



# Making a Difference in Our Level of Success

**What a wild ride we have had for the last several months with all the election hoopla!** Some people are happy, some are sad, and hopefully some are moving to Canada. This election year has been like none I have ever seen before, or hope to ever see again. Hopefully, our President Elect can deliver on his promises, and was not just spouting off to win votes using his showmanship. I believe President Elect Trump appealed to a lot of people because he seems like he can relate to the common U.S. citizen who is fed up with the Federal government's waste and failure to step up to the plate to deal with the real challenges we have in this country, like the \$20 Trillion-dollar debt government just keeps kicking down the path for someone else to deal with. I hope he does put the United States first and quit giving all our money to others. I hope he addresses the illegal alien issue in a fair and equitable way. It should not cost \$12,000 in fees to become a citizen. We need to address those in this country before we take more on. At any rate, we need to strap in, buckle up, and hang on for the ride of our life. I believe it will be a great ride, but rough in spots. The United States' election process is what makes this nation great, and I appreciate the freedom to vote my conscience. This is a great way to start the Holiday Season.

The holidays remind us to be thankful for the blessings we have - the past successes, our current opportunities and challenges, and the future rewards we seek. The closing of a year is a great time to make plans for the upcoming year, to meet our current goals or simply redefine them to meet our needs, so we can get the most out of life.

Reflecting on the past year, I have been fortunate to travel to all the WPMA states and talk to many of our members about their business, and the successes and the challenges being faced by our industry. Some of these challenges are the high price of petroleum products, increased strains on credit, ever-changing federal and state regulations, and the numerous mergers and acquisitions. I believe challenges make us stronger and more efficient. They make us review what we are doing, and help us play at the top of our game to give us a competitive edge.

I think challenges are opportunities to grow, and we should be thankful we have them so we don't become too complacent. Life is a journey to enjoy, with no defined destination but the one we envision. Too many times we focus on the result (which is important because it meets our goals), but we tend to look back at the end and wonder how we got here, and how we missed out on the journey.

As the year ends, our thoughts turn to those who have made our progress possible. At WPMA, the progress we have made this past year has come through the support of our great members. I have never seen an industry with such fierce competition, yet with such camaraderie between individuals as I have seen in the petroleum industry. Quite simply, WPMA members make the difference in our level of success. We may have a great trade show, we may have been successful in our lobbying efforts, and have grown our membership, but without members willing to give countless hours of service, the association would not be a success.

As I reflect on the past year, I hope we can all say that we are better off now than we were a year ago. The WPMA staff and I wish to express our appreciation for your goodwill, the very foundation of business success. In the spirit of friendship, we send you our hope for a continuing positive business relationship, and **our best wishes for a pleasant holiday season.**



WPMA CEO,  
 Gene Inglesby

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