

Spring 2011



National Petroleum Energy Credit News

Meeting petroleum energy credit professional accredited educational and networking needs since 1935.

Message from the President

I am getting excited! It's almost time for our annual conference and it seems the same topics are of interest – the economy, is the recession almost over? banking issues; and the four-letter word in credit – bankruptcy. Our jobs as credit professionals continue to be challenging which makes it more important than ever to belong to the National Petroleum Energy Credit Association - a credit organization that encourages networking and offers educational and up-to-date information on current issues facing our industry and profession.

“You won’t be disappointed!”

Discussing the economy, industry, and ideas to handle the current crisis with our peers helps everyone perform their jobs better. You can get a great deal of information without violating anti-trust regulations. The NPECA Program Committee has brought together a great mix of educational sessions for the San Diego conference, and as always networking opportunities abound. See the following articles in the newsletter for details on the sessions and speakers that will be featured. You won't be disappointed!

NPECA strives to keep costs low as we understand that most companies are watching expenses and travel budgets. However, with the great slate of speakers and sessions that we have to offer, we trust this will help justify the expense to your management. We are looking forward to a great conference and good attendance.

I have thoroughly enjoyed representing you as the NPECA President this year. Working with the Board, Don Staley and Carolyn Pickens on the conference agenda has been such a rewarding experience. We have a lot in store for you so if you have not done so, please



visit the Cvent site and register or contact Don Staley at Npeca@aol.com for assistance. I know I am excited to see everyone and to hear our keynote speaker as well as attend the sessions. The problem will be making a decision on which ones to attend – they all sound great! I hope to see you in San Diego – I'm ready for some sunshine!

Regards,
Trudy Eddington
NPECA President 2010-2011

Catch the Credit Wave

The 74th Annual NPECA Conference begins Saturday, April 16, 2011 and wraps up on Tuesday, April 19, 2011 at 1:00 PM. There's still time to register online. Simply click on the link below:

[NPECA Convention Link](#)

Westin Gaslamp Quarter
910 Broadway Circle
San Diego, California 92101
Hotel Phone: (619) 239-2200



Find us on the Web
at www.NPECA.org



Conference Agenda

Saturday, April 16, 2011

11:00 AM - 5:00 PM
Conference Registration

2:00 PM - 4:00 PM
Board of Directors Meeting

5:00 PM - 6:00 PM
New Member Reception

6:00 PM - 7:15 PM
The Beach Boys
Welcome Reception

7:15 PM - 9:00 PM
Southern California
Casino Night

9:00 AM - 3:00 PM
Spouse's Tour

10:00 AM - 10:30 AM
Refreshment Break

10:30 AM - 11:30 AM
Global Perspective

12:00 PM - 1:15 PM
Lunch

1:15 PM - 2:30 PM
Banking Relationships

1:15 PM - 2:30 PM
Bankruptcy Basics

1:15 PM - 2:30 PM
Measures of Performance and
Management Reporting

1:15 PM - 2:45 PM
Retail Credit Card Session

2:30 PM - 3:00 PM
Commercial Refreshment Break

2:45 PM - 3:15 PM
Retail Credit Card
Refreshment Break

3:00 PM - 4:15 PM
Manage the Risks and
Collect the Rewards

3:00 PM - 4:15 PM
Preferences - What are they and
how do you defend against them?

3:00 PM - 4:15 PM
Recent Development in Energy
Derivatives Risk Management

3:15 PM - 4:45 PM
Retail Credit Card Session

4:30 PM - 5:30 PM
Board of Directors Meeting

6:30 PM - 7:30 PM
President's Reception

7:30 PM - 9:30 PM
President's Banquet

8:30 PM - 9:00 PM
After Dinner Entertainment

9:00 PM - 11:00 PM
D & B Hospitality Suite

Tuesday, April 19, 2011

7:00 AM - 8:00 AM
Continental Breakfast

7:00 AM - 8:00 AM
Past President's Breakfast

8:00 AM - 9:00 AM
Retail Credit Card Session

8:00 AM - 9:30 AM
Beware the Rip Current - Contract
Issues That Take You Off Course

