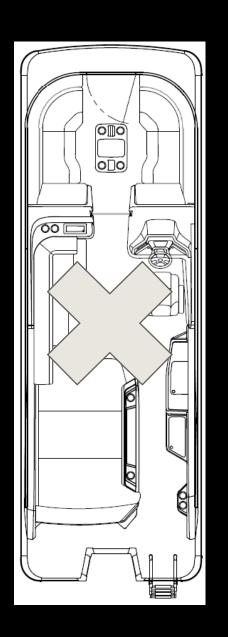
SUNDECK WAS REMOVED TO ADD LONGER BOW BENCHES & A MORE SPACIOUS FISHING AREA TO ACCOMMODATE RECLINING REAR FISH SEATS. ELIMINATING THE SUNDECK MOVED THE PRIVACY STATION TO THE LOUNGE ARM.











**ELIMINATED FLOORPLANS** 

CRUISE (LACK OF SALES)

QUAD FISH (LACK OF SALES)

VRBW (MOVED TO EXL/GTL)









ELW/VRBW HELM

ELW & VRBW WILL HAVE THE CADET FIBERGLASS WINDSHIELD HELMSTAND STANDARD







WIDE STEP LADDER

PREMIUM SST WIDE STEP LADDER NOW STANDARD ON LSZ/LTZ



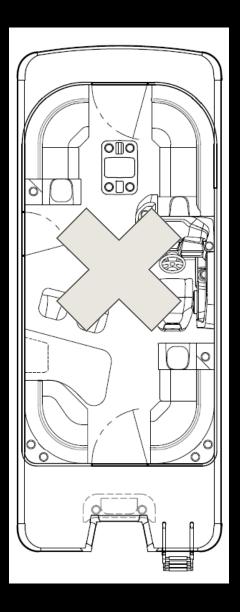


SIDE WALL LOGOS

Hi-FLEX LOGOS STANDARD







ELIMINATED FLOORPLAN

2185 LSZ/LTZ ENTERTAINER









SIDE WALL LOGOS

ELIMINATED FLAT LOGOS. MIRROR CHROME LOGOS ARE NOW STANDARD.





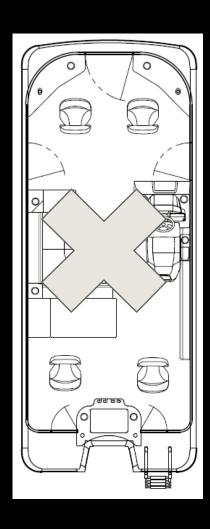


ELIMINATED SPEAKER UPGRADE

6 SPEAKER SOUND PACKAGE
UPGRADES NO LONGER AVAILABLE
ON VENTURE/SPORT SERIES.







#### ELIMINATED FLOORPLAN

1985, 2185 & 2385 QUAD FISH









Side Wall Logos

ELIMINATED FLAT LOGOS. MIRROR CHROME LOGOS ARE NOW STANDARD.





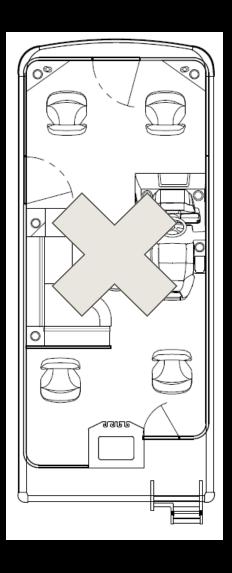


Eliminated Speaker Upgrade

6 SPEAKER SOUND PACKAGE
UPGRADES NO LONGER AVAILABLE
ON VENTURE/SPORT SERIES.







Eliminated Floorplan

1775, 1780, 1975 & 1980 QUAD FISH

# AVALON VLS & VTX I TAHOE SLT & STX





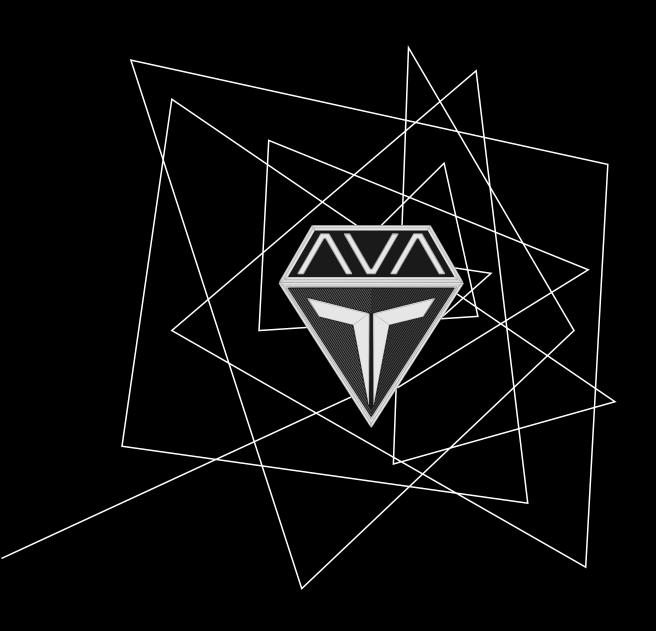
### AVALON VLS & VTX I TAHOE SLT & STX





#### NO CHANGES!

ALL MODELS, OPTIONS & PACKAGES REMAIN THE SAME FOR MY 24.



