

Salute to a **Great Year**

This has been a fantastic year for WPMA and our State Associations. We just concluded our last state event of the year in Honolulu, Hawaii with the Hawaii Energy Marketers Association golf fundraiser. We had thirty-two golfers and a lot of sponsors for the event. I would like to give a special thanks to IES Retail LLC and Al Chee for providing the goody bags with lunch. The sandwiches were very tasty. Thanks again. I would like to thank all the other sponsors for the event. The money we raised will help HEMA and its members achieve their association and lobbying goals for the group.

Earlier this year we had all our state fundraisers, golf tournaments, and state conventions and trade shows. All our events had an up-tick in attendance and the networking was outstanding for all those in attendance. This year it seemed like all events were a celebration of gatherings.

Our association make-up is changing as all things do in life. We are experiencing consolidations and buyouts. As an association we are changing too, because we must if we are going to survive like all our members. The good news is we have a great association with members who are educating the new companies coming into our markets on how our association can help make them more knowledgeable and aware of information about our industry. We will keep them informed about issues to help them become more effective and efficient.

After going to Hawaii (which was sunny and eighty-five degrees every day) for the HEMA golf fundraiser, I returned home to cloudy skies and forty-two degrees, and I woke up the next morning with a snow-covered lawn. Winter has made it to Utah. We're off to a good start for snow skiing, as most of the resorts like Snowbird, Alta, and Solitude have received 24" or more of the greatest snow on earth.

With all the snow and cold, I am either getting in the holiday mode or packing to move to Hawaii — time will tell. The Holiday season reminds me to be thankful and grateful for the blessings I and my family have received over the years; our past successes, our current challenges, our present opportunities and the future rewards we seek. 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.

Reflecting on the past year, I was fortunate to travel to all the WPMA states and talk to many of our members about their business, their successes, and the challenges being faced by our industry. Some of these challenges are the high price of petroleum products, increased strains on credit, and ever-changing federal and state regulations. 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, 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 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 draws to a close, 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. 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 look forward to the new 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.



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