

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**

DETAILED PROGRAM

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

2 Days - 20 Speakers - Technical and Business Sessions - Hydronics Trade Show

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.

Register online at www.ciph.com/CHC2019

Early Bird Draw: Register before 4pm on July 15, 2019 to be entered in a draw to win your conference fee (1 person) plus 3 nights' accommodation for the conference.



Conference Location

Ottawa Conference and Event Centre
200 Coventry Road
Ottawa, Ontario K1K 4S3
[Map](#) [Directions](#)

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** or book online: [CANADIAN HYDRONICS CONFERENCE](#)



**CANADIAN
HYDRONICS
COUNCIL**

The Canadian Hydronics Council (CHC), a council within the Canadian Institute of Plumbing & Heating (CIPH), has represented Canada's hot water heating industry for over 40 years.

CHC Installer Membership

- ❖ For a yearly investment of \$99 (or 2 years for \$170) you will receive the following benefits:
- ❖ Your name listed in our online directory
- ❖ Information about the latest products, technologies, and code changes
- ❖ Savings on CHC delivered hydronics training
- ❖ Discounts on hydronics books, technical manuals, and marketing materials (including the CSA B214 standard and handbook)
- ❖ Representation to local, provincial, and federal policy makers
- ❖ Access to hydronics experts to answer your technical questions
- ❖ The opportunity to become active in your community of operations

For information on becoming an Installer member of CHC, call 416-695-0447 or 1-800-639-2474 or email us at info@ciph.com – or ask us while you are at the conference!

Conference Program: Tuesday, September 24, 2019

- 7:00am *Conference Registration Opens* – Pick up your name badge and conference materials.
- 7:30am – 8:25am *Breakfast*
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 *Nutrition Break in the Exhibit Hall*
- 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. Learning objectives include: 1. Awareness that radiant walls and ceilings can be a comfort solution; 2. How to identify common indicators where wall or ceiling radiant can be used; and 3. Awareness of installation methods employed.
- 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 HVAC infrastructure is composed of a distributed series of water source heat pumps on a mitigated water loop hooked to a 200,000 liter underfloor reservoir. Energy management of the reservoir was accomplished by decoupled geothermal heat pumps. 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

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. Gord has particular expertise in applied building science, energy efficient housing initiatives, innovative HVAC systems, ventilation and Indoor Air Quality. He has developed and delivered a multitude of workshops to assist builders and their trades build better, more efficient, comfortable and durable homes.

2:50pm – 3:20pm

Nutrition Break in the Exhibit Hall

3:20pm – 4:40pm

Choose one of:

Combustion Analysis

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

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. This continuous path towards Net Zero Housing presents great new opportunities for professional Mechanical contractors who want to offer a comprehensive solution to home comfort and indoor air quality. 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.**

Residential and commercial hydronic snowmelt systems have gained a lot of popularity in the last few years. 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.

5:30pm -

Optional Evening Event – To be Announced – This event will have an additional fee.

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. The mechanical room presents a unique opportunity for forward thinking as we consider the available equipment (smart and otherwise) – yet sometimes strategies to utilize new equipment, strategies, and learning to optimize design and operation have been missed. 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 also 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

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. While nurturing the growth of his support team, he took his innate ability to teach to the customer, first offering in-house training and then in the off season, on the road across Canada and the U.S.

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. Through his university years, he took a student position at Wardrop Engineering (now Tetra Tech) where he gained experience working as a consulting engineer designing HVAC systems. Kirk is now the General Manager at Axiom Industries which has grown into a successful manufacturing company specializing in accessory products for the Hydronics Industry.

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? Come 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

The Canadian Hydronics Conference is produced for the industry by the Canadian Hydronics Council, a council of the Canadian Institute of Plumbing & Heating (CIPH). 416-695-0447 or 1-800-639-2474 info@ciph.com

