



Montreal, January 18, 2018

Subject: All Canadian & US reps, technical seminar for reps & customers on May, June or October.

Gentlemen:

We are pleased to invite you to our Montreal office and recently modernized R&D laboratory for an exclusive seminar on Maxi-therm concepts. We will cover various application like building heat, domestic water, process heating, clean steam generator for humidification and lately specialized for sterilisation. We will also discuss an innovating package exchanger system to control quality steam @ 97% saturation as proposed by the sterilizer manufacturers, Maxi-therm /Maxi-sorb humidifiers.

New products: New Bacnet I.P., Control panel touch screen user interface, remote access to the parameters via internet.

Feed forward flooded design domestic water heater

Date: May 3 & 4 or June 7 & 8 or October 4 & 5 2018

Arrival day Wednesday (May 2nd, June 6th or October 3rd): Airport Montreal Trudeau

Expenses covered by Maxi-therm: (For customers) Airfare in economy class only and should be reserved minimum three (3) weeks before the seminar (otherwise rates can double) the budget for airfare is 500,00\$. Hotel for two (2) nights only & meals. Customer reserves & pays his airfare and send the bill to Maxi-therm for immediate payment.

Expenses covered for Maxi-therm reps.= Hotel (2 night) and meals
Customers & reps: Taxi from the airport = Not included by Maxi-therm.

Auberge Universel, 5000 Rue Sherbrooke E, Montréal, QC H1V 1A1 P : [\(514\) 253-3365](tel:5142533365)

Yours truly,

Raymond Lach, CEO
Founder/President

N.B. Let us know if you have a food allergy or sensitivity.
Vegetarian and Gluten-Free options available upon request

7559 M.B. Jodoin
Montréal (Québec) H1J 2H9
T 514.351.1001
F 514.351.1515

World class laboratory and seminars



Online catalog maxi-therm.net





AGENDA

Thursday

7h15 @ Maxi-therm Laboratory, 7559 M.B. Jodoin, Montreal H1J 2H9

7h30 **Introduction**

Steam Bases

- Steam tables
- Saturated steam
- Sensible heat
- Latent heat
- Steam pipe and condensate pipe sizing
- Flash steam
- Steam traps operational under glass body, discharge characteristics
- Testing steam traps, calculating energy lost for a blowing trap
- Sizing water lines for building heat and domestic systems
- Steam PRV station and selecting safety relief valves
- Steam separators, exhaust heads
- Complete steam & condensate piping & accessories for building heat & domestic systems
- Water hammer demonstration under glass piping
- Calculating a system curve
 - Method to determine varying steam temperature (pressure) for a change in BTU and elaborating system curve in a conventional method to determine steam temperature at varying loads, at what % of the load is steam temperature @ 212°F
- Prevent corrosion in return lines
- Efficiency of a heat exchanger for a conventional system (modulating on the steam side with low pressure steam) compared to a Maxi-therm method (modulating on the condensate side at low, medium or high pressure steam).
- Condensate mixer, to return high pressure traps in to a low pressure or flooded return line.

12:00 **Lunch**

12:30 **Power point presentation and operational units under steam pressure and glass piping for Maxi-therm's**

- Vertical flooded design for building heat, domestic hot water (double wall)
- Steam to steam generators for humidification & sterilization
- Space saving 40%
- Total installation cost saving 20%
 - o No steam pressure reducing station
 - o No steam safety valves to roof
 - o No condensate return pumping station
 - o No flash tanks
- Stability of set point temperature $\pm 2^{\circ}\text{F}$ = Energy savings

The ultimate package for building heat

- Including circulating pumps & accessories
- Pre-wired control panel -Bacnet
- Liquid air separator
- Manual valves
- Piping & Accessories
- Trouble shooting & start-up procedure are accomplished remotely by the factory via Internet using an Ethernet connection

Atmospheric steam condenser

- Laboratory demonstration to preheat incoming make-up water
-

Friday

7h15AM at Maxi-therm laboratory, 7559 M.B. Jodoin Montreal

Quality steam for humidification and sterilization

- Steam to steam generator
- New product: package steam quality controlling system for humidifiers and sterilizers
- Measuring quality steam with a calorimeter
- New product: Maxi-sorb humidifiers
- New web site

Maxi-therm laboratory Gabriel Cossette Eng, / Raymond Lach

- At Maxi-therm's 1,000,000 btu laboratory with high pressure steam, elaborating the latest innovative technology of the vertical flooded design for building heat, domestic (double wall), steam to steam generator for humidification and sterilisation.
- Steam condenser for energy recovery on flash tank, receiver vent from pumping station and dearators vent.
- Quality steam 97% saturated for sterilizers and humidifiers. The Beth Israel Hospital in Boston installation
- Maxi-therm humidifiers (new product)

12h00 **Question period & lunch**

13h30 **Departure**



SEMINARS

Comments from our customers

ATTENDEE

Attendee # 1

“Thank you and your group for the comprehensive session. The wise combination of speakers and topics propelled the meetings interest and complimented your company.”

