

CANADIAN **HYDRONICS** CONFERENCE

September 24 & 25, 2019 | OTTAWA, ONTARIO

passion

Learn from experts who share your **PASSION** for hydronics.

professionalism

Network with other hydronics **PROFESSIONALS**.

profit

Find new ideas & solutions to build your business & increase your **PROFIT**.

**2 DAYS * 20 EXPERT SPEAKERS *
TECHNICAL & BUSINESS SESSIONS**

SPECIAL OFFER: If you are sending 3 or more staff from the same location, register by August 30th for a \$50 per registration discount. Contact us at info@ciph.com to arrange for your group registration discount.

PLUS: A HYDRONICS TRADE SHOW

See new products and technologies from an exclusive line-up of leading hydronics manufacturers.



**CANADIAN
HYDRONICS
CONFERENCE**

REGISTER TODAY at www.ciph.com/CHC2019

The Canadian Hydronics Conference is presented by the Canadian Hydronics Council
For information about the conference visit www.ciph.com/CHC2019 or
email us at info@ciph.com

CANADIAN **HYDRONICS** CONFERENCE

FOR ONLY \$299 PER PERSON, you can attend two days of technical and business sessions and a hydronics-exclusive trade show. Registration also includes breakfasts, lunches and nutrition breaks on both days.

CONFERENCE LOCATION

Ottawa Conference and Event Centre
200 Coventry Road
Ottawa, Ontario K1K 4S3

NEED ASSISTANCE WITH YOUR REGISTRATION?

Contact us at 416-695-0447 or 1-800-639-2474 or email info@ciph.com.

NEED A HOTEL ROOM?

A group rate is available at the Courtyard by Marriott Ottawa East, which is connected to the Ottawa Conference Centre. **Our group rate is \$149 per night - available up to August 20, 2019**, subject to room availability.

Call 613-741-9862 and mention group code: **CPH**

CONFERENCE PROGRAM: TUESDAY, SEPTEMBER 24, 2019

7:00am	<i>Conference Registration Opens</i> – Pick up your name badge and conference materials.
7:30am – 8:25am	<i>Breakfast</i> - Head into the exhibit hall, meeting the exhibitors, and enjoy the buffet breakfast.
8:30am – 9:20am	Passion, Professionalism, Profit – Opening Keynote Presentation Speaker: Toby Shannan, Chief Support Officer, Shopify - Toby Shannan has been instrumental in the growth of Shopify, one of Canada's most successful tech companies. A former contractor, Toby understands the challenges. Though his recent professional success has been focused on high tech and health ventures, he'll share insights on how to identify and take advantage of market opportunities to grow your business.
9:30am – 10:50am	Choose one of: Increase Your Hydronic Sales and Profits Speaker: Dave Hughes, Associate Chair - (Special Projects) Pipe Trades, Northern Alberta Institute of Technology (NAIT) - This presentation will arm you with new ideas and great tools to increase your hydronic sales. A professional educator and Chairman of the Canadian Hydronics Council, Dave Hughes will provide information you can use right away to sell with more confidence and passion for greater success and profit. Variable Speed Circulators Speaker: John Barba, National Director of Training, Taco Inc. - Taco's National Director of Training, John Barba is celebrating his 25th year as a trainer in 2019. Since 1995, John has trained over 27,000 contractors on the fine art and subtle science of hydronic heating design and installation through highly interactive, entertaining and informative seminars.
10:50am – 11:20am	<i>Nutrition Break in the Exhibit Hall</i>
11:20am – 12:20 pm	Choose one of: Ceiling and Wall Radiant Systems - Speaker: Steve Gibbs, Product Manager, Roth Industries - This session will include: a discussion of heat transfer; rationale for wall and ceiling radiant (supplemental heating and cooling, floor limitations and radiant cooling options); and installation methods for wall radiant and ceiling radiant. Case Study of Energy Efficiency in Commercial Buildings Speaker: Ronald Gagnon, Président, ASHRAE Montréal Chapter, Concept-R Inc. - Caisse Desjardins Pierre de Saurel Credit Union - A 27,000 sq ft facility with numerous environmental sustainable characteristics, most notably involving hydronics, waste water management, potable water usage reduction. The Building includes radiant floors, a hybrid air side system, and solar preheating. It has been in operation for 8 years now... let's see if the results are still there.

