

## **Meet Mike Sullivan - UPMRA President 2015-2017**

On July 1, Mike Sullivan, owner/operator of Mike's Chevron in Orem will become president of UPMRA after serving on the State board for the past seven years.

Mike began his career in 1977, when Chevron Products Company hired him as a tanker driver, delivering fuel to Chevron company owned locations, and other commercial accounts. Mike "stayed alive" for twenty years with Chevron, until in 1996, Chevron announced its plan to eliminate the traditional direct serve method of distribution, which meant Mike's job was eliminated.

In 1996, Mike decided to enter the convenience store business, since he knew how to drive a truck, loved fountain drinks, and had built a bookcase in 8th grade wood shop, he believed that prepared him for his new career path. So he found a partner, mortgaged the house, spent his retirement/savings and acquired a construction loan.

He built his first store in 1998 on the corner of 7200 West 3500 South, in West Valley City. And four years later, he built a second location on the corner of University Parkway and Geneva Road, in Orem. After operating both locations for approximately 5 years, Mike sold the West Valley location (2007), and currently operates the Orem location, branded Chevron.

"I was extremely fortunate to have been surrounded by some very kind people already in the business, who were very generous with their time, knowledge and experience. I have since come to know that this business is full of wonderful professionals willing to offer direction and support when called upon," Mike states.

"I also had the great fortune of a wonderful partner/mentor who became a close personal friend as the years have passed. Most importantly, I would not have succeeded without the support and patience of my wonderful wife who kept saying "you can do it"."

Mike and his wife Cindy, have been married 27 years, and live in Cedar Hills (Utah County), they have six children: two together, and six grandchildren.

"It certainly has not been easy. as is generally the case, good things require hard work, sacrifice, pain and a little luck along the way. And I have been blessed with a good measure of each."

Mike's primary goals as UPMRA president will be to:

- Increase membership, especially among retailers, through education, concerning the value and great things UPMRA has and will accomplish on their behalf.
- Further educate myself and current members, regarding the challenges and obstacles that our industry members face, and assist in every way possible to

bring about positive change.

“One person can make some difference, but *many*, united, can bring about real and meaningful change. Thank you for the opportunity to serve. Thank you for your support and I look forward to our relationship over the course of the next few years.

## **Meet Carl Hunt – UPMRA Vice President 2015-2017**

Carl and Dee Ann Hunt have been married for 33 years and have five children. Four children are married and have given them seven grandchildren. Their youngest son is still at home and going to be a senior in high school next school year.

Carl has been in business for 30 years. His dad and he, started the business together in 1985 when they had the opportunity to buy the transportation portion of a small distributor in San Juan County, where they live. “The business included two transports, Dad drove one, and I drove the other.”

Several years later, that distributor was bought out by a larger one from Arizona, and they asked Carl to work for them and run their bulk plant in Monticello, where Carl worked for six years, learning the jobber business. “The time came when we had different ideas about the way things should be done, so we parted ways, or in other words, they fired me,” states Carl.

“In May of 1997, the day after being fired, I went out and bought a \$50.00 desk at a yard sale, put it in our office in Blanding and started selling fuel. Since I had the experience and knew the customers, it was just the natural thing to do. So here we are today, still doing what we started out to do that day.”

“I like to think of our community as not just Blanding but all of San Juan County, Utah. It’s just a great place to live and raise a family. Obviously what makes a great community are the people that live there and the good things they do. I like to tell people that we are the other southern Utah, and the best one that they don’t know.”

You might not know that Carl has a great love for music, and sings in a group with three other guys, who have been performing together for 26 years. They call themselves the Elk Ridge Boys, a name taken from the mountain range west of Blanding.

Of course many things have changed in the petroleum business that is always evolving, and Carl’s dad is no longer with us, and Carl still loves that no two days are ever alike; each one presents its own unique set of challenges.

Carl has served on the UPMRA board twice, for three years in the late nineties, before business demands forced him to resign. Some seven years ago, Carl rejoined the board and has said what a great experience it has been so far for him to serve on our board and

to serve with so many dedicated individuals that are all passionate about what we are trying to accomplish.

“I look forward to the opportunity to be involved with UPMRA on a different level and working with Mike Sullivan, our incoming President. My current goal for UPMRA is to continue our fight to get government to work better with us instead of against us.

### **UPMRA Donate \$2,500 to Scholarship Fund!**

Thank you UPMRA and its members who bought WPMA Scholarship Foundation Raffle tickets at the WPMA Convention in Las Vega. Together, we donated over \$2,500 to support State scholarship winners!

(Christine, please add the picture of Shane Kellerstrass and me with a raffle ticket (y'all sent it to me).