

**ND Petroleum Marketers Association  
Convention & Trade Show**

Delta Hotels by Marriott

1635 42<sup>nd</sup> Street South - Fargo, ND



**Tuesday, October 23**

9:30 – 11:00 **Open for Business – Disaster Preparation & Recovery** – Federated Insurance, Vicki Dawson



The cornerstone to every strong risk management plan is how to prepare and react to the unexpected events outside of a business’s control. Disaster planning will focus on steps a business should take prior to any catastrophe to help ensure expedited recovery and the ability to resume servicing customers as quickly as possible. Operations, employees, key contracts, IT resources, finances, and other aspects will be examined to ensure proper planning is happening every day to prepare for the unexpected.

11:00 – 1:00 **Brand Meeting Lunches** (check with your supplier)

1:00 – 2:00 **The Richest Man in Town** – V.J. Smith Speaker/Author

This talk is based on the life of 'Marty', a memorable man who ran a cash register at Wal-Mart. He was considered rich because he was loved and respected, but most of all, he was content with every aspect of his life, no regrets. Marty's simple philosophies show what happens when you take the time to be kind and compassionate. All that you give, you get back, and more. Audience members will go on an emotional roller coaster ride... guaranteed.



2:00 – 2:45 **Regional Economic Analysis - The Federal Reserve Bank** – Joe Mahon, Director Regional Outreach



Mahon’s primary responsibilities involve tracking several sectors of the Ninth District economy—an area that covers Minnesota, North and South Dakota, Montana, and portions of Wisconsin and Michigan. Sectors he follows closely include agriculture, manufacturing, energy and mining. He holds degrees in economics and journalism from the University of Minnesota.

3:00 – 4:30 **Petroleum General Membership Meeting**

**NDPMA Director Elections**

PMAA Chairman Mark McBride - Cox Oil Company, Union City, TN

Measure 3 Issue Brief – Bob Wefald

Congressman Kevin Cramer – U.S. Senate Candidate

Senator Heitkamp (invited)



5:00 **Social & Live PAC Auction**

7:00 **Chairman’s Banquet**

**Bison Arts Singers**

Evening **Hospitality Rooms**





**Wednesday, October 24**

8:00 – 8:35 **AutoGas 12 Month Demand and Revenue Capture**  
Ed Zogman, ICOM / Gary Goeller, North Star Energy

8:00 – 8:35 **Wax Crystal Formation in Diesel Fuels and Methods to Promote Wax Suspension and Improve Operability** - Clint Graham, ET Products LLC

In cold winter months, temperature changes can drop diesel fuels below Cloud Point (CP) forming wax crystals that can fall to tank bottoms causing a wide variety of issues, including fuel inconsistency, filter plugging, cold start failures, cloud point and CFPP inconsistencies. This discussion will review the phenomenon of wax settling, its causes, how it propagates in the field, and methods for preventing wax fall out and methods for improving fuel stores.



8:45 – 10:00 **The Convenience Industry In Review**

Jared Scheeler, Vice Chairman - Member Services for NACS

From the 2018 NACS State of the Industry Report comes a look back at the industry's performance and with an operator's ideas on how to compete and succeed today and in the future.



10:00 - 3:00 **Trade Show**

*Over 75 vendors will display their products and services*



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United Quality Coop - New Town