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OHIO  PROPANE GAS ASSOCIATION

KICK-OFF 2018

70TH ANNUAL
SUMMER
CONVENTION
AUGUST 5-7
COLUMBUS, OHIO





KICK-OFF 2018!

Join us for the 70th Annual OPGA Summer Convention, August 5-7, at the Hilton Columbus/Polaris. The OPGA Convention will provide valuable propane-focused education, as well as opportunities to network with industry colleagues.

This year's convention will fill your playbook with tools and resources to kick off the next propane season and make it a record-breaking winner. Bring a guest or your family and enjoy Columbus, as well as the many activities at the convention.



SPONSORSHIP
The OPGA Summer Convention offers many opportunities to showcase your products and services. For more information, visit the convention page at chiopropanegas.org.

SCHEDULE OF EVENTS

SUNDAY, AUGUST 5

1:00 p.m. – 5:00 p.m.

Convention Registration and Silent Auction

The Silent Auction will be open for bidding beginning at 1:00 p.m. on Sunday and will conclude at 7:00 p.m. on Monday. The winners will be posted during the dinner on Monday evening. All proceeds benefit the OPGA Scholarship Program. If you would like to donate an item, please contact Rosie Buschur at rbuschur@mcmahansbottlegas.com or complete the Silent Auction section of the convention registration form.

12:00 p.m. – 2:00 p.m.

Executive Committee Meeting

2:15 p.m. – 3:15 p.m.

Committee Meetings

3:30 p.m. – 5:00 p.m.

Annual Membership Meeting

6:00 p.m. – 9:00 p.m.

Welcome Reception and Dinner

The convention will kick off with a tailgate-themed reception and dinner on the patio. Catch up with friends and colleagues. This relaxed evening will include music, lawn games and tastings of Ohio's finest beer and wine. Don't forget your team spirit! Wear your favorite team.

Purchase your ticket for the Ohio Propane PAC Reverse Raffle! Only 60 tickets will be sold for a chance to win \$1,000, in addition to many other prizes. Winners will be drawn at the end of the evening.

MONDAY, AUGUST 6

7:00 a.m. – 11:00 a.m.

Convention Registration and Silent Auction

7:30 a.m. – 9:00 a.m.

Breakfast

8:00 a.m. – 9:00 a.m.

Tank Monitors: The Road to 55% Average Fill

Mike Vigliotti, Tank Monitor Sales Specialist, Bergquist Inc. and Derek Montgomery, Great Lakes Region Solutions Manager, WESROC
This presentation will show the benefits of tank monitoring and the options available.

9:00 a.m. – 10:00 a.m.

Customer Service: Walk the Talk and Talk the Walk

Bob Herron, Safety, Training and More LLC

This session will address important issues that you should be reviewing with your employees, such as duty to warn, calls about leaks or out of gas, propane odor (scratch and sniff test for employees) and more! The acting of scripted case studies will also be included to demonstrate how you can better prepare your employees for key customer service calls.

10:00 a.m. – 10:15 a.m.

Break

70TH ANNUAL SUMMER CONVENTION AUGUST 5-7 ★ COLUMBUS, OHIO

10:15 a.m. – 11:15 a.m.

New Tools to Help Marketers Manage Price Volatility

*David Thompson, CMT, Executive Vice
President, Powerhouse*

Propane marketers face ever-increasing competition. Market volatility can turn yesterday's great price into a disaster just a few days later. Marketers must find effective solutions to these challenges.

Attendees will leave this session with up-to-date knowledge of the newest hedging and risk management tools available, including an easy to use web-based platform. Marketers will learn how to build a market sales campaigns that incorporate hedging tools to protect their margins and grow their business.

11:15 a.m. – 12:00 p.m.

Learn How to Make a Sale Without Giving a Price

*David Lowe, Sales Consultant, Pro
Image Communications*

This technique will allow companies to promote their value rather than their price. Attendees will learn how to

make a sale without giving a price and allow them to see how these calls can be altered to provide the caller with the necessary information to make a better educated buying decision. The session will allow attendees to be walked through a review of a sample script that enables them to make sales without providing a price first.

12:00 p.m.

Free time to visit Columbus.

12:30 p.m. – 4:00 p.m.

Ohio Stadium Tour

Go behind the scenes at the Ohio Stadium on a guided tour that takes you inside the storied history of Buckeye Football. During a tour of Ohio Stadium, you will have an exclusive look at some of the most treasured spaces in Ohio Stadium. Transportation will depart from the hotel at 12:30 p.m. A box lunch will be provided. Pre-registration is necessary.

6:00 p.m. – 7:00 p.m.

President's Reception

7:00 p.m. – 9:00 p.m.

Dinner and Awards Program

We will honor the outgoing leaders and install new officers and board of directors. Special awards and scholarships will also be presented.

TUESDAY, AUGUST 7

8:00 a.m. – 9:00 a.m.