# MY24 PLATINUM EDITION PACKAGES



#### PLATINUM EDITION PACKAGES



#### CATALINA PLATINUM EDITION

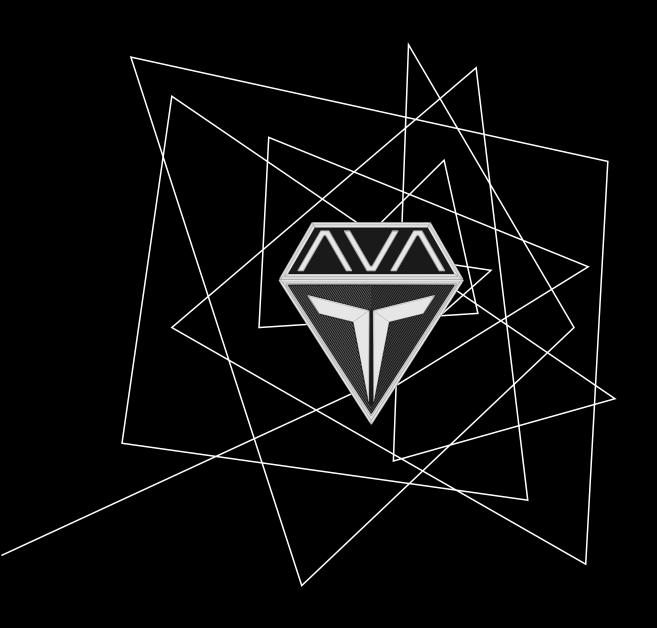
- ULTRAFINE VINYL
- ADMIRAL HIGHBACK CHAIR
- MOORING COVER
- GARMIN 73SV
- SST PULL UP CLEATS
- BLUE ICE LIGHT PACKAGE
- DECO DOCKLIGHTS
- SST CLADDING VENT COVERS

#### LSZ PLATINUM EDITION

- SPORT HIGHBACK CHAIR
- MOORING COVER
- GARMIN 5CV
- SST PULL UP CLEATS
- POLISHED CORNER CAPS
- LED DOCKLIGHTS
- SST CLADDING VENT COVERS

### VENTURE SERIES PLATINUM EDITION

- SPORT LOWBACK W/ARMS CHAIR
- PLAYPEN(VEN/SPT)/MOORING COVER(V85/S85)
- GARMIN 5CV
- 90 DEGREE CHROME (VEN/SPT)/ LED DOCKLIGHTS (V85/S85)



# ELIMINATED OPTIONS



#### **ELIMINATED OPTIONS**



#### **HULL OPTIONS**

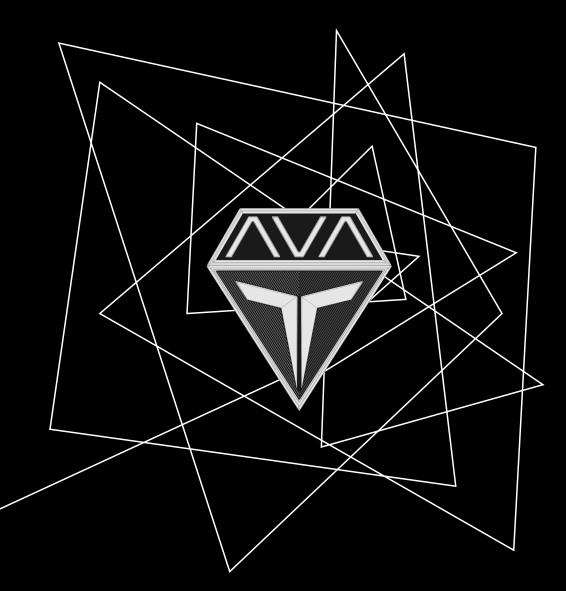
- 27" CENTER TUBE WITH 25" OUTER TUBES
- A LA CARTE CENTER TUBE OPTIONS
- 23" CENTER TUBES

#### **COLOR OPTIONS**

- OASIS ACCENT VINYL (OAK BARREL, SADDLE, STONE)
- BURGUNDY: WALL SKINS, ACCENT VINYL & CANVAS
- CHARCOAL METALLIC WALL SKINS

#### **ACCESSORIES**

- INTERIOR ONLY RGB PACKAGE
- BRONZE PLUS & GOLD SOUND PACKAGES
- WIRED STEREO REMOTE
- LIGHTED WALL VENTS



#### **CONCEPT FISH BOAT**

Enduroflex form technology

- Used on bow, stern & stand construction
- Incorporates design, tooling and processes for industry first robust & aesthetically pleasing construction!

