

The Georgia Tank & Environmental Contractors Association



2009 Annual GTEC Convention

March 20, 21, 22, 2009

Francis Marion Hotel

387 King Street

Charleston, SC

Friday - March 20

1:00 PM - GTEC Golf Tournament - Patriots' Point Links is the most convenient 18-hole championship golf course to downtown Charleston. Overlooking Charleston Harbor, Fort Sumter and Shem Creek, Patriots Point Links is known for its excellent putting surfaces and challenging waterfront finishing holes. Your golf fee includes course fees, cart, and range balls. There will also be a free beverage cart. Format will be a four man scramble (best ball/Ft. Lauderdale). Mulligans will be available for purchase. You can check out the course at <http://www.ginnbelvidere.com/patriots-point-links.aspx>.



3:00-5:00 PM - GTEC Convention Registration Desk Open

6:30 PM - Dinner at The Francis Marion - The Francis Marion Hotel is located in the heart of historic Charleston and was the largest and grandest in the Carolinas when it opened in 1924. Named for General Francis Marion, the "Swamp Fox" of the American Revolution, the hotel re-opened in 1996 after a \$12 million National Trust award-winning restoration, and is once again Charleston's Grand Hotel. Our dinner menu will consist of the following: Tossed Garden Salad Bar; Creamy Coleslaw; Lowcountry Boil of Large Shrimp, Smoked Sausage, Red Potatoes and Corn on the Cob; Fried Catfish with Spicy Cocktail Sauce and Tarter Sauce; Jamaican Jerk Chicken; Red Rice; Okra & Tomatoes; Fresh Rolls and Cornbread with Creamy Butter; Pecan Pie, Peanut Butter Pie and Key Lime Pie; and Coffee and Tea.

8:00 PM - Entertainment Program - A Practice Draw Down -- That's right; every GTEC member and their spouses and our guest speakers who are present will receive two free chances for our final cash award of \$200. As in our "real" draw down that we do on Saturday evening, we will also be giving prizes throughout the draw down as names are called. The big difference of course is the size of the prizes. They will range from 25 cents to 25 dollars with a few gag gifts thrown in. Should be a lot of fun - - and it doesn't cost you anything extra!

After Dinner and the Draw Down, join us in our hospitality suite for some fun and fellowship!

GTEC Annual Convention (continued)

Saturday - March 21

Spouse's Breakfast 9:00 AM - Spouses who want to have breakfast together can meet at the Hotel's Swamp Fox Restaurant at 9:00 AM. You may order from the menu or get the special Saturday Brunch buffet. Breakfast cost is on your own.

Member's Seminar Session (Cash door prizes throughout the morning)

7:45 AM – Registration and Continental Breakfast - Pastries, Coffee, Tea and Sodas will be served.

Vendor Display Tables Open - GTEC members who provide products and/or services to other GTEC members will be able to have a Table Display at our morning seminar session.

8:00 - 8:15 AM Introductions, Door Prizes.

8:15 - 8:45 AM - Insurance Challenges for the Petroleum Equipment Contractor/Consultant - Fred Monroe, Monroe & Monroe Insurance - Fred will give us an update on the insurance industry as it relates to petroleum equipment contractors and consultants and go over some of the claims they have received in the last year. His company is endorsed by the Petroleum Equipment Institute and probably writes more policies for contractor companies throughout the United States than any other one company. Fred will also discuss insurance programs for environmental consultant companies and will give us information on the new medical plan that his company now provides.

8:45 AM - 10:00 AM - Breakout Sessions

Breakout Session for Petroleum Contractors

Georgia Regulatory Update - This is our regular session where regulators from GA EPD-USTs, GA EPD-Air Quality, GA Fire Marshal's Office, and the GA Environmental Facilities Authority bring us up to date on anything new pertaining to the petroleum equipment industry in Georgia. Although Georgia agencies are not permitted to travel outside of the state, due to budget restraints, we will still have reports from the various regulatory agencies to present.

Urea/DEF (Diesel Exhaust Fluid): Facts versus Fiction - Dave Polak, EZ Fuel & Tank Solutions. Dave has been actively involved in the infrastructure development for the Selective Catalytic Reduction (SCR) technology that will be required on all diesel engines beginning Jan 2010 and serves on the SCR Stakeholders Group. Find out what will be required as far as storage and dispensing systems for DEF. Find out what major truck stop chains will do.

Breakout Session for Environmental Consultants

An Introduction to Vapor Intrusion - Daryl Peterson, Pace Analytical Services, Inc. Daryl is the Air Technical Director for Pace and has over twenty years experience in the environmental testing industry. He is based at Pace's headquarters in Minneapolis, MN. Many different factors determine the potential severity of a Vapor Intrusion (VI) event. Daryl has assisted a number of States across the country in the development of their proprietary State Vapor Intrusion programs. While GA EPD presently has no specific guidance/requirement for VI, it has been pointed out that due diligence requires consultants to address VI in evaluating contaminated sites.

Discussion on GTEC Programs for Environmental Consultants - This is your chance to participate in a discussion on how GTEC can provide more programs of interest to environmental consultant members.

10:00 - 10:30 AM - Break - Visit the Vendor Tables (More \$100 Door Prizes at the end of the break).

