



## Minutes of EGSA DD Committee Fall Conference – September 24, 2018

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Start: 1:06 PM Central - End: 5:15 PM Central (Networking until 5:30 PM)

Location: Nashville, TN

Organizer: Kurt Summers, Al Powers, Michelle Hilger, Jim Landis, Andy Briggs, Bob Piske, Lyndon Risser, Steve Belcher, Lee Newton, and Dane Olson

Attendees: Per Roster

Minutes Respectfully Submitted By: Michelle Hilger

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### Agenda

- Welcome Comments / Review of 2018 DD Team
- Recognized Hurricane Florence
- Review Ground Rules, Mission, Vision, and Goals
- Introduction to Government Relations Committee
- Remote Monitoring Panel
- TAPP Update
- TOYA Update
- Tech-Talk Update
- Fuel: Fact or Fiction Update
- Introduction of Technical Oversight Committee (TOC)
- Introduction of Education Committee
- Update from Education Committee on Certifications
- Round Robin / Networking

### Meeting Ground Rules

- Reviewed by Al Powers
- We agree... to leave our EGO's at the door!
- We agree... to create value for Generator Dealers and Distributors to grow EGSA products and services
- We do not... use this platform to sell anything but EGSA value and services
- We are committed to... stick to our agenda and strive to provide all attendees a beneficial experience

### EGSA Mission

- Reviewed by Al Powers
- Under the leadership of its Board of Directors and operating through its various committees and staff
- EGSA strives to:
  - o Educate
  - o Provide networking opportunities
  - o Share relevant knowledge and trends with Industry Professionals including manufacturers, distributor, dealers, engineers, manufacturer representatives, contractors, integrators and others who serve the Industry.
- To provide an environment where the On-Site Power Generation Industry Experts Unite and Share knowledge to drive the Industry to higher levels of Service and Performance.

### EGSA Goals

- Reviewed by Al Powers
- Provide... the On-Site Power Generation community with education and industry enrichment
- Maintain... financial viability to ensure a strong EGSA future
- Develop... programs that promote long-term membership value.

## Introduction of Government Relations Committee

- Introduced by Kurt Summers
- Vinnie Davidson shared what the Government Relations Committee's role is within EGSA. It's a voice between the power generation industry and the federal government.

## Remote Monitoring Panel

- Introduction by Kurt Summers & Recorded by Mark Ahrens of EGSA
- Moderator – Andy Briggs
- Panelists – Scott Boddicker (Deep Sea Electronics), Harold Jarrett (OmniMetrix LLC), Dane Olson (Generator Solutions, Inc), Tony Saunders (CRN Wireless), Ashok Teckchandani (Avantra), & Bob Thomas (RX Monitoring)
- Started at 1:20pm (90 minute run time)
- Reviewed data provided by Power Systems Research
  - o Generator Population
    - In Service 2017 = 4,011,449
    - U.S Production 2017 = 868,757
    - U.S Production Outlook through 2022 = 937,433
- Remote Monitoring is more proactive than reactive
- Defined Terminology (Remote Monitoring, Remote Access, Remote Control)
- Panelists answered several questions that were submitted by various EGSA members after being polled online and through email (Refer to PowerPoint for detailed questions)
- Ended around 3:00pm

## TAPP – Technician Apprenticeship Placement Program Update

- Chair Dane Olson & Vice Chair Greg Nelson
- 3:00pm – 3:15pm
- Reviewed the following (listed on PowerPoint):
  - o What is TAPP?
  - o TAPP Objectives
  - o Stakeholders – Student | EGSA | Educational Institutions | EGSA Dealer
    - Student – alerts to Power Generation Career, inside track to EGSA Dealers, appeals to student's main decision drivers (geography, job security, pay, and part of a family)
    - Educational Institution – current and prospective value
    - EGSA – broaden contact with members, assist dealer growth, expand apprenticeship test, and more
    - Dealers – expedite access to talent, provides dealer soapbox, & more
  - o Fact Finding Meeting with Ohio Technical
    - 80% placement, spotlight opportunity during diesel courses
    - Goal is to attract students at the beginning and create complete power generation course
    - Proctors and offers EGSA test during and after school
  - o Greg recognized Mac from Salina Technical College and David from UTI in the audience as first timers
  - o Reviewed upcoming ideas for program – pipeline outreach, career fairs, geographical market tests
  - o What is the value for DD's on input?
    - Steve Belcher – attract transport refrigeration students, very close to our industry
    - Bob Piske – sales person can come out of these schools as well
  - o EGSA evangelize and preach power generation into the secondary schools

## TOYA – Technician of the Year Award Update

- Chair Lee Newton
- 3:15pm to 3:30pm
- Removed the essay this year and replaced with interviews

- We still need more participation from dealers to recognize their technicians
- Help with retention, everyone loves a little recognition
- Exploring ways to get more information out – Social Media, etc...
- 2x as many nominations as last year
- Recognized sponsors – thank them for putting money forward
- Kurt – mentioned 5 technicians are now recognized

## Tech Talk Update

- Kurt provided update:
- Recognized Steve Belcher as champion of the DD but has had to step down as the Chair due to challenges out of this control
- Looking for new Chair to lead this program
- Plugged the Tech Sharing Idea that Will Ferrigno from Assurance Power had mentioned in March 2017
  - o Will couldn't attend due to the flu
  - o Will designed a program for disaster rescue response
  - o Had some success after Irma
  - o Anyone who wants to help he is looking for support. Generac hasn't launched, this is something EGSA could

