AI for Marine Fabricators: Tools to Streamline Communication, Workflow, and More

Adam Penner

Founder & Principal Consultant

AP Consulting

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About Me

From Hamilton, Massachusetts

Colorado School of Mines – B.S. Engineering Physics 2017

Metropolitan State University of Denver – M.B.A 2024

Paul's Custom Canvas – Denver, CO

SDS Automation

Founded AP Consulting December 2021

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The Bottom Line

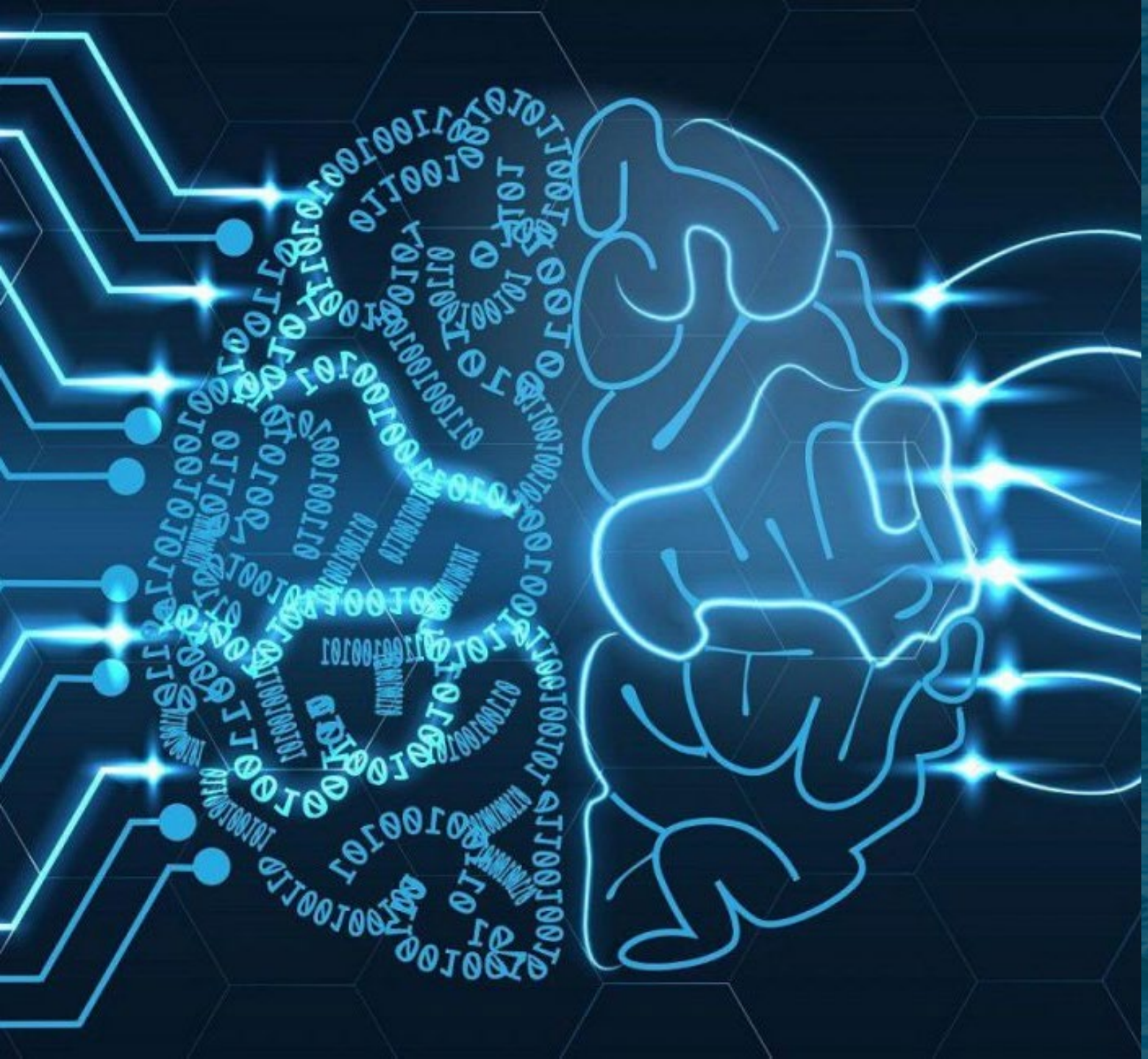
- AI isn't going anywhere – it's only getting more capable
- You don't need to understand how it works to use it
- Most tools are free or very cheap to try
- Start small: emails, quotes, brainstorming
- Build your intuition now – you'll be ready when bigger opportunities come

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Plan For Today

- What is AI?
- Why it matters for your shop
- Practical use cases
- Quoting
  - Emails & Customer Messages
  - Running Your Shop
- Risks to know about
- Q&A and discussion

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What is AI?

Think of it as a very well-read assistant

It learned from billions of documents, emails, and manuals

You talk to it in plain English – no coding required

Free tools: ChatGPT, Claude, Google Gemini

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Your Competitors Are Already Using This





Using AI For Quoting

- Good – Start here
  - Paste messy notes into ChatGPT, ask it to organize into a quote format
- Better – Save time
  - Feed it your past quotes to learn your style and pricing patterns
- Best – Scale up
  - Custom AI that drafts quotes from customer emails automatically

Emails & Customer Messages

- Good – Start here
  - Write your email, paste it in, say "make this more professional"
- Better – Save time
  - Save your best emails as templates, ask AI to adapt them for new situations
- Best – Scale up
  - AI drafts replies for you to review and send

Running Your Shop

- Good – Start here
  - Use it as a thinking partner ("I'm quoting a cockpit enclosure – what questions will my customer probably ask?")
- Better – Save time
  - Create checklists, document processes, write training guides for helpers
- Best – Scale up
  - Full shop management with scheduling, job tracking, and training docs

Risks to Know About

- **Accuracy & Hallucination** – AI can confidently generate wrong or made-up information. Always verify outputs.
- **Data Privacy** – Anything you type may be stored or used for model training; avoid sharing client or confidential data.
- **Bias & Fairness** – AI reflects the biases in its training data; review results critically.
- **Overreliance** – Great for drafting or automating, but poor substitute for expert judgment.
- **Legal / Ethical Boundaries** – AI can't give legal, medical, or engineering advice; responsibility still lies with you.
- **Copyright & Source Reliability** – Text or images from AI may reuse protected material; double-check before publishing or commercial use.

Try This Week

- Pick ONE task – an email you need to write, a quote to clean up, a process to document
- Go to chat.openai.com or claude.ai or gemini.google.com (ALL FREE)
- Type what you need in plain English
- Don't worry about getting it perfect – just get familiar
- The goal: build intuition so you're ready for what's next

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Questions & Discussion

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Thank You!