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Roanoke-Blue Ridge Section

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Meeting Announcement: Tuesday, April 19, 2016

Lighting Controls: The Current State & Future Possibilities

About the Presentation

Our discussions will concentrate on the current & future Lighting Controls Landscape. The Talks will provide an overview of the various design approaches available to the marketplace as they pertain to new construction and retrofit projects. We will also discuss the technologies that make these approaches possible and the customer, environmental and regulatory expectations and requirements shaping the market. Topics of Exploration include:

- Approaches: Stand Alone to Fully Integrated Solutions
- Control Philosophies: Distributed to Central Intelligence & Management
- Network Topology & Protocols: Wired/Wireless & Hybrid / 0 to 10V, DALI, DMX and Phase cut
- System Integration: What's possible today and what does the future hold
- Changing Technology, Incentive & Regulatory Requirements

About Our Speaker

Michael Massey

Michael Massey is the Eastern Regional Sales Director for OSRAM's Lighting Controls Division. During his 6 year tenure with OSRAM, his primary purpose has been the expansion of Encelium's Brand & Presence, east of the Mississippi. Since Encelium's acquisition by OSRAM in 2011, Michael's responsibilities have expanded to include the interoperability of these solutions with more traditional product offerings in the Sylvania Portfolio. Michael is a 1987 Graduate of York College with a Degree in Business Management. His career has focused on Direct Selling and Business Development efforts in the technology sector. The common thread in his career has been helping

businesses and clients take full advantage of technological advancements to transition from traditional business models to fully integrated technology solutions providers & users in a connected world.

Please forward this meeting notice to your friends and colleagues in the lighting industry.

Meeting Information

Date: Tuesday, April 19, 2016

**Place: Montanos Restaurant
3733 Franklin Road, Roanoke, VA 24014**

Time: 6:00 PM, Get Together (Cash Bar)

6:30 PM Dinner and Program

New

Beginning with this meeting, you will no longer pay when you enter the meeting room. All attendees will order off the full menu and pay their own check individually. This will offer you more meal selections than in the past and more control over your cost.

RSVP

By Monday, 12:00 PM, April 18, 2016 to

Jacob Jarrett
jjarrett@jferguson.us