## Fuel: Fact or Fiction Update

- Presented by Chair: Michelle Hilger and Vice Chair: Jeff Poirier
- Recognized tireless efforts of the group and the synergy with Codes & Standards
- Provided update to the current TIA for NFPA 110 Chapter 8.3.7 – it's a moving target, getting new information on approval process multiple times a day.
  - o Passed the Technical Committee
  - o In process of Correlating Committee vote
  - o Public Comments received – lots of negative opposition from health engineers
  - o Reviewed article as rebuttal to help educate
  - o Make sure we are on the same page
  - o Reviewed what the TIA will change and how to best move forward
  - o Explained testing methods, procedures, and remediation
- Passed out the TIA along with the article and a Fuel Surveillance Program sheet that Ed English made for DD

## Technical Oversight Committee (TOC) Introduction

- Presented by upcoming Chair: Dan Bigelow
- What is the TOC?
  - o 90 second videos for updates and info within our industry
  - o Unified voice for the industry
  - o Unique opportunity to poll ideas and participation from all EGSA committees
  - o Reviewed current videos and upcoming ideas – asked for volunteers
  - o Discussed new sponsorship opportunities and pricing
- Michael Pope requested TOC to do an update video on the Online Learning Program through EGSA
- Discussed opening up our social media to the next generation – starting with Instagram
- Lyndon Risser – can we showcase the TAPP program?
- Updated TOC meeting thought to have “TOYA Tips” presented by the winners and nominees for more consistent posting throughout the year
- Don't need to be a conference to provide a video
  - o Videos must be 3<sup>rd</sup> party, EGSA representation not company or brand specific
  - o Cell phone videos can be edited by Mark
- Answered questions pertaining to the sponsorship opportunities

## Education Committee Introduction

- Presented by Richard Knittel & Followed by Michael Pope
- He is the chair of the “nerd table” AKA the Education Committee
- Heart & Soul and reason he joined EGSA
- Education Committee is responsible for the Rowley School, Reference Books, EGSA Certified Technicians
- Why aren't more of us participating in this test? It's how he measures his technicians within his company
  - o Evaluate practice test
  - o Once passes test – shirt changes, gets \$500 cash, and if beats Richard's score they get another \$1,000 cash
  - o Technicians and Company become bulletproof
- With Certified EGSA Journeyman, a DD is made stronger, more cohesive, loves the field – keeps learning to troubleshoot, etc...
- Richard has 40 year legacy clients, tons for over 20 years, compliments received about his technicians
- Discussed Load Bank Committee – needs help. Burning Baby Approach
  - o Looking for help from DD's of load banks gone bad... can scratch out names and everything, but he knows that if you're working you are making mistakes
- Dan asked for an expert to help outline a load bank video series
- Load Bank certification doesn't require apprenticeship or journeyman test
- Rental techs would be a great option for this certification
- Steve Belcher – are we headed to getting a master's class for a master's certification?
- Discussed if a technician has passed the apprenticeship test they will be hired, and even more so!
- Customers are pushing for EGSA certified technicians
- Michelle - Is there an opportunity to certify a company as EGSA Certified if they have more than 2 EGSA certified technicians?
- WOW Richard needs to speak on the education committee and the apprenticeship program at every conference
- Michael Pope reviewed current EGSA test standings
  - o 2100 technicians are certified
  - o Average 37% pass rate for journeyman test
  - o BIG drop in those taking the test in 2018 as compared to 2017
  - o Encouraged DD's to sign up their techs for the test and become BULLETPROOF
  - o Next year, 2019 – the original test is no longer valid. Those journeyman must be re-certified
  - o 55% apprenticeship tests are passed in 2018 | 36% journeyman passed in 2018
  - o Discussing option for the DD's profile on the EGSA website to show that they employ certified tech's, same thing in buyer's guide. Looking to improve visibility/credibility to the dealers
  - o Veteran Schooling Grant available must apply by October 1, 2018

## Round Robin Discussion & Networking

- Mike Hilger- enjoyed learning and hearing more about the tech certification
- Lyndon Risser – we are creating a solid brand, Richard needs to be at every DD meeting and speak
- Other comments –
  - o Enjoyed Tech certification program – what are the hurdles?
  - o Fuel and Tech portions were very well done
  - o Looking forward to the TOC videos
  - o TAPP Program update very exciting
  - o Chad Youkers – how many people are trying to get their service/sales people certified?
  - o Excited about changes to NFPA
  - o Looking for youtube videos and the face diesel fuel changes are being made to NFPA 110
  - o Agreed, service sales people would be good idea to have tested
  - o Anyone interested in a master's certification?

- UTI – overwhelming as a new member, has a concern for the industry “where are we going to get the volume of people that are needed?”
- Power Secure – Safety is near and dear to their heart, would like to know more about what’s being done within the safety realm of these groups. (Will they volunteer?)
  - Allison Short from Power Secure would volunteer for a Safety Committee
- Within the training of technicians how can we put this all in one package? How do we market it?
- Michael Pope – so much more potential with the TOC for marketing our efforts, also announced that the online learning course start as two safety courses, they are 30 minutes

Kurt concluded the meeting, and we adjourned very close to 5:30pm