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## "Happy Holidays"

*I think challenges are opportunities to grow,* and we should be thankful we have them, so we don't become too complacent, letting life pass us by. Life is a journey to enjoy with no defined destination but the one we envision. Too many times we focus on the end 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.

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 negative effects of oil speculation, 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 work at the top of our game to give us a competitive edge.

As the year draws to an end, our thoughts turn to those who have made our progress possible. At WPMA, I know the progress we have made through the year has been made through the support of our great members. I have never seen or worked in 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.

The holidays remind us to be thankful for the blessings we have - the past successes, our current challenges which help us to be stronger, the present opportunities and the future rewards we all seek. As we review the past year, hopefully we can say we are better off now than we were a year ago. The closing of a year is a great time to structure our plans for the upcoming year to meet our goals or simply redefine them to meet our needs, so we can get the most out of life.

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.