



June 17-20, 2013 WOMA CONVENTION Exhibitor Registration

Register
Online at
[www.wpma.com/
washington](http://www.wpma.com/washington)

Suncadia Lodge and Resort

Suncadia Lodge and resort has sort of become a home away from home for the WOMA Convention and we are pleased to share with you that it will remain our home again this year and through 2016.

In 2013 once again we are prepared to bring you yet another fantastic convention of networking, good times, outstanding golf and business enterprise.

We are also offering sponsorship opportunities for those of you who would like to boost your company's visibility at the Convention. Our highest and most coveted sponsorships derive from the Convention **Premium, Hi-Octane, or Regular** Sponsor levels. Each choice gives you additional registrations, extra drink tickets, complimentary golf, and more. We are continuing our special opportunities for those of you wanting to step it up this year and get more involved! Check out the attached sponsorship form and learn how you can support WOMA.

The 2013 Convention venue is at Suncadia Lodge and Conference Center and, like last year, limited to 42 exhibitor spaces. We have three different kinds of booths, to fit everyone's taste and style!

- There are 39 standard sized 8'x10' booths
- There are 3 very exclusive end-cap booths which are 8'x16'

So, whatever suits your needs, the Washington Energy and Convenience Store Convention has you covered!

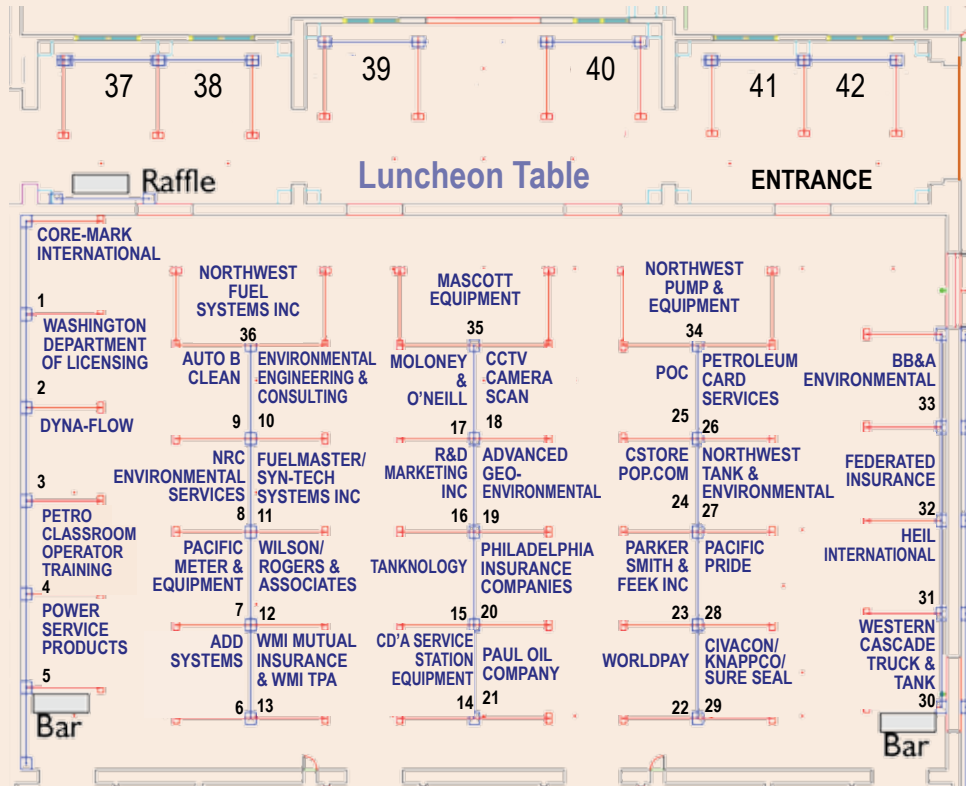
For those companies waiting until the last minute, space may not be available. When we sell out the space, a waiting list will be established.

Exhibitors will have the opportunity to set up on Tuesday, June 18th, beginning at 7:00 a.m. through 8:30 p.m., as well as 7:00 a.m. to Noon on Wednesday, June 19th. Those who choose to participate in Tuesday's golf tournament and horse race, which is always a big attraction at the Convention, will be able to do so and still have plenty of time to set up your booth space. This allows you an extra marketing opportunity while enjoying golf on the beautiful Tumble Creek Golf Course. Don't forget to consider signing up as a hole sponsor for the very reasonable rate of \$375!

We will continue with last year's successful formula: A one-day trade show and raffle to help boost traffic on the floor. In order for a marketer to qualify for the raffle at 4:30 p.m., they must turn in a card showing they have stopped at every booth on the floor and at least made contact with you. This process has worked out well for the last five years, and we will continue with the idea and attempt to make the trade show raffle prizes as grand as ever. **Raffle items are always needed, so don't hesitate to donate an item for the trade show raffle and increase your visibility for your company.**

Return the attached form to reserve your booth selection as soon as possible. We have space for 42 booths as shown on the attached trade show layout. We will update the booth map weekly on our convention page through www.wpma.com/washington, so check there to select your favorite spot. I look forward to seeing you again this year.

