



TFCA

Tennessee Fuel & Convenience Store Association

Get Pumped Up!

TFCA

*Fall
Convention*

**September 19-22,
2010**

**Mansion on
Forsyth Park
Savannah,
Georgia**





Schedule of Events

Join TFCA at the luxurious Mansion on Forsyth Park for an enjoyable and informative gathering in one of the South's great cities. It's an experience that will get you Pumped Up after dealing with the challenges of the Great Recession and Mother Nature's mischief.

SUNDAY, SEPTEMBER 19

1:00 - 2:00 p.m.

CONVENTION COMMITTEE MEETING

2:00 - 3:00 p.m.

BOARD OF DIRECTORS MEETING

3:00 - 4:00 p.m.

OPEN TO MARKETER MEMBERS — PMAA Chairman Gerry Ramm, speaker

Gerry Ramm Gerry Ramm is chairman of the Petroleum Marketers Association of America and senior executive of Inland Oil Company in Ephrata, WA. He has served on the boards of the Washington Oil Marketers Association and Western Petroleum Marketers Association and is a past president of both organizations. He also has served on the advisory councils for Shell Lubricants and ConocoPhillips and has chaired PMAA's Futures Market Reform Task Force for the past two years.



4:00 - 5:00 p.m.

REGISTRATION

5:00 - 7:00 p.m.

RECEPTION

7:30 - 10:00 p.m.

CLUB TFCA

MONDAY, SEPTEMBER 20

8:00 - 9:30 a.m.

FELLOWSHIP BREAKFAST — Recognition of corporate sponsors

Enjoy breakfast with other members as well as inspirational music by local entertainers.

9:30 - 11:30 a.m.

MARKETER BUSINESS MEETING — PMAA President Dan Gilligan, speaker

— *This meeting is open only to marketers/jobbers*

Dan Gilligan has served as president of the Petroleum Marketers Association of America since 1998. Prior to joining PMAA, his diverse career as a lobbyist and association executive spanned 22 years, including serving as CEO of three national trade associations and one state trade association. He has represented a variety of industries, including housing, recreation, retail and manufacturing.



Noon - 2 p.m.

BRAND MEETINGS — Major suppliers will contact you directly

2:00 - 5:00 p.m.

FREE TIME

6:00 - 9:00 p.m.

TFCA GRAND OPERA BUFFET AND TRIPLE CROWN HORSE RACING



Join us for a Grand Opera Buffet in the hotel's Viennese Ballroom and a special entertainment treat — Triple Crown Horse Racing! This exciting event creates all the thrills of a night at the races, with a live caller, big-screen projection system and a chance to parlay your play-money wagers into a fabulous prize. Bet on your favorite horses, and if you're the lucky player with the most winning receipts after all the races are run, you'll win a sensational prize.

9:00 - 11:00 p.m.

CLUB TFCA



Club TFCA

We will have a special place to congregate and socialize in a casual, club-level-type meeting room that will be open when no official TFCA events are being held.

- Large room with comfortable seating
- Big-screen TV
- Hosted by TFCA Corporate Sponsors
- Refreshments provided by TFCA
- You provide the fun and games

TUESDAY, SEPTEMBER 21

7:00 - 8:30 a.m.

WORKING BREAKFAST BUFFET — Provided by Federated Insurance



8:00 a.m. - Noon

EDUCATIONAL SESSIONS:

- **SESSION 1: “Common Sense Talk on Health Insurance: Making Sense of the Mass Confusion”** — **Tim Luy, speaker**

This seminar will examine America’s emotionally charged health-care debate and present practical ideas and innovative strategies that can positively impact your health insurance programs.

Tim Luy is vice president and director of internal operations-commercial health at Federated Mutual Insurance Company in Owatonna, MN. He has 18 years’ experience in the insurance industry and has served on the board of the Minnesota Comprehensive Health Association since 1998.



- **SESSION 2: “How to do Business with New Americans”** — **Dr. Rao Unnava, speaker**

Learn about business and cultural attitudes among new Americans from India, including differences in management and negotiating styles, how purchasing decisions are made and other areas of interest to those involved in petroleum marketing and the c-store business.

H. Rao Unnava, PhD is associate dean of Undergraduate Programs at The Ohio State University in Columbus and holds the W. Arthur Cullman Professorship in Marketing. His research focuses on issues related to brand loyalty, consumer response to advertising and sales promotions, and consumer memory.



