

great lakes

PROPANE

CONVENTION

collaborate

convention information

JULY 28-30 • 2020

GRAND RAPIDS, MICHIGAN



Register online at indianapropane.com, mipga.org, or ohiopropanegas.org.

The Indiana, Michigan and Ohio Propane Gas Associations are collaborating to bring you one joint summer convention in 2020. Plan now to attend the first-ever Great Lakes Propane Convention, July 28-30, at the JW Marriott in Grand Rapids, Michigan. Bring your employees! This convention is intended to educate owners, managers, customer service representatives, drivers and technicians. In addition to the education sessions, the conference includes a vendor showcase, golf outing, and awards banquet. Don't miss this unique opportunity to collaborate with your propane colleagues in neighboring states.

accommodations



LOCATION & ACCOMMODATIONS

JW Marriott
235 Louis Street NW
Grand Rapids, MI 48933
616-242-1500

The JW Marriott Grand Rapids is offering a special rate of \$179 for single or double occupancy for reservations made by July 6, 2020. To make reservations, call 877-901-6632.

Allow for the extraordinary to emerge. The JW Marriott Grand Rapids, located in the heart of a burgeoning midwestern city, is considered a world-class hotel for both business and pleasure. The JW Marriott is located in downtown Grand Rapids, Michigan and just 25 miles from Michigan's celebrated West Coast.

Get ready to be wowed! Grand Rapids never fails to surprise visitors with the huge variety of things to see and do. World-renowned art, museums and historic sites for cultural vacationers. World-class golf, recreation and beaches for nature lovers. Incredible farm-to-table restaurants for foodies and wholesome "playcation" fun for families.

It's all topped off by the most vibrant downtown between Chicago and Cleveland - all the benefits of a big city with none of the hassle. Visit experiencegr.com to plan your visit to Grand Rapids.



CONSENT TO USE PHOTOGRAPHIC IMAGES

Registration and attendance at, or participation in, the Great Lakes Propane Convention constitutes an agreement by the registrant to the use and distribution of the registrant or attendees' image or voice in photographs, videotapes, electronic reproductions and audiotapes of such events and activities by GLPC without compensation. GLPC can use the images for promotions in any and all media, whether now known or unknown, GLPC or its successors are exempt from any liability for the use of photographic images. If you do not consent to use, please email mpga@kdfirm.com.

convention schedule

Owners/Managers Drivers/Technicians Customer Service Representatives

MONDAY, JULY 27

12:00 p.m.-1:00 p.m.

Great Lakes Sales Summit Lunch and Registration

1:00 p.m.-6:00 p.m.

Great Lakes Sales Summit

A propane sales training will be offered by the Propane Education & Research Council, in conjunction with the Great

Lakes Propane Convention. Registration is complimentary, however, you must pre-register to attend. Registration is available at <https://propane.com/sales-training/sales-training-summits/>. See page 5 for more details.

4:00 p.m.-7:00 p.m.

Convention Registration

TUESDAY, JULY 28

8:00 a.m.-4:00 p.m.

Convention Registration and Chance Auction

9:00 a.m.-11:30 a.m.

Education Sessions

9:00 a.m.-10:00 a.m.

Supply and Logistics Panel



10:00 a.m.-10:30 a.m.

Break

10:30 a.m.-11:30 a.m.

VW Grant Writing



Introduction to Reinforced Thermoplastic

Tube for Liquid Propane



Active Shooter



11:30 a.m.-1:30 p.m.

Lunch and Vendor Displays

1:30 p.m.-4:30 p.m.

Education Sessions

1:30 p.m.-2:30 p.m.

Mock Trial Case Study



2:30 p.m.-2:45 p.m.

Break

2:45 p.m.-3:30 p.m.

Agricultural Trends

Cathodic Protection and its Role in the Propane Industry



Turn the "What is Your Price?" Call into a Sale



3:30 p.m.-3:45 p.m.

Break

3:45 p.m.-4:30 p.m.

Human Resources & Workers' Compensation



Systems Tests: Why We Do Them and What Happens When We Don't



Social Media



6:00 p.m.-9:00 p.m.

Welcome Reception and Dinner at the Grand Rapids Public Museum

Join us for this extraordinary and unique experience at the Grand Rapids Public Museum overlooking the Grand River. Stroll through museum exhibitions, enjoy live music, food and drinks and even take a memorable ride on their 1928 Spillman Carousel.



WEDNESDAY, JULY 29

7:30 a.m.-10:30 a.m.

Convention Registration and Chance Auction

7:30 a.m.-9:30 a.m.

Breakfast and General Session: NPGA and PERC Update

10:30 a.m.-4:30 p.m.

Great Lakes Propane Cup Golf Outing at Thornapple Pointe

Represent your state and compete for bragging rights over the other Great Lakes States! Transportation departs the JW Marriott at 10:15 a.m. The outing begins with a shotgun start at 11:30 a.m. Additional information and registration is available on page 6 of this brochure.

