

Chart Distribution and Storage Group

MICROBULK TRAINING



2012

SCHEDULE

MICROBULK SYSTEMS PRODUCT SALES & TECHNICAL TRAININGS

* Open to current distributors of Chart

Next Session: April 3 & 4 - Canton, GA

Training Fee: \$250



Benefits

- Have a better understanding of cryogenic design
- Understand the importance of proper installation
- Gain understanding of MicroBulk component performance
- Have knowledge of MicroBulk Sales Cycle
- Witness manufacturing process of the Perma-Cyl product line
- Participate in a plant tour of Chart's manufacturing facility*

*Please note these items are not allowed during the plant tour:
cameras (including cell phones), open-toe shoes, or shorts, etc.

Monday, April 2

- Evening Arrival

Day 1 (Tuesday, April 3): Training Overview

- 7:45 a.m. – Arrival to Chart facility
- 8:00 a.m. - 4:30 p.m.
 - Company Review
 - Cryogenics, Thermodynamics, Heat Transfer 101
 - MicroBulk Equipment Design
 - How to order a Perma-Cyl
 - Manufacturing Facility Tour
 - Trifecta Overview
- 6:00 p.m. - Chart Hosts Group Dinner

The training will consist of two distinct sessions on Day 2 (Wednesday): Sales and Technical. Please choose one session on Day 2.

Day 2 (Wed., April 4): Sales Training

- 7:45 a.m. - Arrival to Chart facility
- 8:00 a.m. - 4:30 p.m.
 - MicroBulk Applications
 - MicroBulk Sales Tools/Software
 - MicroBulk - Track Selling 101
 - MicroBulk - Sales Process Role Play
 - Chart Product Portfolio
- Flight departure no earlier than 7:00 p.m.

Who'll benefit most from this training

- Recent MicroBulk employees new to the cryogenic equipment industry
- Product Managers
- Designers
- Installers
- Field Service Engineers
- Technicians
- Sales Representatives
- Sales Managers

Day 2 (Wed., April 4): Technical Training

- 7:45 a.m. - Arrival to Chart facility
- 8:00 a.m. - 4:30 p.m.
 - Vacuum Technology Review
 - System Component Design
 - Perma-Cyl Installation/Repair/Maintenance
 - ORCA Repair/Maintenance
 - Gauges and Telemetry
 - "Hands-on" Perma-Cyl/ORCA/Trifecta
- Flight departure no earlier than 7:00 p.m.

REGISTRATION CONTACT

Cathy Dols

1-952-758-8200

cathy.dols@chart-ind.com



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DETAILED INFORMATION AND REGISTRATION FORM

www.chart-ind.com/distribution/events.aspx

Training seminar information is subject to change.

TRAINING LOCATION

Chart Inc. will host the MicroBulk Sales & Technical Training at Chart's manufacturing facility located in Canton, GA. The training is open to current distributors of Chart and will include a tour of Chart's manufacturing facility.

AIRPORT

Hartsfield-Jackson Atlanta International Airport

HOTEL

Chart has a block of hotel rooms reserved at the Hampton Inn located in Canton, GA. The Hampton Inn is approximately 60 minutes from the airport and 10 minutes from Chart's manufacturing facility. Travel time depends greatly on traffic. Please call the Hampton Inn directly to book your hotel room at Chart's reduced rate: 1-770-345-7400. Or, copy this link to your browser and reserve online: http://hamptoninn.hilton.com/en/hp/groups/personalized/A/ATLCNHX-MRB-20120330/index.jhtml?WT.mc_id=POG

*Must provide a credit card number to guarantee hotel reservation.