10:30 - 11:00 AM Credit Union Benefits for GTEC Members - GTEC has joined the Delta Community Credit Union which makes it possible now for all employees of GTEC member companies to also join. Find out about some of the services offered by the Delta Credit Union that can be significantly better than banks; such as, car loans, low fee credit cards, student loans, kids savings accounts, no-fee interest bearing checking, etc. Spouses are also invited to attend this presentation.

GTEC Annual Convention (continued)

Saturday - March 21 continued

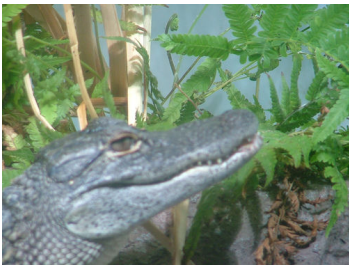
11:00 - 12:15 – The True Cost of a Technician (Installation Technician, Service Technician, Environmental Technician, etc.) - Joey Cheek, President, JMP Solutions, Tampa, FL. Do you know everything that you need to take into account to determine how much your technicians cost you. It certainly includes a lot more than just their salary or hourly wage. What percentage of overhead should they share? How do you spread the costs of vehicles, insurance and even losses on individual jobs? After determining this cost, what profit margin should you consider before determining what your prices to your customers will be? Joey Cheek is the owner and supervisor of a petroleum equipment distributorship in Tampa, Florida employing 36-40 people and has been in this industry for over 22 years. He oversees a sales department, installation/construction department, service department, purchasing/warehouse, and office operations. Joey has made this same presentation in the past for the Petroleum Equipment Institute (PEI).

2:00 - 4:00 PM Optional Event - Miniature Golf Tournament - Frankie's Fun Park - Now don't get confused — this is for non-golfers as well as golfers. This is also known as Goofy Golf and I am sure many of you have played Putt Putt. This is a game of luck as much as skill. There will be a max of six strokes allowed per hole. We will let two couples form a team and play for team prizes: First Place Team: \$300; Second Place Team: \$200. This will be a separate event and since it is optional, it will have its own price to cover the goofy golf fee. Children will also be able to play but will not be eligible for prizes. Your Frankie's Fun Park Pass will include the Miniature Golf Tournament as well as your choice of one other attraction. Choose from Go Karts, Bumper Boats, Drop Zone, Fun Slide, Rock Wall and Driving Range. Your pass will also include \$5 in Arcade Credits. We will provide a list of restaurants for you to choose from if you would like to have lunch on the way to the Fun Park, or you can get pizza and sodas at the park.



1:00 PM - 6:30 PM - Afternoon is free to stay and play at Frankie's or for shopping, sight seeing, etc.

Attractions include:



Carolina Aquarium



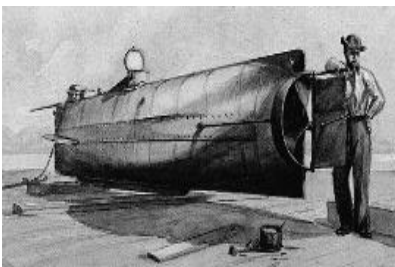
Museums



Plantations



Ft Sumter & Ft Moultrie



The Hunley Submarine



Naval/Maritime Museum



Provost Dungeon



Carriage Tours

Don't forget to join us in our hospitality suite in the evenings!

GTEC Annual Convention (Saturday continued)

Saturday
March 21

Dinner

*Upstairs
at 39
Rue De
Jean*



6:30 PM - Evening Dinner, The Rue De Jean - This restaurant has been voted “Best French Restaurant” every year by the Charleston Newspaper. It is also well known for its great Southern cuisine. We will have a cash bar at 6:30 PM and dinner will be at 7:00 PM. Our menu will consist of - Spinach salad - tomatoes, chopped eggs, balsamic vinaigrette; Southern fried chicken; Pulled pork barbeque; Sweet potato biscuits; Blue cheese bacon coleslaw; Mashed potatoes; Asparagus; Cornbread; Carrot cake or coconut cream cheesecake or triple layer chocolate cake; coffee and iced tea.

After Dinner - A \$1000 Cash Prize Draw Down - Each registered member and his/her registered spouse may purchase a raffle ticket for \$25 per person. Everyone's name will be on a card which will be placed in a rotating raffle drum. Everyone will stand up and as names are called, those individuals will sit down. Last person standing will win the \$1000 cash prize. Other cash prizes will be given to the first name called and at various other times as names are called. You have to be 21 or older to play.



Note: Register and pay by Feb 17, 2009 and receive a second chance per person for free.

Sunday, March 22 Hotel Checkout - Many of us have established a Sunday tradition of going to breakfast together. Join us at 9:00 AM. We will tell everyone of the restaurant location before Sunday morning.

You can still be a 2009 GTEC Convention Sponsor. Here are this year's sponsors so far:

Sat AM Keynote Speaker
Corrosion Control Inc.

Hospitality Suite & Refreshments
Metal Products Company

Platinum Sponsor
Delta Community Credit Union
Jack Pittman & Associates

Gold Sponsor
Ranger Consulting, Inc.

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Decker, Hallman, Barber & Briggs
Meco of Atlanta
Modern Welding Company
N. GA Environmental Services
Petroleum Services Group

General Sponsors:

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American Containment Services
B & B Petroleum System Services, Inc.
Catlin Environmental Consultants
Georgia Oilmen's Services
GoodEarth Environmental, Inc.
L & T Inc.
Monroe & Monroe Insurance

Don't forget to join us in our hospitality suite for some fun and fellowship!