Attendee # 2

“Thanks for the invitation, I learned a lot and had a great time doing it. I am excited to see the units get installed in Brown Hall (a project we will ship soon) and hopefully in the upcoming Marquez Hall (an upcoming project) which we are in the process of designing. Thanks again.”

Attendee # 3

“Thank you for the excellent trip. I learned a lot and had a good time. I especially appreciated how the presentation focussed on steam systems as a whole and did not focus only on your products. Though it is important to learn the technical aspects of your equipments, it is of greater value to work with a manufacturer who understands how the system as a whole works.”

Attendee # 4

“First I want to thank you again for your hospitality. Seeing your lab and discussing steam principals with you was enlightening and informative and certainly worth my time. We are looking at some other opportunities to apply your product.”

Attendee # 5

I wanted to thank all at Maxi-Therm for the excellent seminar and great hospitality. I learned quite a lot and came back with a lot of enthusiasm and eagerness to get Maxi-Therm specified on jobs.

Attendee # 6

Thank you for your seminar

I just wanted to drop a line to say thank you for taking the time and expense to have me at the seminar last week. You are truly a gracious host, extremely knowledgeable and wonderfully personable. I had a great time and the seminar helped a few things click for me with regard to the design of these systems. I wanted you to know how much I enjoyed everything. I will be looking for places to implement Maxi-therm.

Attendee # 7

Thank you again for your hospitality during last week's visit. The seminar was very interesting and informative. Hope to work with you on future projects.

Attendee # 8

I also wanted to say thanks to all of you for the hospitality we received in Montreal and the great opportunity to go back to engineering basics in a such a nice R&D Lab.

Attendee # 9

Once again thank you for hospitality and for the great seminar you organized. I can honestly say, it was one of the best seminar I ever attended. Looking forward to working with you on our first Maxi Therm project soon.

7559 M.B. Jodoin
Montréal (Québec) H1J 2H9
T 514.351.1001
F 514.351.1515



Attendee # 10

Thanks much for inviting me up to the Maxi Therm seminar! The learning content, the hand out materials and the hands on lab were all outstanding. I felt at ease in the more intimate setting to learn and ask questions. I appreciated your open and honest approach to what the products are about, the inventive spirit that constantly seeks to improve or customize products to perfectly fit an application, and personal investment and sacrifice that stand behind the Maxi Therm products. I also appreciated speaking with Gabriel and look forward to working with him through details on the U of C project.

I enjoyed the Canadian hospitality, the comfortable hotel, and appreciated the delicious food. I know that your wife had a big role behind the scenes and I thank her too.

Thanks again Raymond - You were a great host and instructor!

Attendee # 11

Thank you for your gracious hospitality and the classroom and demonstration time last week. I felt it was very worthwhile. I enjoyed meeting Gabriel and your wife as well.

Attendee # 12

Thank you for your hospitality – I thought the training was very good.

Attendee # 13

I would like to thank everyone at Maxi-Therm for the opportunity to attend your Montreal seminar September 20th and 21st 2012. I found the information covered by you and Gabriel Cossette in the subject of steam management extremely educational and insightful. The expertise and professionalism conducted during the class is among the very best and dialog between colleges was extremely informative. In my opinion system's created at Maxi-Therm are innovative and cutting edge. As for the hospitality, it is world class and has left me knowing that the people at Maxi-Therm are not only at the top of their profession, but they are also the top among hosts. Thank you once again.

Attendee # 14

Thank you to you and your staff for the warm welcoming. The training provided by you and your staff at Maxi Therm was well planned and presented remarkably. I will be sharing my newly acquired knowledge with my colleagues. It was a pleasure meeting you and your staff, I truly enjoyed my stay in Montreal and your facility. The accommodations and meals exceeded my expectations.



INNOVATION AWARDS

This award is presented to acknowledge excellence
of Value, Application and Impact in your field
and the industry as a whole.

Honorable Mention

for excellence in

– Heating –

Maxi-Therm



Hank Stevens
Chairman and CEO
International Exposition Co.

co-sponsored by:

