

Midwest Propane Gas Convention and Trade Show

Changing with Our World
Indiana Convention Center
Indianapolis, Indiana
April 29 – May 1, 2010

Call for Presentations

Your expertise and insights are in demand. Share your knowledge with others in the propane business. Submit your proposal today!

ALL PROPOSALS ARE DUE **JULY 29, 2009**

Share Your Knowledge & Experience

You have spent years perfecting your skills in the propane industry. Take time to share your knowledge and experience with others. The Midwest Propane Gas Convention is seeking speakers to provide timely, practical and relevant information to educate propane marketers on current and emerging issues, best practices and solutions to widespread challenges.

Take advantage of the opportunity to give back some of the knowledge you have gained through years of dedication and hard work by teaching others the tools for success.

Provide Practical Information

We are seeking speakers who will:

- Report on the latest industry trends
- Discuss personal challenges and achievements
- Initiate useable, transferable information
- Inform on cutting-edge technology and the necessary skills to advance within the industry
- Challenge the audience to think creatively
- Energize, educate and motivate propane professionals

Convention Overview

The convention provides an excellent opportunity to exchange ideas and practical information, gain new resources, and develop processes to help strengthen and transform the propane industry. Presenting innovative concepts and sharing new ideas on today's most important issues will help shape the future of the industry. Join the ranks of the industry's recognized experts; submit your application today.

Convention Objectives

- Provide a forum for exploring new developments
- Develop professional skills and increase knowledge
- Introduce new concepts and ideas on today's most important issues
- Help shape the future of the industry through professional development

Session Tracks and Topics

Proposals should fit into one of the following tracks: Regulatory/Technology, Owner or Employee.

Below are suggested topics attendees from 2009 would like to learn more about:

- New products
- Technical updates
- System inspections
- How to compete with Geo Thermo, Dual Fuel Furnaces, and Wood Furnaces
- Pipeline jurisdiction
- Details on DOT requirements and safety
- Credit and help with collections
- Hedging for dummies
- CETP
- HM 126
- Proper time management
- Increasing pressure from other fuel sources
- Input costs, customer satisfaction
- Cash flow
- Risk management
- Maintaining a commercial customer base in this economy
- Financing
- Keeping up with rules and regulations
- Customer retention
- Managing market volatility and maintaining customer loyalty throughout
- Pricing to maintain competitive margins and collections
- Keeping up with technology
- Increasing sales in a recessionary environment
- Government regulations
- Accounts receivable

Commercialism

All presentations must avoid commercialism, promotion and advertising. Proposals that are simply descriptions of company services and/or products will not be considered. Unauthorized advertising may not be distributed, nor may materials that promote commercial interests of the speaker(s) or any particular company or enterprise.

So you think you have a good idea?

To ensure a balanced convention program is offered, all submissions are reviewed and evaluated by the Board of Directors. You may submit a proposal either as an individual or as part of a group.

- Educational Seminars are scheduled for Friday, April 30th and Saturday, May 1, 2010. Upon acceptance of your proposal, we will confirm the exact date and time.
- **Proposals must be typed.** Illegible proposals will not be considered. Please follow the format provided.
- Email proposals to propane@conventionmanagers.com no later than **July 29, 2009.**
- Co-speakers or panelists must sign the proposal or attach a statement indicating their agreement to participate prior to submission.
- Presentations are one hour in length. You can generally expect an audience of 75 –150 people.
- Proposals must list at least three specific learning objectives. (“By the end of this session attendees will know/understand/be able to . . .”)
- Explain what is new or unique about the information presented.
- Describe the intended audience.
- Indicate if your presentation will work as a panel discussion.
- Indicate if handout material will be provided. (Handouts are encouraged).
- Indicate the instructional method you plan to use.
- Indicate if session attendance should be limited based on presentation.

- Speakers will receive a complimentary registration but will be responsible for all expenses included with speaking, not limited to handouts, travel, hotel, parking and other daily expenses.

Convention Agenda

Thursday, April 29, 2010

11:00 a.m.	Golf Outing with box lunch
2:00 p.m. – 3:30 p.m.	Registration
2:00 p.m. – 3:30 p.m.	Truck Move-In
6:00 p.m. – 7:30 p.m.	Opening Reception

Friday, April 30, 2010

7:30 a.m. – 7:00 p.m.	Registration
8:00 a.m. - 12:00 p.m.	State Board Meetings
8:00 a.m. – 2:00 p.m.	Exhibitor Move-In
12:00 p.m. – 1:15 p.m.	Lunch on Own
1:15 p.m. – 2:30 p.m.	Keynote Speaker
2:45 p.m. – 3:30 p.m.	PERC Training Seminar
3:45 p.m. – 4:45 p.m.	Educational Seminars
4:00 p.m. – 7:00 p.m.	Trade Show
6:00 p.m. – 7:00 p.m.	Happy Hour on the Trade Show Floor

Saturday, May 1, 2010

7:30 a.m. – 12:30 p.m.	Registration
8:00 a.m. - 9:00 a.m.	Educational Seminars
8:30 a.m.	Spouse Event
9:00 a.m. – 12:00 p.m.	Trade Show
11:00 a.m.	Silent Auction Closes
12:00 p.m. – 4:00 p.m.	Trade Show Move-Out
12:15 p.m. – 2:00 p.m.	Supply Seminar & Luncheon