Specialty Gas Institute, LLC

November 3-5, 2026

3-DAY ON-SITE SALES SEMINAR

$1,100.00/person

Specialty Gas Institute, **LLC**

3-DAY ON-SITE SALES SEMINAR

for Beginners & Intermediates

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
- Specialty gas equipment
- Lab equipment demo & workshop

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
- Laser Gases & Additive Manufacturing

DAY 3

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

PRESENTED by:

Special Gas Services &
SpecTech Solutions, LLC

Ray Borzio, ***President***
Special Gas Services
rayborzio@specialgas.com
919-621-0980

SPECTECH
SPECTECH SOLUTIONS LLC

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

CONTACT GREG LEWIS TO REGISTER

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

Cyl-Tec®

SEMINAR LOCATION:

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