**Systems Committee Agenda – Boston – 2013**

1. Chairman’s Introduction
2. ProLon
   * We have agreed to give ProLon a decision in Boston regarding them becoming a Preferred Vendor.
     + This does not mean every Systems Member must agree to take on ProLon.  However, there does need to be some level of commitment to make it worthwhile for them.
     + We are ProLon’s first choice for U.S. distribution.  If the CGNA Members are not interested, they will find another way to distribute their products
   * Attached are evaluations from Cochrane Supply and Minvalco
   * Bob White and his engineers at Jackson have completed their review and he is in favor of taking on ProLon.  His team is quite enthusiastic about their product.
3. Evolution of the Industry
4. Triacta
   1. Energy metering/monitoring
5. YWire – New Lighting Controls Company - Direct to Contractors
   1. Their business plan is to sell direct to Systems Integrators (contractors).  They admitted in a presentation at Jackson that they did not consider going through distribution.
   2. Why do mfg’s not consider distribution and what can we do to change that?