Air to Water Heat Pumps

Speaker: **Mike Miller, Director of Commercial Sales, Canada, Taco Comfort Solutions** - In a world that is heading towards carbon neutral building technology, Air to Water Heat Pumps will be quite possibly the next big deal in hydronic comfort and domestic water systems of the future. Discover how Air to Water Heat Pumps work, what their operating ranges and limits are and the applications those are going to be used in.

12:20pm – 1:20pm

Buffet Lunch in the Exhibit Hall

1:30pm – 2:50pm

What's Next Panel Discussion, featuring 3 industry panelists:

Murray Pound, Proprietor, Generations Master Builder - Proprietor of Generations Master Builder in Sarnia, Ontario, Murray actively seeks out superior build solutions to provide the most durable, safe and valuable homes he can for his clients. He is an avid volunteer in the community.

Roy Collver, President, OTBC Inc. - Hydronics Specialist / Educator, Class 1 Gas-Fitter and Illustrator, Roy has applied his creative force and problem-solving abilities toward the improvement of hydronics in North America for over 35 years. His varied experience at the very cutting edge of new development in hydronics has allowed him to apply his unique knowledge and skill set toward becoming a premier "translator" of new technology to a traditionally conservative and slow-to-change Industry.

Gord Cooke, President, Building Knowledge Canada - Gord is a professional engineer with over 30 years of experience in the low and high-rise residential building industry. As an educator, industry consultant and trainer, he has a unique talent for taking the building science issues that he sees in the field and presenting them in an easily understood and practical real-world manner.

2:50pm – 3:20pm

Nutrition Break in the Exhibit Hall

3:20pm – 4:40pm

Choose one of:

Combustion Analysis – Alive and Happy

Speaker: **Gary Fairhurst, Product Manager, UEi Test Instruments**

This presentation will focus on the use of electronic flue (combustion) analysers to prevent harm from Carbon monoxide poisoning and how it improves the service provided by the heating tech.

Managing Homeowner Expectations

Speaker: **Gord Cooke, President, Building Knowledge Canada** - This presentation will identify the compelling changes to building codes, green and energy efficiency programs and the ever-increasing expectations of today's homeowners. Focus will be on opportunities from new products and services that homeowners will value and how contractors can present this information to encourage their homebuyers and homeowners to make better decisions with respect to increased home comfort and enhanced high performance products selections.

Snowmelt Systems

Speaker: **Jean-Claude Rémy, Business Development Manager-Eastern Region, Uponor Ltd.** - This session will look at the different possible applications and review the best practices with different types of surfaces and conditions. Jean-Claude review the design calculations and specific details for residential and commercial applications, touching also on the weather considerations and system limitations, all in the context of high customer expectations.

CONFERENCE PROGRAM: WEDNESDAY, SEPTEMBER 25, 2019

7:30am – 8:25am

Breakfast – in the Exhibit Hall

8:30am – 9:30am

Get More Life Out of Your Business

Speaker: **Greg Weatherdon** - Tired of being the hardest working person in your company? Frustrated by never having enough money at the end of the month? Do you always wonder why good people are hard to find? Small business expert, author and speaker Greg Weatherdon will share actionable and practical solutions that answer these and other challenges business owners face. This straight forward talk will get you focused on what you need to do to gain the freedom you seek and to get your company working for you!

9:40am – 11:00am

Choose one of:

IoT of H2O – Smart and Connected

Speaker: **Michael Breault, Senior Technical Instructor/Instructional Designer, tekmar/Watts** - Michael will explore the IoT in general, the impact on our industry, various products, the advantages we have and how IoT expands the opportunity in the hydronic world.

Modulating Condensing Gas

Speaker: **Roy Collver, Hydronics and HVAC Specialist, OTBC Inc.** - This presentation details how modulating-condensing gas boilers save energy over conventional boilers in retrofit or new installations. The fuel savings almost always exceed the difference between the appliance rating plate efficiencies by a wide margin.