Noon

OPTIONAL ACTIVITIES

Golf Tournament at The Club at Savannah Harbor



Located on Hutchinson Island between the Savannah and Back rivers, The Club at Savannah Harbor is the home of the Liberty Mutual Legends of Golf. Its 18-hole Robert Cupp/Sam Snead Championship Golf Course utilizes the island’s spectacular natural setting to create a challenging and memorable experience for players of all abilities. Tour-quality putting surfaces are a hallmark of this pristine golfing environment managed by Troon Golf. The Club at Savannah Harbor is highly rated by *Golfweek* and *Golf*

Digest and was selected as the host site for the 2010 Georgia PGA State Open Championship. **Cost: \$200.00**

Trolley Tour and buffet lunch at The Lady and Sons restaurant

On this narrated trolley tour of Savannah, you’ll learn about the city’s rich history, from the founding of the colony by James Oglethorpe in 1751 to the Civil War years to the many movies and TV shows that are filmed there today. This fun-filled trolley trek of Georgia’s oldest city includes a buffet lunch at The Lady and Sons restaurant operated by Food Network star and cookbook author Paula Deen. From the waterfront to the historic squares to downtown, there’s something for everyone to enjoy on this afternoon excursion, which promises to be a memorable experience indeed.

Cost: \$60.00



Evening

9:00 - 11:00 p.m.

OPEN FOR SUPPLIER HOSPITALITY

CLUB TFCA — Golf tournament winners will be announced

WEDNESDAY, SEPTEMBER 22

8:00 a.m. - Noon

GENERAL DEPARTURES



2010 Corporate Sponsors

GOLD

- Altria Sales & Distribution, Inc.
- BP
- Charles C. Parks
- ExxonMobil
- Federated Insurance
- Pepsi
- Shell Oil-Motiva Enterprises, LLC

SILVER

- BIC Corporation
- CITGO Petroleum Corporation
- Commonwealth Brands, Inc.
- ConocoPhillips
- The H. T. Hackney Company
- Marathon Petroleum Company, LLC
- Petro Services, Inc.
- Petroleum Equipment Company
- Placid Refining Company, Inc.
- Tennessee Education Lottery Corporation

BRONZE

- AIR-serv
- American Snuff Company, LLC
- Baskin-Robbins/Klinke Bros. Ice Cream Co.
- C & S Canopy, Inc.
- Eagle Transport Corporation
- First Choice Services, Inc.
- First Regents Banc Services & Equipment, LLC
- Florida Rock & Tank Lines, Inc.
- Highway Transport Petroleum, LLC
- Hunt Brothers Pizza, LLC
- Mayfield Dairy Farms
- Mid-South Pump Sales & Service
- Nashville Equipment Service, Inc.
- Nestlé Waters North America
- Parkco/ATM Services
- RBM Company, Inc.
- Red Bull/BDT Beverage
- R. J. Reynolds Tobacco Company
- S & D Coffee, Inc.
- Truman Arnold Companies
- Usher Transport, Inc.
- Valero Marketing & Supply Co.



Hotel

Mansion on Forsyth Park • 700 Drayton Street • Savannah, GA 31401

The chic and luxurious Mansion on Forsyth Park is located in Savannah's Historic District on the famous 30-acre Forsyth Park, a short stroll from art galleries, wonderful restaurants and exciting boutiques. Featuring an opulent design, the Mansion reflects the unique history of Savannah, while offering a hotel experience unlike any other.

You must make room reservations by phone. No form is available to make reservations by fax. All reservations must be accompanied by first night's room deposit guaranteed with a major credit card.

To make a reservation: Call: (888) 236-2427 between the hours of 9 a.m. and 6 p.m. Monday-Friday. **Mention our group code (Tennessee Fuel & Convenience Store Association) to receive a special rate:** \$199 per night, plus taxes and fees. A limited number of suites are available at \$299 per night based on availability.

Reservation deadline is Friday, August 13, 2010.



Convention Refund Policy — Complete convention registration refunds will be made for cancellations made before **August 19, 2010**. Cancellations made after that time are not refundable. Substitutions can be made at any time; however, there will be a \$10 per person charge for substitutions made after **August 19, 2010**.

TFCA reserves the right to cancel any event if there are not sufficient participants. You must be registered for TFCA's convention to participate in the golf tournament, trolley tour and lunch or other optional activities that may be offered by TFCA during the convention.

All of the Tennessee Fuel & Convenience Store Association's programs have been designed and reviewed to ensure compliance with antitrust standards. Each member also has responsibility for antitrust compliance. The TFCA staff and each TFCA member depend upon good judgment by all to avoid discussions and activities which involve improper subject matter and/or procedures, or even an appearance of improper activity. TFCA's Legal Counsel provides guidance with regard to these matters. All concerned have important individual and collective responsibilities for assuring antitrust compliance.



Tennessee Fuel & Convenience Store Association

P. O. Box 101334 • Nashville, TN 37224

(615) 242-4377 • Fax (615) 254-8117

Savannah photos courtesy of the Georgia Department of Economic Development



Tennessee Fuel & Convenience Store Association

Fall Convention

September 19-22, 2010

REGISTRATION FORM

ATTENDEE INFORMATION

Print names as you want them to appear on your name badges.

