## Committee Minutes

**Committee Name:** Distributor/Dealer  
**Date and Time:** March 18, 2013  
**Location:** Sarasota, FL  
**Chairperson:**

### Minutes

<table>
<thead>
<tr>
<th>Topic</th>
<th>Discussion</th>
<th>Conclusions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Green Committee</td>
<td>Endorsement/Advisement</td>
<td>10% Yes/ 90% No.</td>
</tr>
<tr>
<td>Maintenance Diesel Fuel</td>
<td>How to Prevent &quot;Water&quot; from Destroying the Diesel Fuel.</td>
<td>Opportunities for revenue &amp; growth.</td>
</tr>
<tr>
<td>Remote Monitoring</td>
<td>Presentation on How Remote Monitoring Works; How to Sell Your Service? Yes.</td>
<td>You can offer your customer better.</td>
</tr>
<tr>
<td></td>
<td>Customer on Remote Monitoring Revenue Stream.</td>
<td></td>
</tr>
<tr>
<td>Seattle</td>
<td>Best Practices</td>
<td></td>
</tr>
<tr>
<td>Toyota</td>
<td>Approved by Board</td>
<td>Keep moving forward.</td>
</tr>
<tr>
<td></td>
<td>AWARDS COMMITTEE SELECTED</td>
<td>Asking for sponsorship.</td>
</tr>
<tr>
<td>Apprenticeship Program</td>
<td>OPEN ENDED; Clarifying more work needs.</td>
<td>More work needs to be done!</td>
</tr>
</tbody>
</table>
EGSA Dealer/Distributor Tribe 2013

This document is a “work in progress" with the express purpose to create group communication to define and align our vision, mission, objectives, strategies, plans, actions, recognition and rite of passage. It is the duty of all members of this tribe to participate and contribute in some meaningful way to the advancement of EGSA.

**vision**

Provide an environment where the on-site power generation industry professionals unite and share knowledge to drive the industry to excellence in service and performance.

**mission**

EGSA educates and provides networking opportunities to share relevant knowledge and trends with industry professionals serving on-site power consumers by delivering on these core values:

1. Integrity
2. Open Communication
3. Mutual respect
4. Member participation
5. Intellectual rigor
6. Community = DD Tribe
7. Fun

**objectives**

1. Engage DD Members to execute on agreed strategies
2. Deliver Presentations on relevant topics and updates that impact our members with excellence and current content
3. Best Practices Panels relevant to our members current challenges
4. Create a platform to uncover: threats, trends, challenges and opportunities
5. Recognition for Generator Technician Excellence

**strategies**

1. Create Value for our members though well executed meetings
2. Poll for presentation suggestions and prioritize by importance and current Revenue Opportunities of our membership
3. Use LinkedIn as our communication tool for Member Collaboration
4. Group surveys to chart leadership priorities and focus to Increase DD Value

**plans**

1. Marketing - Tech Certification Logo Ideas approval - Spring 2013
2. Marketing - Tech Certification Handout – Fall 2013
3. Program - Tech Recognition of the Year Award – Rollout 2013
4. Program - Tech Vern Taylor Legacy Award – Rollout 2015

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