Breakfast

9:00 a.m. – 10:30 a.m.

OPGA and NPGA Legislative and Regulatory Update

11:30 a.m.

Bob Moll Memorial Golf Outing at Bent Tree Golf Club

The Annual Bob Moll Memorial Golf Outing will be held on Tuesday, August 7 beginning at 11:30 a.m. The registration fee includes golf with shared cart, lunch and beverages. Winners will be announced at the course immediately following. Pre-registration is necessary.





REGISTRATION

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REGISTRANT

Membership Status: Marketer Supplier Member Non-Member

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email *(confirmation sent via email only)* _____

SPOUSE/GUEST *(not employed in propane industry)*

Name _____

CHILDREN *(please use a separate page if bringing more than two)*

Name _____ Age _____

Name _____ Age _____

CONVENTION REGISTRATION PACKAGES *Includes all programs and planned meal functions. Golf Outing not included.*

ON/BEFORE JULY 20, 2018

- 1. **Complete Package** Member \$210 Non-Member \$285 \$ _____
- 2. **OPGA Past President (retired)** Past President \$0 \$ _____
- 3. **Spouse/Guest Package** Spouse of Member/Non-Member \$165 \$ _____
- 4. **Child Package** Age 13 and over \$165 Ages 4-12 \$90 Age 3 and under \$0 \$ _____

AFTER JULY 20, 2018

- 1. **Complete Package** Member \$285 Non-Member \$360 \$ _____
- 2. **OPGA Past President (retired)** Past President \$165 \$ _____
- 3. **Spouse/Guest Package** Spouse of Member/Non-Member \$240 \$ _____
- 4. **Child Package** Age 13 and over \$205 Ages 4-12 \$130 Age 3 and under \$0 \$ _____

OPTIONAL EVENTS *Please indicate the number of registrants attending the following events. All events below are included in the registration fee.*

- Sunday Business Meetings**
- Sunday Welcome Dinner** Adults/Child Over 13 _____ Child 4-12 _____ Child Under 3 _____
- Monday Continental Breakfast** Adults/Child Over 13 _____ Child 4-12 _____ Child Under 3 _____
- Monday President's Reception and Dinner** Adults/Child Over 13 _____ Child 4-12 _____ Child Under 3 _____
- Tuesday Breakfast Buffet** Adults/Child Over 13 _____ Child 4-12 _____ Child Under 3 _____

PLEASE COMPLETE REVERSE SIDE >>

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REGISTRATION PAGE 2 OF 2



BOB MOLL MEMORIAL GOLF OUTING: TUESDAY, AUGUST 7

\$99 per person includes lunch, two drink tickets, greens fees for 18 holes and shared cart.

1. Name _____ Handicap _____ \$ _____

Please pair me with:

1. Name _____ Handicap _____ Registered separately \$ _____

2. Name _____ Handicap _____ Registered separately \$ _____

3. Name _____ Handicap _____ Registered separately \$ _____

OHIO STADIUM TOUR

\$40 per person includes transportation, box lunch and tour of the stadium.

1. Name _____ \$ _____

2. Name _____ \$ _____

3. Name _____ \$ _____

4. Name _____ \$ _____

PAC RAFFLE *Payment must be by personal check or credit card*

I will bring prizes for the Ohio Propane Reverse Raffle I want to purchase _____ reverse raffle tickets at \$100 each \$ _____

Contact me for personal credit card payment

SCHOLARSHIP FUND/SILENT AUCTION

I will bring a gift donation for the OPGA Silent Auction I will make a monetary donation to the OPGA Scholarship Fund \$ _____

Description of Donated Item _____

SPECIAL REQUESTS

Please indicate here if you are disabled, require special services or have dietary restrictions. _____

PAYMENT VISA MasterCard American Express Check # _____ **Total Amount Due \$ _____**

Card Number _____ Exp. Date _____ CVV _____

Cardholder Name _____ Signature _____

Billing Address (if different from above) _____

Refund cancellations must be received by July 20, 2018 to receive a refund minus at \$25 processing fee. No refund granted after July 20, 2018.

Fax registration with credit card information to 517.485.9408 or send with check payable to OPGA to:
 OPGA | 605 N. High Street, #214, Columbus, OH 43215 | P 844.454.5338 | F 517.485.9408
 To ensure registration is received prior to the convention, please do not mail registration form after July 20.



605 N. High Street, #214
Columbus, OH 43215
www.ohioprogas.org



LOCATION AND ACCOMMODATIONS

Hilton Columbus/Polaris
8700 Lyra Drive
Columbus, OH 43240

The Hilton Columbus/Polaris is offering a special rate of \$159 for the Summer Convention. To make reservations, call 614.885.1600 and mention the OPGA Convention. To ensure this rate, please make your reservation by July 5.

Plan your trip to Columbus by visiting Experience Columbus at www.experiencecolumbus.com.



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