Map of Exhibitor Booths/Trade Show Floor



Notes:
 (39) 8'x10'
 (3) 8'x16'

Subject to change
 Booths as of April 22, 2013



June 17-20, 2013 Suncadia Resort • 3600 Suncadia Trail • Cle Elum, Washington 98922

SCHEDULE OF EVENTS

Monday, June 17th

6 – 8 p.m. **President's Reception at the Suncadia Inn**
 - Sponsored by Polar Service Centers

Tuesday, June 18th

7 a.m. – 8:30 p.m. **Exhibitor Set Up**

7:30 – 10 a.m. **WOMA Horse Race**
 - Sponsored by WorldFuel Services

8 a.m. **Registration Open**

8:30 a.m. – 4 p.m. **Ladies' Wine & Dine**
 - Sponsored by TARGA Sound Terminal

11:30 a.m. – 5 p.m. **WOMA Golf Tournament** Shotgun start
 at Tumble Creek Golf Course
 (Box lunch on course)

6 p.m. **Reception and Golf Awards**
 - at Suncadia Amphitheater

7 p.m. **Welcome Dinner (Western Theme)**
 - at Suncadia Amphitheater

8 p.m. **Live & Silent Auction**



Wednesday, June 19th

7 a.m. – Noon **Exhibitor Set Up**

7:45 – 9:30 a.m. **General Session Breakfast**

8 a.m. **GENERAL BUSINESS SESSION**

Presentation of Colors

President's Welcome **Scott Walters**, WOMA President

WPMA Report **Brett Adams**, WPMA President

Risk Management Culture: Vision for your future

..... **Mike Russell**, Federated Insurance

State Legislative Update **Lea Wilson** and **Dave Ducharme**

PMAA Federal Report **Brad Bell**, PMAA Director

Uncle Sam Behind the Wheel: Driving Federal Fuel Policies

..... **Dan Gilligan**, PMAA President

Ten Proven Methods to Increase the Value and Marketability of Your Company (Even During a Recession)..... **Doug Milner**, Strategic Acquisition Advisors

11 a.m. **Keynote: Advantages of the Bakken Reserve and Unit Train**
Rick Weyen, Vice President, Logistics for Tesoro Corporate

12 – 5 p.m. Trade Show Open with Lunch

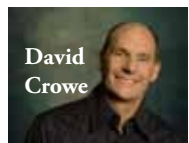
4:30 p.m. Raffle on Trade Show Floor

6 – 7:30 p.m. Cocktail Hour and Live Entertainment
 - Sponsored by US Oil Trading LLC



7 – 9 p.m. Supplier Night

9:30 – 11 p.m. Stand-up Comedy Night -



Thursday, June 20th

9:30 – 11 a.m. Brand Meetings



2013 EXHIBITOR REGISTRATION FORM

Company: _____

Booth Contact: _____ Additional: _____

Mailing Address: _____

City: _____ State: _____ ZIP: _____

Phone: _____ Fax: _____ E-mail: _____

June 17-20, 2013

Suncadia Resort • 3600 Suncadia Trail
Cle Elum, Washington 98922

1. BOOTHS: Please reserve _____ **8'X10' booth(s)** @ \$550 each. Please select a first, second and third choice and indicate in booth preferences below. Booths are assigned on a first come, first served basis and limited to facility size. Set up begins at 7 a.m. on Tuesday, June 18th. Tear down starts after close of show on Wednesday, June 19th, and must be completed by 10 p.m.

[8'X16' booth(s) SOLD OUT]

Call (866) 904-6300 for Suncadia Resort shipping information. **Booth Preferences** (see map on page 2): 1st _____ 2nd _____ 3rd _____

Name of Registrant working booth: _____

(One trade show registration is included with each booth space rental)

2. ADDITIONAL REGISTRATIONS (same company) includes all events except additional activities:

Additional registrants @ \$200 each — **After May 24th @ \$225 each**

Name(s): _____ ; _____

Spouse @ \$150 each - Name(s): _____ ; _____

TOTAL NUMBER of Additional [registrants _____ x \$200] (**After May 24th @ \$225 each**) + [Spouse _____ x \$150] = _____

3. ADDITIONAL ACTIVITIES

GOLF TOURNAMENT: **No.** _____ @ \$195 each

HORSE RACE (Golf event): **No.** _____ @ \$35 each

LADIES' WINE & DINE EVENT: **No.** _____ @ \$100 each

4. SPONSORSHIPS: Premium _____ @ \$3,500 each **Lunch** _____ @ \$2,000

Hi Octane _____ @ \$3,000 each **Breakfast** _____ @ \$1,500

Regular _____ @ \$2,500 each **Horse Race** _____ @ \$1,000

Welcome Dinner _____ @ \$3,000 **Ladies' Wine**

President's Reception _____ @ \$2,500 **& Dine** _____ @ \$1,000

Comedy Night _____ @ \$2,500 **** Golf** _____ @ \$375 each

5. TOTALS: **Booths** \$ _____

Registration \$ _____

Golf Fees \$ _____

Ladies' Tour \$ _____

Sponsorship Fees \$ _____

TOTAL \$ _____

CONTACTS: If you have any questions, comments, ideas or special needs for the convention,

don't hesitate to contact any of the following people:

