



July 1, 2017

Greetings to All Three Rivers Desk and Derrick-ers:

So, that was a new, and I believe, first-time lecture topic for our Club? Special thanks goes out to the good people of Columbia Gas of Pennsylvania for their presentation at our June meeting on a topic that really affects us all: the replacement of older pipeline infrastructure with new equipment and facilities.

Interestingly, because of the large scale and scope of the project, I believe that many of us knew that "something" was happening out there with all the trucks and excavation. It was particularly comforting to hear the importance placed upon safety considerations in the scheduling of such maintenance and replacement services. Kudos to Columbia Gas of Pennsylvania, and thanks again to Mr. Norbert Ndamira and Mr. Joe Gordon for visiting our Club!

Moving on now to the theme of this President's Letter, I give you the phrase of the month carefully selected and contemplated to pique interest: "**MEMBERSHIP DUES – CHEAP!!!**".

As a nonprofit organization servicing primarily a market in recovery, the Association of Desk and Derrick Clubs is always looking for ways to maintain operational efficiencies, thus keeping the costs of doing business to a minimum. As we all know, our annual membership renewal campaign demonstrates this. Membership dues are payable the same time early in the year, and the dues apply to the entire year. Generally and historically, the costs of the tracking and prorating of dues payments based upon actual start-date, for example, for a member who joins mid-year, have been prohibitively time-consuming and expensive.

While again, we all acknowledge that this has greatly enhanced the efficiencies of the dues collection process, we do realize that this sometimes has a chilling effect on membership campaigns later in the year. As you can imagine, it's a real challenge to convince a potential new member to part with the full annual dues rate when they only expect to reap membership benefits in the latter half of the year.

To remedy this inequity, and importantly, to encourage new membership throughout the year, your Board is pleased to announce that effective **JULY 2017 THROUGH DECEMBER 2017, YOUR THREE RIVERS DESK AND DERRICK CLUB NOW OFFERS A DISCOUNTED DUES RATE TO NEW MEMBERS** joining our Club during the last half of the year.

While we all know that new members have already missed a slew of quality monthly lectures, an amazing regional meeting in Niagara Falls, New York, and countless opportunities to interact with a host of super-cool, incredibly personable, highly intelligent, industry stakeholders (that would be "us"), they will still surely find the new half-year **\$50.00 DISCOUNTED DUES RATE** a tremendous value!

Just to remind us, for "all" the benefits of new membership, I refer you to the ADDC website and our own Three Rivers Desk and Derrick website. Suffice it to say, those who join mid-year, first and foremost, still have several monthly lectures to attend before the end of the year. Additionally, we still have our annual "Industry Appreciation Dinner" later this year, in which all members get to express their gratitude (i.e. "kiss-up") to a supportive supervisor by inviting them to attend a dinner-and-a-lecture, cost-free. Reference is also made to our San Antonio trip later this year, which will, no doubt, be an experience that all members will not want to miss.

One additional benefit of membership which we have alluded to in the past, but perhaps never expressly detailed, is now available as well. Did you know that as a member of Desk and Derrick, you are eligible for discounted travel and hotel arrangements?

As you may know, Valero Energy Corp. is one of the nation's largest petroleum refining and marketing companies. The firm actually supplies our organization with quite a few club members. Did you know, however, that Valero now graciously grants access to the same travel agency that supplies its own 10,000+ employees discounted rates for business and recreational trips, to "ALL" ADDC members as well? For more information on this program, please visit the "Valero Vacation" link on the "Members Page" on the ADDC website. Special thanks goes out to Valero Energy Corp. for their generosity in these regards!!

See, it's kind of like ADDC is giving members summer vacation money, eh? Now let's get some new members to give some of that money back by JOINING TODAY!!

Wow, a nine exclamation-point President's Letter, a personal best. Hope your summers are going super-spectacular. See you in August! (And that's ten . . .)

Lawrence A. Edelstein

Lawrence A. Edelstein, President
Three Rivers Desk and Derrick Club