

# From the Desk of Joe Zirnhelt



## MARKET TRENDS

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The Market Trends Committee is one of the fastest growing groups as a result of the active sharing of relevant public information. We encourage OEMs, distributors and consultants that want to better understand the market and new opportunities to attend this meeting. The Committee solicits Member companies and market experts to speak on important topics such as data center trends, gas vs. diesel generator shipment trends, IBC, OSHPD, emissions, codes & standards, alternative technologies and case studies to name a few. Q&A time provides additional dialog to provide insight and create market connections to further develop potential business relationships.

In this Fall 2017 meeting, the group will begin by hearing from Gary Farmer of MTU Onsite Energy Corporation. Gary's presentation will review and build upon what he presented to the full EGSA assembly at the Spring 2016 conference in San Antonio. During that presentation, Gary covered the use of CHP in a casino setting. As that facility now has over 18 months of operation, Gary will update us on various aspects of the installation.

Finally, Gary will share some broader market perspectives regarding the use of CHP in the market-place as well as the general demand trend for natural gas gensets.

Another highlight to our agenda is the first glimpse of results from our 2017 EGSA Pulse Survey. Jeff Webb from Energy Systems Southeast will provide a short summary of the results and how EGSA members are trending in 2017.

As always – there will be opportunity for attendees to have open discussion and suggest topics of interest for future Market Trends meetings.

We encourage first-time EGSA conference attendees to consider participation in the Market Trends Committee meeting as it is a good opportunity to learn and network with your industry peers in a unique setting within the larger conference. Typically, technical sales and marketing professionals participate in this meeting. We look forward to seeing you in Kissimmee and hearing about how your company can contribute.

Best regards,

Joe Zirnhelt  
Power Systems Research  
2017 EGSA Market Trends Committee Chair