11:00am – 11:30am

Nutrition Break in the Exhibit Hall

11:30am – 12:30pm

Choose one of:

Integrating Solar Thermal with Hydronic Systems

Speaker: **Rob Waters, Owner, Solar Water Services Inc.** - The session will look at how solar thermal systems can be integrated with hydronic systems. The basics of solar thermal heating will be reviewed as well as a look at what is happening worldwide. Several types of Hydronic-Solar integrated systems will be examined: DHW heating, combisystems with pool heating and combisystems that supplement radiant heating systems. Key design factors will be examined including: Trying not to do too much with solar, simplifying the design and matching up solar with low temperature systems.

Customized Mechanical Rooms to Optimize Efficiency and Profitability

Speaker: **Bill Hooper, Regional Sales Manager – Atlantic, Uponor Ltd.** - If we are to bring the Plumbing industry forward, it begins with a new pattern of thinking. This session will explore new technologies, discuss strategies in thinking differently about mechanical room systems, and consider redundancies, efficiencies, and effectiveness of components for future appliances and applications. The end goal is to enhance your current strategies for both new and retrofit systems that will differentiate your process and your business – to take a more active role in planning system strategy and equipment selection.

Radiant Cooling

Speaker: **Jean-Claude Rémy, Business Development Manager-Eastern Region, Uponor Ltd.** - Sizing a radiant cooling system requires significantly more attention to details compared to a radiant heating system. Jean-Claude will review the different details, their influence and their limitations for providing a most comfortable environment, most often at a significantly reduced operating cost versus traditional cooling systems. The presentation will touch on slab construction, zoning, loop layout patterns, low temperature fluid with very tight delta T's and of course control requirements.

12:30pm – 1:25pm

Lunch in the Exhibit Hall - Your last chance to check out the exhibits and products!

1:30pm – 2:50pm

Water Quality Panel Discussion, featuring 4 industry panelists:

Dave Nicholson, Trainer & Technical Service Manager, NTI - A 15-year veteran of the trade, David brought a diverse background of auto mechanicals and a business education to the table. While he dabbled in various customer service industries straight out of university, he found his home in the heating business at NTI. Recognizing that a great product is only as good as the support a company puts behind it, he moved on to build a world class technical support team.

Kirk Nagus, General Manager, Axiom Industries - Kirk was introduced to the Hydronics Industry as a high school student when he spent his summers working as a plumbers apprentice. He then pursued his interests in HVAC when he attended Kelsey SIAST in Saskatoon, SK and completed a diploma in Mechanical Engineering Technology. His first job as a professional involved designing, programming and installing commercial HVAC control systems. After 2 years, he decided to further his education and attended Lakehead University in Thunder Bay, ON where he completed his Mechanical Engineering Degree.

Matthew Reid, Outside Sales, Equipco Ltd & Adam Hedden, Account Manager, Equipco Ltd - Matthew Reid and Adam Hedden are Technical Sales Representatives with Equipco Ltd and have a combined 30+ years in the HVAC/ Hydronic Industry. Matthew is a BCIN Certified Hydronic Designer and has worked in the industry seeing all aspects of the business for the last 17 years including wholesale, contractor, designer, and manufacturer representative. Adam has been involved in various aspects of the business over the past 14 years- including wholesale, bid & spec, contractor, and manufacturer representative.

2:50pm – 3:10pm

Nutrition Break in the Lobby

3:10pm – 4:10pm

Current Risks and Rewards for the Industry and its Business Owners

Speaker: **Robert Bean, President, Indoor Climate Consultants** - In 2004, at the Canadian Institute of Plumbing & Heating's Annual Business Conference, Robert discussed the future of the industry. He talked about demographics and technology and their effects on business over the next few decades. Bean described the evolution of employment and entrepreneurs suggesting that the future looks best for those that not only have diverse knowledge and skills but are able to develop a client based public network. He warned the industry of pending economic crashes, the need to keep an eye on receivables and cash flow and how future trade shortages would affect industry asset value. Bean's 2004 story is unfolding just as presented. So, what's next? Hear what Robert believes are the upcoming round of risks and rewards for the industry and its business owners.