REGISTRATION **Jamie Wood** (801) 263-9762

WOMA / PNOG **Lea Wilson** (360) 443-6696

GOLF **Chris Eerkes** (509) 727-5886

** For Hole or Tee Sponsor. Additional Golf Sponsorship opportunities call **Chris Eerkes**.

METHOD OF PAYMENT:

CHECK ENCLOSED

or
VISA MC DISC AMEX

Card Number: _____

Expiration Date: _____

Signature: _____

GET YOUR ROOM NOW!

ROOM BLOCK HELD UNTIL

May 18

Book your rooms now to guarantee a spot in the block:

✓ Call Suncadia Lodge Reservations at: (866) 904-6300 **or**

✓ Book on-line at: www.wpma.com/washington/convention and click on the Suncadia link, promo code is **WOMA2013** (enter in the "Corporate/Promotion" field, not the "Group Code" field, if choice given).

✓ Register for convention online at: www.wpma.com/washington/convention.

MAIL REGISTRATION FORM and PAYMENT TO:

Attn: Jamie Wood – WA 2013 Show
PO BOX 571500
MURRAY, UT 84157-1500
or Fax to: (801) 262-9413

Washington Energy and Convenience Store Convention 2013 SPONSORSHIP PACKAGES

\$7,500 Exclusive SHOWCASE SPONSOR



\$3,500 PREMIUM SPONSOR



- Company name and banner prominently displayed in the trade show hall
- Sign with company name prominently displayed in convention common area
- Two (2) complimentary convention registrations
- Four (4) complimentary golf registrations
- Ten (10) extra drink tickets
- Special recognition throughout the convention

\$3,000 HI-OCTANE SPONSOR



- Company name and banner prominently displayed in the trade show hall
- Sign with company name prominently displayed in convention common area
- One (1) complimentary convention registration
- Two (2) complimentary golf registrations
- Six (6) extra drink tickets
- Special recognition throughout the convention

\$2,500 REGULAR SPONSOR



- Company name and banner prominently displayed in the trade show hall
- One (1) complimentary golf registration
- Special recognition throughout the convention

\$375 TUMBLE CREEK HOLE SPONSOR

- Sign prominently displayed on Tumble Creek Course Hole
- Photo in the awards slide show presentation

\$3,000 Welcome Dinner Sponsor

- Sponsorship of Welcome Dinner
- Company name prominently displayed at the Welcome Dinner
- Special recognition throughout the convention
- Twenty-five (25) complimentary drink tickets

\$3,000 President's Reception Sponsor

- Company name prominently displayed at the President's Reception
- Special recognition throughout the convention
- Direct involvement with selecting menu and theme for President's Reception
- Twenty (20) complimentary drink tickets



\$2,500 Comedy Night Sponsor

- Company name prominently displayed during Comedy Night
- Special recognition throughout the convention
- Front and center table reservation for party of 6 or 8

\$2,000 Trade Show Lunch Sponsor

- Company name prominently displayed during the Trade Show Lunch
- Special recognition throughout the convention

\$1,500 General Session Breakfast Sponsor

- Company name prominently displayed during the General Business Session Breakfast
- Special recognition throughout the convention



\$1,500 Ladies' Wine & Dine Sponsor

- Company name prominently displayed at the Wine and Dine event
- Special recognition throughout the convention
- Two (2) Complimentary registrations to the Wine and Dine event



\$1,000 Horse Race Golf Sponsor

- Company name prominently displayed at Horse Race and on all Horse Race materials
- Four (4) complimentary registrations to Horse Race event
- Special recognition throughout the convention



SPONSORSHIP COMMITMENT FORM



Mail To: WPMA
P.O. Box 571500
Murray, UT 84157
Fax #: 801-262-9413

CONVENTION INFORMATION:

Washington Energy and
Convenience Store Convention
Suncadia Lodge
Cle Elum, WA
June 17 – 20, 2013

For more information contact: Lea Wilson
(360) 443-6696 or
e-mail: lea@waoil.org

X _____
(Company Name) would like to participate with sponsorship as checked above.

Please invoice our company at the address below for the sponsorship.

Attention: _____

Address: _____

City: _____ State: _____ ZIP: _____

E-mail: _____

Fax: (_____) _____ Phone: (_____) _____

Check Enclosed: or Invoice me at above address (before convention)

in Month: _____ Year: **2013**

or Charge My: MasterCard Visa American Express Discover

Account # _____ Exp. Date _____

Signature _____ Date _____

Please print, sign, make checks payable to WPMA and return to: WPMA, PO Box 571500, Murray, Utah 84157-1500
• Fax: (801) 262-9413 • Website: www.wpma.com/washington