

# 2017 IPM&CSA Fall News

## CONVENTION & TRADE SHOW August 2-4

*We enjoyed fun activities, got in some socializing, learned a few new tricks* to take back to our businesses, and did it all with lovely weather in Sun Valley, Idaho. As always, we welcomed a full line-up of great speakers on a broad range of issues important to our industry. Thanks to marketers and their families, suppliers, vendors and friends who joined us for the 2017 Convention and Trade Show to support another successful annual convention.

Members had a packed schedule beginning with a board meeting and opening reception. A day of shooting at the Sun Valley Gun Club, member meetings, trade show, dinner and our signature live auction filled Thursday's agenda. Friday morning closed out our annual meeting with golf at the Sun Valley Resort Golf Course. The Convention wrapped up with golf awards and BBQ. Thanks to the Sun Valley Resort staff for their superior service throughout our event.

**MEMBER MEETING:** We had a full agenda for the member meeting, conducted jointly by outgoing **President Bonnie Grande** of *CityServiceValcon*, and incoming president **Eric Busch** of *Busch Distributors Inc.* Marketers, vendors and suppliers heard an insider's view of our most current issues. Thanks to our speakers for presenting interesting and useful information! We also conducted some organizational business, including electing a new board and officers, and updating our bylaws. Here's an overview of the member meeting:

- **Welcome:** President *Bonnie Grande, CityServiceValcon*
- **Board and Officer Elections:** Outgoing president Bonnie Grande passed the gavel to incoming president Eric Busch when IPM&CSA marketers elected a new board and slate of officers for 2017-2019. Other new officers included Mike Jenson-PMAA Director, Matt Berry - First Vice President and Scott Lynch - Second Vice President. We also welcomed Justin Kerr (*Kerr Oil*) as a new board member from North Idaho. It's great to see the new generation moving up in our organization.
- **Bylaws Updated:** Marketers also voted to accept updated bylaws for IPM&CSA. Our organizational documents are now aligned with current practices and operations. The changes were largely "housekeeping" in nature. The new bylaws now include the correct organizational name, meeting dates and officer descriptions, as well as setting out procedures for marketer notification and voting.

### **PRESENTATIONS & INDUSTRY ISSUES:**

- **Energy Industry Update:** – *Prentiss Searles, American Petroleum Institute (API), Marketing Issues Manager*
- **Letting Go and Preparing for Your Succession:** – *Mitch Vandiver, Strategies Inc., President*
- **Building Business in Volatile Times – Hedging and Risk Management** – *Elaine Levin, Powerhouse, President*
- **Political Disruption – Energy Policy and “Draining the Swamp”** – *U.S. Senator Larry Craig (Retired)*
- **Own It! Managing your Brand, Media and Marketing** – *Dave Workman, Idaho Lottery, Public Information Specialist*
- **Drive S.A.F.E** – *Ryan Crawford, Federated Insurance, Regional Marketing Manager*

Speaker presentations will be available on the WPMA website, under the 2017 Idaho Convention.

**THE MAIN EVENT:** The Trade Show Reception filled the room and Team Lottery ran the raffle where a number of great prizes were given away to the lucky winners. Raffle rules required all participants to visit all the trade show booths in order to participate. Raffle prizes included lots of fun items for partying, traveling, camping, and cooking with your friends and families.

*Thanks to Coremark for sponsoring this year's raffle prizes.*

Thursday evening brought IPM&CSA's dinner and a live auction to cap a wild evening. Featured guests included Forde Johnson, Chairman of the PSTF with his wife Karen, and Bonnie Grande. WPMA President Ron Berry provided an overview of the National WPMAEXPO in Las Vegas. Eric Busch and Brett Adams shared the stage with IPM&CSA board members to run the evening's action, including shooting awards, bead game, and our signature auction. Ken Chambers, our returning cowboy auctioneer always makes the evening a great show and helped us raise more than \$30,000. Claire Hodge won the bead game (again)! This time instead of a puppy, we hope her \$1000 goes to her scholarship fund! A good time was had by all and thanks to all who contributed skiing, fishing, basketball, football and golf trips, in addition to jewelry, handbags and other interesting items.