4:10pm – 4:30pm

Prize Draws and Closing Remarks

\$299 per person includes two days of technical and business sessions, trade show admission and breakfasts/lunches on both days.

First Name: _____ Last Name: _____

Company: _____ Professional Title: _____

Phone: _____ Mobile Phone: _____

Address: _____

City: _____ Province: _____ Postal Code: _____

Email: _____

COMPANY TYPE: ☐ Agent ☐ Contractor ☐ Engineer ☐ Manufacturer ☐ Other: _____

☐ By registering for the Canadian Hydronics Conference, I give permission to the Canadian Hydronics Council, a Council of the Canadian Institute of Plumbing & Heating, to contact me by email. I understand that I can unsubscribe at any time.

You will be automatically registered for all general (“for all delegates”) sessions, breakfasts and lunches. For the concurrent sessions (in orange text), please select one option. You can make a change on site if you wish, but this helps us allocate meeting/training rooms for the various sessions.

TUESDAY, SEPTEMBER 24, 2019

7:30am – 8:25am	<i>Breakfast in the Exhibit Hall</i>	
8:30am – 9:20am	Session 1: Passion, Professionalism, Profit – for all delegates	
9:30am – 10:50am	Choose Session 2 or 3:	<input type="checkbox"/> Session 2: Increase Your Hydronic Sales and Profits <input type="checkbox"/> Session 3: Variable Speed Circulators
11:20am – 12:20 pm	Choose Session 4, 5 or 6:	<input type="checkbox"/> Session 4: Ceiling and Wall Radiant Systems <input type="checkbox"/> Session 5: Case Study of Energy Efficiency in Commercial Buildings <input type="checkbox"/> Session 6: Air to Water Heat Pumps
12:20pm – 1:20pm	<i>Buffet Lunch in the Exhibit Hall – for all delegates</i>	
1:30pm – 2:50pm	Session 7: What’s Next – Panel Discussion – for all delegates	
3:20pm – 4:40pm	Choose Session 8, 9 or 10:	<input type="checkbox"/> Session 8: Combustion Analysis <input type="checkbox"/> Session 9: Managing Homeowner Expectations <input type="checkbox"/> Session 10: Snowmelt Systems

Scan and email your registration form to the Canadian Hydronics Council at info@ciph.com or

Fax to 416-695-0450

Or register online at ciph.com/CHC2019

For assistance, email us or phone **416-695-0447** or **1-800-639-2474**.

WEDNESDAY, SEPTEMBER 25, 2019

7:30am – 8:25am	<i>Breakfast – in the Exhibit Hall – for all delegates</i>	
8:30am – 9:30am	Session 11: Get More Life Out of Your Business – for all delegates	
9:40am – 11:00am	Choose Session 13 or 14:	<input type="checkbox"/> Session 13: IoT of H2O – Smart and Connected <input type="checkbox"/> Session 14: Modulating Condensing Gas
11:30am – 12:30pm	Choose Session 15 or 16:	<input type="checkbox"/> Session 15: Integrating Solar Thermal with Hydronic Systems <input type="checkbox"/> Session 16: Customized Mechanical Rooms to Optimize Efficiency and Profitability <input type="checkbox"/> Session 17: Radiant Cooling
12:30pm – 1:25pm	<i>Lunch in the Exhibit Hall – for all delegates</i>	
1:30pm – 2:50pm	Session 18: Water Quality Panel Discussion – for all delegates	
3:10pm – 4:10pm	Session 19: Current Risks and Rewards for the Industry and its Business Owners – for all delegates	
4:10pm – 4:30pm	Prize Draws and Closing Remarks – for all delegates	

PAYMENT DETAILS:	CREDIT CARD: <input type="checkbox"/> VISA <input type="checkbox"/> MasterCard	Conference Fee:	\$299.00
Card Number: _____	Expiry: ____/____ CVV: _____	Plus GST/HST of 13%:	\$ 38.87
Name on Card: _____		TOTAL	\$337.87
Signature: _____		GST #10686 1669 RT0001	