8:00 AM - 9:30 AM
Management and Leadership

8:00 AM - 9:30 AM
Security Instruments:
What's in Your Wallet

9:00 AM - 10:00 AM
Retail Credit Card Session

9:30 AM - 10:00 AM
Commercial Refreshment Break

10:00 AM - 10:30 AM
Retail Credit Card
Refreshment Break

10:00 AM - 11:30 AM
Asphalt Panel

10:00 AM - 11:30 AM
Early Detection
Lessons Learned Panel

10:00 AM - 11:30 AM
What's in the Future for Banking

10:30 AM - 11:30 AM
Retail Credit Card Session

11:30 AM - 1:00 PM
Installation Lunch

Sunday, April 17, 2011

7:00 AM - 2:30 PM
14th Annual Golf Tournament

7:00 AM - 2:30 PM
Golf Rental Clubs

8:45 AM - 2:30 PM
San Diego Zoo Tour

11:00 AM - 3:00 PM
Conference Registration

3:00 PM - 4:30 PM
Bankruptcy Update
and Open Forum

3:00 PM - 4:30 PM
Retail Credit Card Session

Monday, April 18, 2011

7:00 AM - 8:00 AM
Buffet Breakfast

7:00 AM - 8:00 AM
Late Conference Registration

8:00 AM - 9:00 AM
General Session

9:00 AM - 10:00 AM
2011 - Transition at Last?

Catch the Credit Wave

This year's conference theme, "Catch the Credit Wave," provides a comparison to the ever increasing challenges and financial decisions in the administration of credit with the unceasing number of waves on the California beaches. By having the latest technology and up to date information available, you will have the tools to "catch" the wave instead of tumbling into the ocean of credit issues.

The program is outstanding and will include numerous educational sessions addressing the critical issues facing the industry. The NPECA has also responded to member requests regarding the educational session topics. The primary purpose of the conference is education. However, the agenda will include time for fun, fellowship and networking opportunities.



lakes comes into play on 13 of the 27 holes. The course is designed to be a pleasure for all skill levels. Transportation from the hotel will be provided in a Deluxe Motorcoach for the 15 minute ride to and from the course.

For those of us who don't golf, please consider an exciting trip to the world renown San Diego Zoo! Buses will depart the Westin Gaslamp in the morning for a short ride to Balboa Park and the San Diego Zoo.

We will arrive at the Zoo at opening time and immediately embark on a Special Behind-the-Scenes tour that will include a train ride around the 100 acre zoo, which features over 4,000 animals or more than 800 species, and an up close and personal encounter with a special animal at the zoo. After that, the group will be free to



roam the zoo for a few more hours of exploring and then the buses will pick everyone up in time to



arrive back at the hotel for the afternoon session. If you have never been to the San Diego Zoo, you do not want to miss this chance! Comfortable walking shoes are recommended! Cost, which includes transportation, admission, and a special tour is only \$90 per person. Please sign up in advance through your registration or via Don Staley.



As is our tradition, we will have welcoming reception on Saturday Night. This years theme is "The Beach Boys". The reception will be followed by a casino night, where we guarantee the odds are better than you'll find in Vegas.

There are two main networking events set for Sunday, April 17, 2011. The 14th Annual Golf Tournament of the NPECA will be played at the fabulous Riverwalk Golf Club. Ted Robinson and Ted Robinson, Jr. designed this 27 hole Championship Course featuring



undulating fairways, waterfalls and well protected bent grass greens. The San Diego River and one of the four

Location, Location, Location

The 74th Annual NPECA Conference will be held at The Westin Gaslamp Quarter Hotel. The hotel is adjacent to the Horton Plaza Shopping and Entertainment Complex, which is in the heart of Downtown San Diego, just minutes from the convention center, the historic Gaslamp Quarter and all of San Diego's best attractions, like the San Diego Zoo and Sea World. Guest rooms at The Westin are spacious and complete with thoughtful touches.



The Westin Gaslamp Quarter Hotel



The USS Midway Museum is an unforgettable adventure. Explore more than 60 exhibits with a collection of 27 restored aircraft. Located in downtown San Diego. <http://www.midway.org>.



San Diego's beachfront amusement center welcomes you. Located steps from surf and sand in Mission Beach, Belmont Park offers everything

San Diego Attractions

The San Diego Zoo is recognized as one of the best zoos in the world. If you have not visited, it is a must before you leave San Diego. For more information, go to www.sandiegozoo.org.



Balboa Park is an accumulation of visitor attractions of Arts and Culture: Museums, Theaters, Gardens, Restaurants, Shopping, Recreation and the world famous zoo. www.balboapark.org

The Maritime Museum of San Diego enjoys a worldwide reputation for excellence in restoring, maintaining and operating historic vessels. The museum has one of the world's finest collections of historic ships, including the world's oldest active ship, "The Star of India."



www.sdmartime.org

The San Diego Padres baseball team will not be in town during the conference. However, if you are coming early or staying after the conference, check the schedule at: <http://sandiego.padres.mlb.com>

from rides and games to shopping and oceanfront dining-something for the entire family. In addition to traditional amusement park rides, Belmont Park features the latest in family entertainment including simulated waves, a state of the art gaming center, a traditional arcade, plenty of shopping opportunities and eateries serving everything from food court style corn dogs, pizza, ice cream and churros to sit down dining featuring Mexican and Seafood. Parking and admission to the Park are free.



