

Specialty Gas Institute, LLC

March 12-14, 2024
**3-DAY ON-SITE
SALES SEMINAR**
\$950.00/person



Specialty Gas Institute, LLC **3-DAY ON-SITE SALES SEMINAR** *for Beginners & Intermediates*

PRESENTED by:
Global Calibration Gases, LLC &
SpecTech Solutions, LLC

**DAY
1**

AGENDA: Day 1 - 8:00 AM-5:00 PM

- Introduction and industry overview
- Cylinder and valve specifications, competitor cross references
- Pure gases: grades, purity, contaminants of interest, specialty gas language
- Quality, cylinder preparation, analysis
- Rare gases, hydrocarbons, labs, laser gases
- Specialty gas equipment
- Lab equipment and liquid cylinder demo

**DAY
2**

AGENDA: Day 2 - 8:00 AM-5:00 PM

- Mixtures: categories, blend tolerances, analytical accuracies, blending techniques
- Certificates of analysis: reporting requirements, traceability requirements
- Special application mixtures
- Portable calibration mixtures
- Diagnostic lab mixtures
- Modified Atmosphere Packaging
- Hydrocarbon & natural gas standards
- Intro to EPA protocol gases

**DAY
3**

AGENDA: Day 3 - 8:00 AM-4:00 PM

- EPA protocol gases and their special regulatory requirements & applications
- VOC mixtures
- Intro to electronic gases
- Applications & sales summary
- Discussion: universities, sales process, etc.
- Case studies sales workshop
- Lab workshop



Ray Borzio, President
Global Calibration Gases, LLC
www.globalcalibrationgases.com
rayborzio@specialgas.com
919-621-0980



Greg Lewis, President
SpecTech Solutions, LLC
www.spectech-solutions.com
sales@spectech-solutions.com
440-477-6000

CONTACT GREG LEWIS TO REGISTER

*Price \$950/person. Breakfast and lunch included.
Class size is limited. Sign-up ends March 1, 2024.
Hotel and amenities info will be emailed.*



SEMINAR LOCATION:

Cyl-Tec, Inc.
971 W. Industrial Dr.
Aurora, IL 60506
630-844-8800