

Product, Equipment and Marketing Training Class
October 12th – 14th 2015
Agenda

Monday

12:45 - 1:15	Welcome – Coffee and Soft Drinks
1:15 - 1:30	CONCOA Philosophy & Terminology
1:30 - 2:15	Specialty Gas Regulators
2:15 - 2:30	Break
2:30 – 5:00	Specialty Gas Markets and Solutions
7:00	Reception Dinner – Tempt (see Map)

Tuesday

8:30	Pastries, Coffee, Tea and Soft Drinks
8:30 – 10:00	Specialty Gas Markets and Solutions
10:00 - 10:10	Break
10:10 - 10:30	Plant Tour
10:30 - 12:00	Laser Equipment/industrial Distribution
12:00 - 1:00	Lunch – Served In
1:00 – 2:30	IntelliSwitch/ CryoWiz & Webserver
1:30 – 2:15	Purity & Safety Audit = Sales Results
2:15 – 2:30	Break
2:30 – 4:30	Case Studies
4:30 – 5:00	Case Studies and Review
5:00	Dinner on Your Own

Wednesday

8:30	Pastries, Coffee, Tea and Soft Drinks
8:30 - 9:30	Medical Pipeline
9:30 - 10:30	High Purity / Medical Case Studies
10:00 - 10:10	Break
10:10 - 11:00	Case Studies
11:00 - 12:00	Questions & Review
12:00	Thank You