



IPGA 2019 ANNUAL CONFERENCE

June 26-28

French Lick Resort
French Lick, Indiana

Summer Conference
June 26-28
French Lick, Indiana

Welcome!

Join us June 26-28 at the beautiful and historic French Lick Resort nestled among the hills of the Hoosier National Forest. The IPGA Conference will provide valuable propane-focused education as well as opportunities to network with industry colleagues. Learn from experts about those topics that are most important to Indiana's propane industry. Bring the whole family and enjoy all that French Lick has to offer!



Sponsorship

The IPGA Summer Conference offers many opportunities to showcase your products and services. For more information visit the events page at

indianapropane.com

Registration

The registration fee includes all educational sessions as well as meals, and refreshment breaks throughout the conference. Separate registration is required for the golf and sporting clays outings. For a list of all registration fees, please refer to the registration form on pages 5-6 of this brochure. Online registration is also available at indianapropane.com

Accommodations

French Lick Resort is located at 8670 West State Rd. 56, French Lick, IN 47432. French Lick Springs Hotel is offering a special rate of \$159 for conference guests. To ensure this rate, please reserve your room before May 28 by calling 1-888-936-9360 and using group code 0619IPG or visiting www.indianapropane.com to reserve your room online. Complimentary valet and self-park are available for hotel guests.

Nestled among the hills of the Hoosier National Forest resides this classic American destination, French Lick Resort. Home to two nationally historic hotels, three challenging golf courses, two spas, a single-level casino, shopping, hiking, horse back riding and more. Visit www.frenchlick.com to learn more.

Save the date for these other 2019 IPGA events. Visit www.indianapropane.com for more information and registration.

Town Halls

October 7 – Winona Lake, IN
October 8 – Jasper, IN
October 9 – Indianapolis, IN

IPGA Membership Meeting

November 20 – Kokomo, IN

Schedule of Events

WEDNESDAY, JUNE 26

7:00am-12:00pm

Conference Registration

7:00am-8:00am

Continental Breakfast

8:00am-9:00am

Learn How to Make a Sale Without Giving a Price

David Lowe, Sales Consultant, Pro Image Communication

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 in order 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.

9:00am-9:45am

Remote Tank Monitors: The Road to 60% Average Fill

Mike Vigliotti, Tank Monitor Sales Specialist, Bergquist Inc.

Are your deliveries as efficient as they could be? Learn how to make the most out of the latest technology.

9:45am-10:00am

Break

10:00am-11:00am

Agricultural Opportunities and Livestock

Michael Newland, Director of Agriculture Business Development, Propane Education & Research Council

An overview of propane agriculture opportunities and tools to use for livestock.

11:00am

Family Fun Time!

There are many activities and attractions to explore at French Lick Resort. For more information and to plan your stay, visit frenchlick.com.

11:15am

Golf Outing at the Valley Links Golf Course (18 holes)

The course is located on resort property and features rolling fairways, Scottish-style fescue grasses and strategically placed bunkers. The outing will begin with a shotgun start at 12:00pm. Registration and lunch will be available beginning at 11:15am at the Pro Shop.

**Advance registration is required, see page 7.*

6:00pm-8:15pm

Welcome Reception and Cookout Dinner at The Stables Pavilion

Join us at this unique venue located on resort property for cocktails followed by cookout dinner in this open-air venue featuring pastoral views, fireplace, and firepit, horse shoes and corn hole games. Shuttle service provided.



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THURSDAY, JUNE 27

7:30am-8:30am

Registration and Continental Breakfast

8:30am-10:30am

IPGA and NPGA Regulatory and Legislative Update

Learn about the laws and regulations that affect your industry in Indiana and nationally. Special guests, Bob Barry, NPGA Vice Chairman and Bill Zimmerman, Chemical Security Inspector, Region V of the Cybersecurity & Infrastructure Security Agency will join us for these special updates.

10:30am-10:45am

Break

10:45am-12:00pm

PERC Update

Tucker Perkins, President & CEO, Propane Education & Research Council

PERC's President and CEO will discuss how the organization is evolving in the face of new challenges and new opportunities.

12:00pm

Family Fun Time!

There are many activities and attractions to explore at French Lick Resort. For more information, visit frenchlick.com.

1:30pm-4:30pm

Sporting Clays Outing

Take aim on clay targets throughout this 73-acre shooting range located on the resort property. Shuttle service provided, meet at the French Lick Springs Hotel front entrance at 1:30pm.

**Advance registration is required, see pages 5-6.*

6:00pm-8:30pm

Reception and Dinner

Join us in one of French Lick's beautiful ballrooms for cocktail hour and dinner.

FRIDAY, JUNE 28

8:30am-10:00am

Breakfast and Committee Meetings

10:00am-12:00pm

Board and Membership Meetings

Everyone is welcome. You do not need to be registered for the conference to attend this meeting.