11:30 a.m.-4:30 p.m.

Off-Site Outing

More information to come!

6:00 p.m.-6:45 p.m.

President's Reception and Chance Auction

Last chance to buy tickets for Great Lakes Propane Convention Chance Auction!

7:00 p.m.-9:00 p.m.

Dinner and Recognition Program

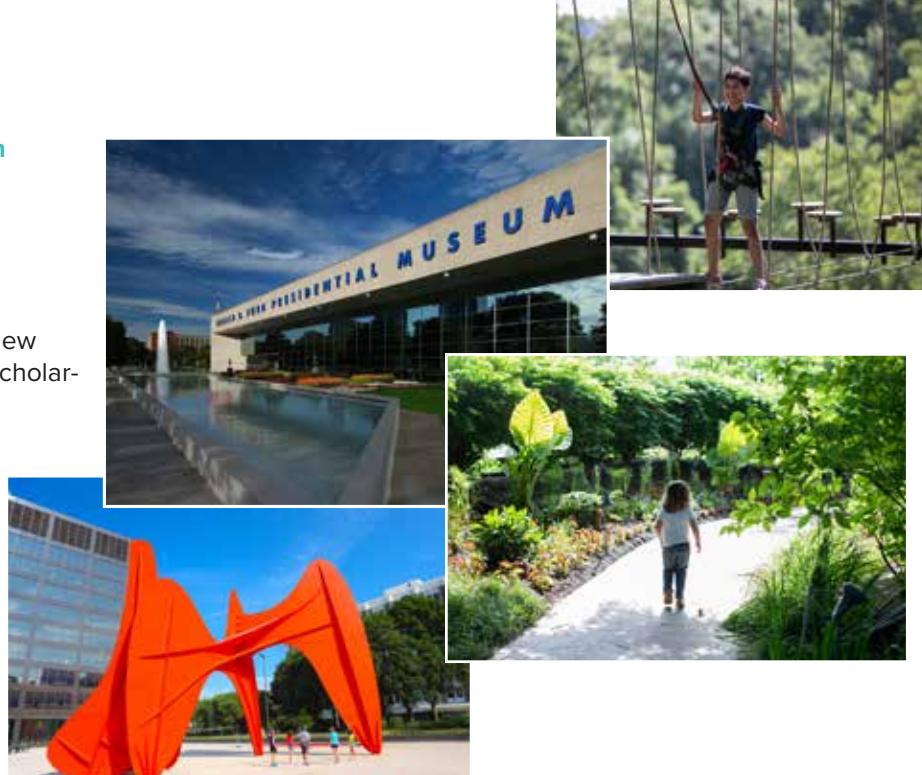
We will honor outgoing leaders and install new officers and directors. Special awards and scholarships will also be presented.

9:00 p.m.-10:30 p.m.

Hospitality

Explore Grand Rapids

There are many activities and attractions in Grand Rapids and within walking distance of the JW Marriott. Plan your stay at experiencegr.com.



SPONSORSHIP OPPORTUNITIES

The Great Lakes Propane Convention offers many opportunities to showcase your products and services. For more information, visit the convention page at indianapropane.com, mipga.org and ohiopropanegas.org.



KICK YOUR SALES TRAINING UP A NOTCH

GREAT LAKES PROPANE SALES SUMMIT

MONDAY, JULY 27

JW MARRIOTT, GRAND RAPIDS

Join us for the Great Lakes Sales Summit, offered by the Propane Education & Research Council Sales. The Michigan Sales Summit, will be held in conjunction with the Great Lakes Propane Convention and will focus on propane sales, Autogas, and residential construction. Sales Summits are marketers' opportunity to learn alongside other marketers at a regionally customized, in-person training conference. These events share insights about a variety of end-user markets.

The theme behind a Sales Summit is growth. Now, more than ever, it is important for our industry to have the tools and skills to grow their individual company and the industry overall. The Summit includes breakout sessions, a panel discussion with PERC leaders and guest speakers, and sales strategies and tactics classes. Attendees will walk away with action items they can implement into their own companies.

SCHEDULE

12:00 p.m.-1:00 p.m.

Registration, Lunch and Welcome

1:00 p.m.-5:15 p.m.

Education Sessions

Sales

Autogas

Residential Construction

5:15 p.m.-6:00 p.m.

Panel Discussion

6:00 p.m.

Summit Concludes

REGISTRATION

There is no charge to attend the Sales Summit, but you must pre-register to attend. You do not need to be registered for the Great Lakes Propane Convention to participate. To register, visit <https://propane.com/sales-training/sales-training-summits/>

GREAT LAKES PROPANE CHANCE AUCTION

Don't miss the opportunity to support association scholarships and PACs by participating in the Great Lakes Propane Convention Chance Auction. Attendees purchasing tickets will have the opportunity to choose the state programs to support. A variety of items is desired, so there will be something for everyone to win. Examples of past items are sports tickets, gift certificates, sporting goods, gift items, themed gift baskets etc. Of course, items showcasing the propane industry are great too! Monetary donations are also welcome. The committee will purchase an item for the auction on your behalf. Please return this form by July 17, 2020.