MEMBER NAMES: _____ SPOUSE/GUESTS: _____

CHILDREN: _____

COMPANY: _____

ADDRESS: _____ CITY/ST/ZIP: _____

PHONE: _____ ARRIVAL DATE: _____ DEPARTURE DATE: _____

E-MAIL ADDRESS FOR CONFIRMATION: _____

CONVENTION REGISTRATION

Convention registration fee includes meetings and educational sessions, opening reception, Club TFCA, Fellowship Breakfast, Grand Opera Buffet and Triple Crown Horse Racing event. Golf tournament and trolley tour/buffet lunch at The Lady and Sons restaurant require additional fees. Spouses and children must be registered for the convention to attend TFCA food functions.

EARLY BIRD SPECIAL:	Rates apply only to TFCA member registrations received before August 19, 2009.			
Early Bird Special:	Individual Registration	@ \$325.00	X _____	= \$ _____
(Before August 19)	Couple (member with spouse)	@ \$600.00	X _____	= \$ _____
	Children (2-10 yrs.).....	@ \$50.00	X _____	= \$ _____
	Children (11-16 yrs.).....	@ \$120.00	X _____	= \$ _____
	Non-member per person rate	@ \$525.00	X _____	= \$ _____
(After August 19)	Individual Registration	@ \$375.00	X _____	= \$ _____
	Couple (member with spouse)	@ \$675.00	X _____	= \$ _____

OPTIONAL

Optional Activities: You MUST be registered for the convention to take part in the golf tournament or trolley tour.

Golf Tournament @ \$200.00 _____ = \$ _____
Trolley Tour and lunch @ \$ 60.00 _____ = \$ _____

Total Registration Fees = \$ _____

PAYMENT

Check enclosed _____ Charge my _____ Visa _____ MasterCard (We do not accept American Express)
Name appearing on card: _____ Expiration date: _____
Card number: _____ Cardholder's signature: _____

**Return this completed form along with sign-up sheets for optional activities to:
TFCA, P.O. BOX 101334, Nashville, TN 37224 OR fax to (615) 254-8117.**

If you need auxiliary aids because of a disability, please contact the TFCA office before August 19, 2010.

Refund Policy: Complete convention registration refunds will be made for cancellations made by **August 19, 2009**. Cancellations made after that time are not refundable. Substitutions may be made at any time; however, there will be a \$10 per person charge for substitutions made after August 19, 2010.

Hotel Reservations: You must make your hotel reservation by phone. To make a reservation, call (888) 236-2427 between 9 a.m. and 6 p.m. Monday-Friday. Mention our group code (Tennessee Fuel & Convenience Store Association) to receive a special rate.

Photographs: Photographs will be taken during the convention. If you do not want your picture to appear in TFCA's publications or on our website, please let TFCA know in writing before August 19, 2010.

Sign-Up Sheet for Optional Activities

MONDAY, September 20

No optional activities planned.

Monday night is TFCA's Grand Opera Buffet and Triple Crown Horseracing Event, both of which are included in your convention registration.

TUESDAY, September 21

Golf Tournament at The Club at Savannah Harbor



Robert Cupp/Sam Snead Championship Golf Course

Shotgun 4-man Scramble

Cost: \$200.00

(includes transportation, box lunch and beverage, green fee, golf cart, practice balls and tournament prizes.)

Located on Hutchinson Island between the Savannah and Back rivers, The Club at Savannah Harbor is the home of the Liberty Mutual Legends of Golf. Its 18-hole Robert Cupp/Sam Snead Championship Golf Course utilizes the island's spectacular natural setting to create a memorable experience for players of all abilities. Tour-quality putting surfaces are a hallmark of this pristine golfing environment managed by Troon Golf. The Club at Savannah Harbor is highly rated by *Golfweek* and *Golf Digest* and is the host site for the 2010 Georgia PGA State Open.

Please complete this form, enclose with convention registration form and mail to:
TFCA, P. O. Box 101334, Nashville, TN 37224 **OR** fax to (615) 254-8117.

(Team pairings will be set by the golf pro)

Company _____ Telephone _____

Contact _____ E-mail (for confirmation) _____

Mailing Address _____

Names	Handicap	Average Score
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

TUESDAY, September 21

Savannah Trolley Tour with Lunch at The Lady and Sons

Cost: \$60.00

On this narrated trolley tour of Savannah, you'll learn about the city's rich history, from the founding of the colony in 1751 to the Civil War years to the many movies and TV shows that are filmed there today. See Georgia's oldest city at your leisure on this trolley trek that includes a buffet lunch at The Lady and Sons restaurant operated by Food Network star and cookbook author Paula Deen. From the waterfront to the historic squares to downtown, there's something for everyone to enjoy on this afternoon excursion.



Names

Space for all activities is limited and reservations must be made!
You must be registered for the TFCA Convention in order to participate in these activities.
TFCA reserves the right to cancel events that do not have sufficient numbers registering.