Conference Registration (PAGE 1 OF 2)

Membership Status: Marketer Supplier Member Non-Member

Name

Company

Address

City

State

Zip

Phone

Fax

Email *(confirmation sent via email only)*

Dietary Restrictions

Spouse/Guest

Name

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

Name

Age

Name

Age

PLEASE COMPLETE REVERSE SIDE >>

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Conference Registration (PAGE 2 OF 2)

Conference Registration Packages

*An additional fee of \$50 will be added to all registrations received after June 7, 2019

- | | |
|---|---|
| <p>1. Complete Package: Includes all programs and planned meal functions. Golf Outing and Sporting Clays not included.</p> | <p><input type="checkbox"/> Member \$235* <input type="checkbox"/> Non-Member \$400* \$ _____</p> |
| <p>2. Spouse/Guest Package: Includes all programs and planned meal functions. Golf Outing and Sporting Clays not included. <i>(Must include a paid Complete Package to participate.)</i></p> | <p><input type="checkbox"/> Member \$150* <input type="checkbox"/> Non-Member \$300* \$ _____</p> |
| <p>3. Child Package: Includes all programs and planned meal functions. Golf Outing and Sporting Clays not included. <i>(Must include a paid Complete Package to participate.)</i></p> | <p><input type="checkbox"/> 12-18 years \$75 <input type="checkbox"/> Under 11, FREE \$ _____</p> |

Optional Events

Please indicate the number of registrants attending the following events. All events included in registration fee except golf and sporting clays outings.

- | | | |
|---|---|---|
| <input type="checkbox"/> Continental Breakfast: Wed., June 26 | Adult Qty _____ | Children Qty _____ |
| <input type="checkbox"/> Reception and Cookout Dinner at The Stables Pavilion: Wed., June 26 | Adult Qty _____ | Children Qty _____ |
| <input type="checkbox"/> Continental Breakfast: Thurs., June 27 | Adult Qty _____ | Children Qty _____ |
| <input type="checkbox"/> Reception and Dinner: Thurs., June 27 | Adult Qty _____ | Children Qty _____ |
| <input type="checkbox"/> Membership Meeting: Fri., June 28 | Adult Qty _____ | Children Qty _____ |
| <input type="checkbox"/> Golf Outing: Wed., June 26. Register using separate form. | | |
| <input type="checkbox"/> Sporting Clays Outing: Thurs., June 27.
Includes 50 targets and 50 shells with cart. | <input type="checkbox"/> Bringing Gun \$100* ea Qty _____ | <input type="checkbox"/> Renting Gun \$125* ea Qty _____ Total \$ _____ |

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

Card Number _____ Exp. Date _____ CVV _____

Cardholder Name _____

Signature _____

Billing Address *(if different from above)* _____

Pre-conference registration cut-of date is June 19, 2019. Prior to the conference we must receive both your registration form and payment. Registrations cannot be taken via telephone.

CANCELLATION POLICY: All cancellation requests must be received in writing by June 12, 2019 and will be charged a \$25 processing fee. No refunds will be granted after June 12, 2019.

Fax registration with credit card information to
517.485.9408 or send with check payable to IPGA, to:
IPGA | 629 W. Hillsdale Street, Lansing, MI 48933
P 517.487.2021 | F 517.485.9408



Golf Outing Registration

Join us for the 2019 IPGA Golf Outing to be held Wednesday, June 26, on the Valley Links Golf Course located on French Lick Springs Hotel property. Take this opportunity with your employees and customers and enjoy a day filled with fun, friendship and golf. Registration will begin at 11:15am with a shotgun start at 12:00pm, please meet at the Valley Links Golf Shop located at the NW end of the hotel. If you are attending the conference meeting prior to the outing it is recommended that you wear your golf attire to the meeting as time between the events is limited. It is also recommended that you drop your golf clubs off with hotel bell staff prior to the outing for transport to the golf shop. Registration fee includes 18 holes of golf with cart, drink tickets and lunch. Tee sponsorships are also available. The 2019 Golf Outing is being held in conjunction with the Summer Conference at French Lick Resort. You do not need to register for the conference to participate in the golf outing. For assistance, contact the IPGA office at ipga@kdafirm.com or 317-655-4444.

Please register yourself or your team

Name _____ Company _____

Address _____

City _____ State _____ Zip Code _____

E-mail *(confirmation sent via e-mail only)* _____

Phone _____ Fax _____

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

Name _____ Company _____

Name _____ Company _____

Name _____ Company _____

Tee Sponsor \$100: Name as it should appear on tee sign: _____

Payment *(make check payable to IPGA)*

Amount Enclosed \$ _____ Visa MasterCard American Express Check # _____

Card Number _____ Exp. Date _____ CVV _____

Cardholder Name _____ Signature _____

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

City _____ State _____ Zip Code _____



5325 E. 82nd Street, #243
Indianapolis, IN 46250
www.indianapropane.org



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