Seaworld of San Diego where all shows, exhibits, aquariums and rides (with the exception of Skyride and Skytower) are included with park admission. Advance reservations can be made at <http://www.seaworld.com>

Old Town is a cultural oasis that reflects the era of 1821-1872, with a festive atmosphere, unique shops, authentic restaurants, and open courtyard markets. www.oldtownsandiegoguide.com



Membership Drive

We are always encouraging our members to recruit new, Regular or Associate, members. As a Regular or Associate member you can encourage other energy credit professionals to renew and/or join the NPECA. When you recruit a new member you and your new recruit become eligible to win one of the following prizes, which will be awarded during our annual conference.

New Member Prize – \$100 Recruiter Prize – \$100

The New Member Prize will be awarded, by draw, to a new Regular or Associate NPECA Member for 2011, provided they have paid their annual dues prior to the beginning of the conference.

The Recruiter Prize will be awarded by draw to a member that has recruited a new Regular and/or Associate NPECA Member for 2011 prior to the beginning of the conference.

Be sure the new members you recruit include your name in the 'Referred By' section of the membership application. Membership applications can be found on our web site at www.npeca.org. The more new members you recruit, the more chances you have to win one hundred dollars! You do not need to be present to win. The drawings will take place during the Monday morning general session.

We thank you in advance for your renewed membership and continued support to help grow the National Petroleum Energy Credit Association.

2010 - 2011 Scholarships Awarded

The Jerry Dean Memorial Scholarship was awarded to;

Brooke Ferguson

Daughter of Shawn Ferguson, Flying J, Inc.

The \$750 NPECA General Scholarships were awarded to;

Connor Anderson,

Son of Joel Anderson, Total Petrochemicals USA

Eleni Davino,

Daughter of Mike Davino, Mansfield Oil Co.

Michelle Gabossi

Daughter of Lorree Gabossi, Frontier Refining & Marketing

Amanda Haecker,

Daughter of Jerry and Belinda Haecker, Tesoro Corporation

Jeffrey Macha,

Son of Mark Macha, Pro Petroleum

For scholarship information, go to our website at www.npeca.org

The winners of the 2011-2012 scholarships will be announced at the annual conference, in San Diego.

Committee Assignments 2010 - 2011

Advisory, Nominating & Elections

Chairperson, Rob Saunders
Pam Green
John D. Maxey
Wanda Stevens

Associate Members

Chairperson, Rhonda R. Buras

Audit

Chairperson, Carolyn Pickens
Mary Minor
Thomas W. White

Bulletin

Chairperson, Mark Macha

Education

Chairperson, Christian Leiser
Laura Brown
Kelsea Dykes
Trudy Eddington
Virginia Flores
Pam Green
Michelle Huber
Amy M. Johnson
Lorrain L. Mann
Mark Ogan
Carolyn Pickens
Chris Purdum
Mark Rittenour
Gerardo Soto
Craig R. Sperry
Steve Soule'
Bryan Stefka
Mike Swillo
Delia White
Steve White
Netasha Williamson

Membership

Chairperson, Pam Green
Jake Amundson
Laura Brown
Rhonda Buras
Trudy Eddington
Terry Faber
Shawn Ferginson
Crystal Fish
Lorrain Mann
Chris Purdum
Robin Tricketl

Program

Chairperson, Carolyn Pickens
Laura Brown
Rhonda Buras
Kelsea Dykes
Trudy Eddington
Terry Faber
Paul Grolemond
Frank Hernandez
Amy Johnson
Neil Jones
Christian S. Leiser
John D. Maxey
Pat Mountain
Mark Ogan
Steven W. Poehler
Chris Purdum
Rosa Ramirez
Rob Saunders
Bryan Stefka
Wanda Stevens
Delia White

Program - Retail

Chairperson, Danny R. Christian
Kelly Andrus
Agata Kaufman
Kara Kazazean
Robin Tricket

Plaques & Certificates

Chairperson, Mary Minor
Joy Hopkins

Conference Site Selection

Chairperson, Dan Beal
Co-Chair, George Taylor
Trudy Eddington
Terry Faber
Crystal Fish
Jerry Haecker
Amy M. Johnson
Christian S. Leiser
Lorrain Mann
John Maxey
Mac McDonough
Randall O'Neal
Steven W. Poehler
Rob Saunders
Robin Tricket

Special Projects

Chairperson, Kelly Andrus
Angie Burkner
Kara Kazazean
Mary Minor

By-Laws

Chairperson, Dane Williams
Rhonda R. Buras

Historians

Chairperson, Rosa Ramirez
Rhonda R. Buras

Technology

Chairperson, Frank Hernandez