**Distinguished Service to our Industry!:** Petroleum marketers, as a group, have always included individuals who contribute their time and resources to the betterment of our industry. We see this throughout the country at all levels of our organization – state, regional and national. Idaho is no exception, and we were very pleased to honor two outstanding individuals for their service to IPM&CSA and

the industry in Idaho.

Forde L. Johnson, Chairman, Petroleum Clean Water Trust Fund— Our industry owes a big debt of gratitude to Forde Johnson for his many years of service as chairman of the Petroleum Clean Water Trust Fund Board, commonly referred to as the PSTF. As an insurance specialist from a marketer family, Forde was instrumental in drafting Idaho's legislation to provide financial assurance for USTs, as required by federal law. Idaho's program is a striking success story (especially compared to other states), and we can thank Forde, to a very large degree, for helping create a successful insurance program that protects tank owners, the environment, and the public. IPM&CSA was pleased to present Forde Johnson with a distinguished service award for his role in crafting the PSTF.

Bonnie Grande, CityServiceValcon – We thank Bonnie for her years of service with IPM&CSA and we have adopted her as an honorary "Idahoan." She has contributed countless hours and all of her energy to Idaho's organization. CityServiceValcon is a Montana company doing business in Idaho. We thank CityServiceValcon and Bonnie for their consistent support of Idaho and all the states where they operate. Bonnie received a well-deserved standing ovation!

*Special thanks to Eric Busch, Brett Adams, and Bob Coleman for their help with coordinating auction items and evening events.*

### **CONGRATULATIONS TO THE FOLLOWING IPM&CSA WINNERS!**

**SHOOTING EVENT** at the Sun Valley Gun Club:

**1st Place Trap:** – (Keynote) Prentiss Searlis, API

**1st Place Clays:** – Steve King, LEPCO

*Special thanks to Brett Adams for coordinating the shooting event.*

**GOLF TOURNAMENT** at the Sun Valley Trail Creek Golf Course:

#### **First Place:**

Matt, Amie & Jessica Berry – Berry Oil

Adam Noble – Federated Insurance

#### **Second Place:**

Jim Lynch – Lynch Oil

Dirk Cooper – Hi Noon Petroleum

Brett Currin and Jack Barger – Sinclair Oil Inc

**Women's Long Drive:** Amie Berry – Berry Oil

**Men's Long Drive:** Matt Berry – Berry Oil

#### **Closest to the Pin Awards:**

# 4: Dana Jensen – Bingham Cooperative

# 6: Bob Michaelis – Alta Computer Services LLC

#10: Jessica Berry – Berry Oil

#17: Mike Belcher – Tesoro

#### **2017 GOLDEN CARTS – King of the GOLF HILL for the Day**

Matt, Amie & Jessica Berry of Berry Oil and Adam Noble of Federated Insurance

*Special thanks to Brett Adams (Adams Petroleum) for coordinating the golf event at the Sun Valley Golf Course. And thanks to all our hole and tee sponsors for their support. Thanks also to Goodie Bag sponsors: Capitol Distributing/Jackson Energy and Federated Insurance.*

## **VIEW 2017 EVENTS:**

**PAC Golf Outings:** HUNTSMAN SPRINGS - Thursday, August 30th, in Driggs, Idaho (Ron Berry 208-456-2271)

## **SEE YOU NEXT YEAR:**

**August 8-10, 2018 at the Coeur d'Alene Resort, Coeur d'Alene, Idaho.**

Hold the date for a family vacation in beautiful Coeur d'Alene Idaho. You will want to bring friends and family and stay awhile!

<http://www.cdaresort.com>