Special Hotel Room Rate: \$85.00 plus tax
Code Block Name: CHART INC.
Specify Preference: NonSmoking Only
King or Queen beds
Hotel deadline: March 19, 2012

NOTE

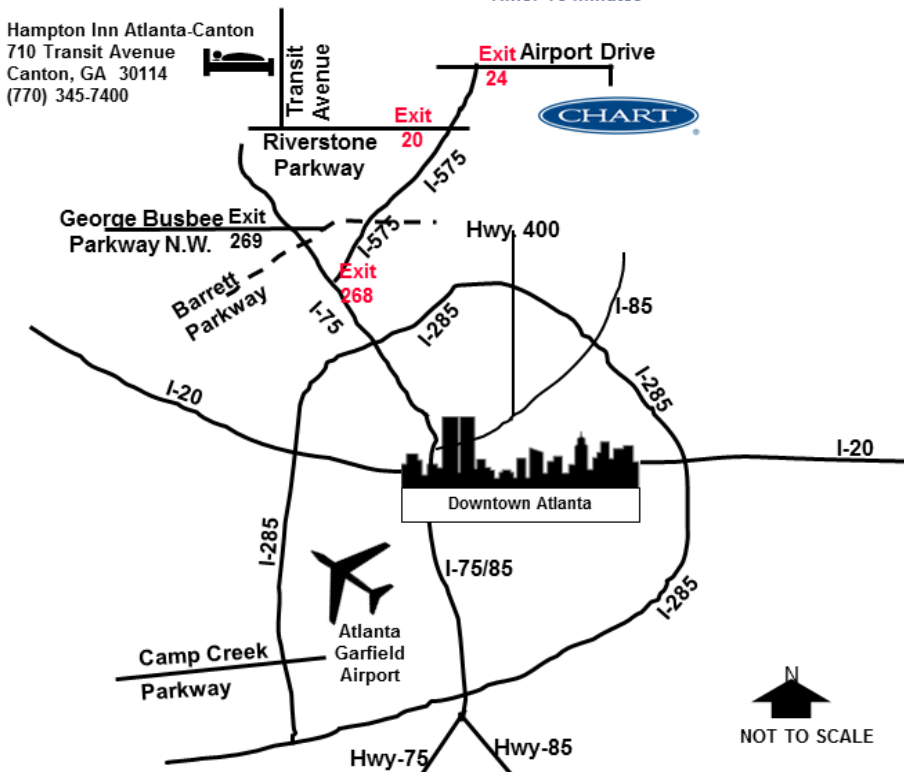
Attendee is responsible for air, all ground transportation, and hotel associated costs. Please read Chart's Cancellation Policies.

TO CHART BALL GROUND, GA

- Take Camp Creek Parkway to I-285 West.
- Take I-285 West to I-75 North.
- Take I-75 North to I-575 North/Exit 268.
- Exit I-575 at Exit 24/Airport Drive.
- Turn Right. Chart will be on your right.
- Time: 75 minutes

TO HAMPTON INN ATLANTA-CANTON, GA

- Take Camp Creek Parkway to I-285 West.
- Take I-285 West to I-75 North.
- Take I-75 North to I-575 North/Exit 268.
- Exit I-575 at Exit 20/Riverstone Parkway.
- Turn Left and cross over freeway.
- Look for the Cracker Barrel Restaurant.
- Hotel will be on the left.
- Time: 75 minutes



TRAINING REGISTRATION INFO REPLY TODAY! APRIL 3 & 4, 2012

TRAINING LOCATION: Chart Inc.

1300 Airport Drive
Ball Ground, GA 30107
*Located near Canton, GA
Phone: 1-770-479-6531

**HOTEL LOCATION:
Hampton Inn**
710 Transit Avenue
Canton, GA 30114
Phone: 1-770-345-7400

REGISTRATION CONTACT:

Chart Inc.
Attn: **Cathy Dols**
Phone: 1-952-758-8200
Fax: 1-952-758-8244

REGISTRATION FORM & CANCELLATION POLICIES:

[www.chartind.com/
distribution/events.aspx](http://www.chartind.com/distribution/events.aspx)

Chart reserves the right to cancel trainings. If the training is cancelled, training registrants will be notified 30 days prior to training start date. Please see Cancellation Policies if you need to cancel.



Innovation. Experience. Performance.®

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www.chart-ind.com

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