

Specialty Gas Institute, LLC

April 28-30, 2026
**3-DAY ON-SITE
SALES SEMINAR**
\$1,100.00/person



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

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 demo & workshop

**DAY
1**

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
- Laser Gases & Additive Manufacturing

**DAY
2**

AGENDA: Day 3 - 8:00 AM-2:00 PM

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

**DAY
3**

PRESENTED by:

**Special Gas Services &
SpecTech Solutions, LLC**



**Ray Borzio, President
Special Gas Services**
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CONTACT GREG LEWIS TO REGISTER

**Price \$1,100/person. Breakfast and lunch included.
Class size is limited. Sign-up ends April 1, 2026.
Hotel and amenities info will be emailed.**



SEMINAR LOCATION:

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