

December 2010



# National Petroleum Energy Credit News

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

## Message from the President

What a great time in New Orleans! I hope you enjoyed it as much as I did. The surveys were sent out and we certainly appreciate those of you who took the time to give us your feedback. We cannot express enough that we rely on your suggestions and requests to put together the program for each conference so please, let us know what you want to learn about and need more information on.

I want to thank my Program Committee and our Executive Directors, Don and Ruby Staley, for helping to put together and executing a great conference. I have received positive feedback and compliments from many and we truly appreciate knowing that we met your expectations and needs.

I believe the Mardi Gras Reception was a big hit as well as the French Quarter Theme Night and Casino. Again, we want to thank Discover Network and Bank of America Merchant Services for sponsoring those events. Everyone had a great time and it was good chance to meet new members as well as reconnect with old friends.

The Golf tournament was a success but is there ever a bad day on the golf course? Ok, the time we had snow maybe and then torrential rains can ruin a golf day but thankfully, neither happened in New Orleans and everyone had a good time. I personally went on the Airboat Adventure and we had a terrific time! The weather was beautiful and our guides were not lacking in Southern hospitality. Some of us even got to hold a baby alligator!

The educational opportunities were excellent. We tried to plan fewer Commercial sessions to choose from in each time slot (per your requests) and offer quality sessions for both beginners and the more seasoned credit professionals. I am anxious to hear your feedback on how this worked. Fran Lawall pulled extra duty and covered three sessions for us. We truly appreciate his continued support of the NPECA. The Sunday session on Anticipating and Minimizing Problems Impacting the Credit Relationship was very informative and I was pleased to see a full room of attendees.

Our keynote speaker, David Altig of the Federal Reserve Bank, did a great job of updating us on the economy and the Fed's perspective of what happened and where things are headed. We felt honored to get someone from the Fed to participate in our conference - thanks to Wanda Stevens for making that contact.



Trudy Eddington  
NPECA President

Carolyn Pickens, our Program Chair for the 2011 conference and I have reviewed the CPE surveys, the end of session comments, and our online survey results. Again, we heard positive feedback on the sessions and are incorporating many of those ideas into planning for next year. I think we had a great slate of speakers including French Hill, Jim Gellert, Salvatore Cantale' from Tulane and others who did a great job. The only complaint I have heard is that the sessions were not long enough. If you noticed, our emphasis was on banking and bankruptcy - the two hot topics in credit. I was impressed with the panel of attorneys but found we needed more time for the audience to ask questions. Again, we will take all of this into consideration for future planning.

Another way to share your ideas is to VOLUNTEER! It's never too late to sign up...just let me know. Get involved on the Program Committee and you can participate in the planning. I can tell you that it is very rewarding. I have enjoyed participating on the Program Committee for the past seven years. I have learned a lot and seen the fruits of our labor. What a reward that is! So, get involved, you won't regret it!

Again, thank you to all who attended and participated in the 73rd Annual Conference. I cannot thank all the speakers and volunteers enough. And we couldn't do this without our generous sponsors so remember them when you're in the market for their services. If you did not make it to New Orleans, you missed a great conference and we hope to see you in San Diego next year!

Regards,  
Trudy Eddington  
NPECA President 2010-2011



Find us on the Web  
at [www.NPECA.org](http://www.NPECA.org)

# A Look Ahead

2011 NPECA Annual Conference  
April 16<sup>th</sup> - 19<sup>th</sup> in San Diego, California

Mark your calendars now for the 2011 NPECA Annual Conference being held in San Diego, California from April 16 to April 19, 2011. The 2010 Program Committee has been very busy and has put a lot of effort into the conference. We have many outstanding educational sessions, as you have become accustomed to expecting along with several networking opportunities.



The 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.



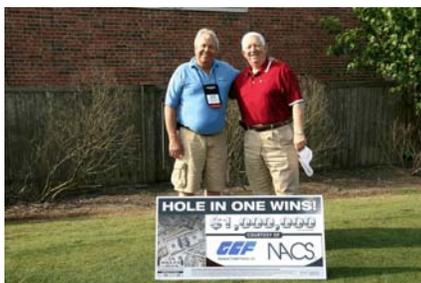
# A Glance Back

2010 NPECA Annual Conference  
April 16<sup>th</sup> - 19<sup>th</sup> in New Orleans, Louisiana

The Mardi Gras Reception and the French Quarter Theme Night and Casino, were sponsored by Discover Network and Bank of America Merchant Services respectively.



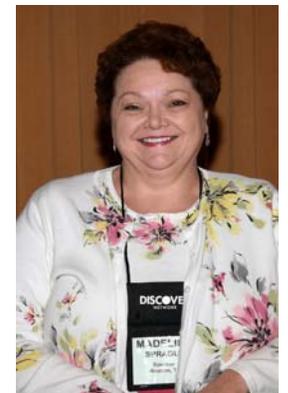
Golf at the Lakewood Golf Club was hosted by General Credit Forms, Glen Taylor, NACS, and Michael Davis.



Trudy R. Eddington, Credit Manager for Road Science, and NPECA President Pro Tempore, presided over the 2011 conference. John Maxey, Director of Credit for TransMontaigne Product Services offered the invocation, and a true New Orleans style welcome was offered by the New Orleans Visitors Bureau.



The education session began with an economic overview focusing on the oil industry presented by David Altig, Senior Vice President and Director of Research for the Federal Reserve Bank of Atlanta. As always there was a plethora of break out learning sessions. To name a few, there was Salvatore Cantale, Director of the Master's in Finance program at Tulane University offered instruction during two separate sessions on financial analysis. J. French Hill, CEO of Delta Trust & Banking Corp, provided his views on bank lending in the current economic environment. Francis Lawall, an attorney practicing with Pepper Hamilton, LLP provided instruction on personal and corporate guarantees and other security instruments. Madeline Sprague, a Vice President with JP Morgan Chase Bank presented a session concerning Letters of Credit.



Before, between, and after the educational sessions net working opportunities abounded.



# Membership Drive

Don Staley will be mailing out the membership renewals this month so be on the lookout for those. Annual membership dues are \$125. This is a bargain considering the educational benefits and the networking opportunities that you will gain by being an active member.

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 scheduled for April 16-19, 2011 in San Diego California.

## **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](http://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.

Pam Green, Membership Chairperson

## **Scholarship Winners Announced**

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](http://www.npeca.org)

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

## **Wedding Announcement**

On October 23, 2010, past NPECA President, Wanda Stevens and Ken Lee exchanged wedding vows in Conroe, Texas at the Burkeshire Plantation – a 1930's era southern style mansion on lush landscaped grounds with 100-year old oaks providing an elegant canopy.

Don and Ruby Staley, Mike and Linda Adamec, Trudy Eddington and her son, Josh, and a full sanctuary of friends and family were in attendance. After the nuptial ceremony in the Carriage House, the bride and groom joined their family and friends in the main Plantation house for the reception. The decorations were exquisite and the food was delectable.

For their honeymoon, Wanda and Ken took a leisurely motorcycle tour of the Texas Hill Country.

We would all like to offer our congratulations, and best wishes of many years of happiness to the newly weds.

Submitted by Trudy Eddington,

# 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 Tricket

## **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