Contact Name _____

Company _____

E-mail _____

Phone _____

Item Donated _____

Estimated Value \$ _____

Item will be received no later than July 17

Item will be brought to the convention.

I would like to make a monetary donation for the Great Lakes Propane Committee to purchase an item for the auction.

PAYMENT (make check payable to MPG)

Amount Enclosed \$ _____

Visa MasterCard AmEx Check

Card Number _____

Exp. Date CVV _____

Cardholder Name _____

Signature _____

Billing address for card (if different from registrant address) _____

City _____

State _____ Zip Code _____

Return form by **July 17, 2020** to mpga@kdafirm.com or fax to 517.485.9408. Items and checks can be mailed (or dropped off) to: MPG | 629 W. Hillsdale Street | Lansing, MI 48933. Questions? Call 517.487.2021.



JULY 29 • 2020

THORNAPPLE POINTE GRAND RAPIDS, MICHIGAN

Represent your state and compete for bragging rights over the other Great Lakes states and take home the coveted Propane Cup trophy. Register online at indianapropane.com, mipga.org or ohiopropanegas.org.

Participate in the first ever Great Lakes Propane Cup 18-hole Golf Outing at beautiful Thornapple Pointe, featuring a backdrop of over 7,000 feet of river frontage, hardwood-lined fairways and untouched wetlands. Represent your state and compete for bragging rights over the other Great Lakes states and take home the coveted Propane Cup trophy.

Take this opportunity to reward your employees and customers with a fun-filled day of friendship and golf. Registration will begin at 10:30 a.m. and a shotgun start at 11:30 a.m. The registration fee includes roundtrip transportation departing at 10:15 a.m. from the JW Marriott, 18 holes of golf with cart, lunch and drink tickets.



Please register yourself or your team

Team/individual is representing: Indiana Michigan Ohio

Name Company

Address

City State Zip Code

E-mail

Phone Fax

\$125 per person \$450 foursome (*provide names below*)

Name Company

Name Company

Name Company

Dietary Restrictions (*name and restriction*)

PAYMENT

Amount Enclosed \$ _____ Visa MasterCard American Express Check payable to MPGA

Card Number Exp. Date CVV

Cardholder Name Signature

Billing address for card (*if different from registrant address*)

City State Zip Code

Cancellations must be received by July 14, 2020 to receive a refund minus a \$15 processing fee. No refunds granted after July 14, 2020.

Return to MPGA: 629 W. Hillsdale St. | Lansing, MI 48933 | F 517.485.9408
For assistance: 517.487.2021 or mpga@kdafirm.com

JULY 28-30 • 2020

GRAND RAPIDS, MICHIGAN

Register online at indianapropane.com, mipga.org, or ohiopropanegas.org.

CONVENTION REGISTRATION

Membership Status (check all that apply):

IPGA Member

MPGA Member

OPGA Member

Non-Member

Membership Category:

Marketer

Supplier

Name

Company

Address

City

State

Zip

Phone

Email

Dietary Restrictions

SPOUSE/GUEST & CHILDREN *Please use a separate page if bringing more than two children.*

Spouse/Guest Name

Child Name

Age

Child Name

Age

Dietary Restrictions *(name and restriction)*

CONVENTION REGISTRATION PACKAGES *An additional \$35 will be added to all registrations received after July 17, 2020.*

- Complete Package:** Includes all programs and planned meal functions. Golf Outing not included. Member \$245* Non-Member \$395* \$ _____
- Spouse/Guest Package:** Includes all programs and planned meal functions. Golf Outing not included. *(Must include a paid Complete Package to participate.)* Member \$145* Non-Member \$295* \$ _____
- Child Package:** Includes all planned meal functions. Golf Outing not included. *(Must include a paid Complete Package to participate.)* 0-3 yrs \$0 4-16 yrs \$50 16+ \$145 \$ _____

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

Welcome Reception & Dinner: Tues., July 28.

Adult Qty _____ Children Qty _____

NPGA & PERC Update Breakfast: Wed., July 29.

Adult Qty _____ Children Qty _____

Golf Outing: Wed., July 29. Must register using separate form.

Adult Qty _____ Children Qty _____

Reception, Dinner & Recognition Program: Wed., July 29.

Adult Qty _____ Children Qty _____

Breakfast & State Membership Meetings: Thurs., July 30.

Adult Qty _____ Children Qty _____

PAYMENT

VISA MasterCard

American Express

Check payable to MPGA

Total Amount Due \$ _____

Card Number

Exp. Date

CVV

Cardholder Name

Signature

Billing Address *(if different from above)*
