



Hands on Lighting Controls Workshop Agenda

Tuesday, February 3, 2009 (Everett)

Everett Station – Weyerhaeuser Room, 3201 Smith Avenue

Wednesday, February 4, 2009 (Tacoma)

Best Western Tacoma Dome, 2611 East E Street

7:30 a.m. – 12 noon

- 7:15 am Early Riser “Hearty Breakfast” & Networking
- 7:40 am Welcome & Introductions [Roger Spring, NW TAN and local utilities]
- 7:55 am **“Go to School” - Commercial & Industrial Lighting Controls**
[Doug Oppedal – Northwest Trade Ally Network]
- Why include controls?
 - Review of lighting controls “critical basics” + new technologies
 - Integration of controls into project proposals
 - Successful applications
- 8:55 am **Technology Review – Controls Representative Displays - Break**
- Product displays
 - Support to trade allies for sales & installation of controls
 - Product application comparisons between manufacturers
- 9:30 am **“Go to Work” – Lighting Controls, Small Group Project Exercise**
[Doug Oppedal - Northwest Trade Ally Network]
- Exercise to recommend correct controls for activity areas
 - Ideas to market effective controls to customers
- 10:20 am **LED/Solid State Technology Update**
[Eric Strandberg – Lighting Design Lab]
- 11:00 am **Utility Program Updates – Controls Trade Show - Networking**
[Utility Representatives/Controls Manufacturer Representatives]
- Program & product updates by utilities, energy efficiency organizations, and controls manufacturers
- 12:00 pm **Adjourn**

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