

PLASMA

Professional Lighting and Sign Management
Companies of America

Annual Meeting Agenda Danbury, CT

WEDNESDAY
March 24, 2010

8:00 - 8:15

- Introduction – *Gary Gryder*
 - Roll Call
 - Mission Statements
 - Goals and Values
- Welcome to Connecticut – *Tom Phillips*

8:15 – 8:45

- President's Report-*Gary Gryder*
- Treasurer's Report-*Tom A. Phillips*

8:45 - 9:00

- Welcome Guests
 - Art Lighting and Sign

9:00 – 9:30

- Committee Updates
 - Marketing
 - Purchasing
 - Metrics
 - Survey Results

9:30 – 10:00

- Membership Committee Update
 - Membership drive
 - Membership requirements

10:00 – 10:15

- Break

10:15 – 11:00

- Using Social Networking to Grow Your Business –*Tom W. Phillips*

11:00 – 12:00

- Acuity Brands – *Patrick Gee and George Stringer*

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CONTINUED

12:00 – 1:00

- Lunch

1:00 – 2:00

- Adapting to Labor-Only Jobs – *Gary Gryder, Jami Hall, Kirk Tuson*

2:00 – 2:30

- Parking Lot

3:15

- Meet in lobby and depart for Efficient Lighting & Maintenance

Efficient Lighting and Maintenance Tour Agenda

3:30

- Arrive at Efficient Lighting & Maintenance

3:30 – 5:00

- Tour of administrative offices
- Service Manager/Dispatch
- Sales
- Purchaser/Warehouse manager
- Fleet Management

5:00

- Depart Efficient Lighting & Maintenance

5:15 pm

- Golf Simulators and Dinner at Maggie McFly's (*No additional charge for dinner, CASH BAR*)

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THURSDAY
March 25, 2010

8:00

- Call to Order

8:00 – 9:00

- Retrofitting with LED Light Sources - *GE Illumination, Paul Gramza*

9:00 – 10:00

- LED Products and Pricing Program Update – *Philips, Lance Burghardt*

10:00 – 10:15

- Break

10:15 - 11:15

- Online Bid Notification Services- *Todd Mendelsohn*

11:15 – 12:00

- Project Leasing - *Jason Miles, Graybar Financial*

12:00 – 12:30

- Lunch

12:30 – 1:15 (*Working lunch*)

- Green Spider product demonstration - *Tony Massa and Gary Skwarlo*

1:15 – 1:30

- Future Best Practices Conference Calls

1:30 – 2:00

- Member Labor Rate Program
- Material Price Program
- Payment Terms

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THURSDAY
March 25, 2010
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2:00 - 2:30

- Discuss and vote on new member(s)

2:30 - 3:00

- Open Forum
- Action Items
- Parking Lot topics

3:00 - 3:30

- Meeting Survey
- Meeting wrap-up – *Gary Gryder*

3:30

- Adjourn

Future Meeting Dates

2010 Fall Meeting

September 28-30, 2010
Chicago, IL
Hosted by Imperial Lighting

2011 Annual Meeting

March 29-31, 2011
Columbus, OH
Hosted by Litech Lighting