

# SIGMA

AMERICA'S LEADING FUEL MARKETERS

2024 ANNUAL



# SUPPLIER RESOURCE GUIDE

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SIGMA assembles the most dedicated leaders within the liquid transportation fuel and retail industry, helping them to succeed in a free and fully competitive marketplace.

# SIGMA

A stylized graphic of a mountain range with a large sun behind it. The mountains are rendered in dark blue, red, and teal. The sun is a large orange circle with rays extending outwards in various colors like teal, red, and orange. The background is white with some teal and red accents.

## 2025 WINTER CONFERENCE

**FEBRUARY 2-5**  
VAIL, CO

A photograph of a ski lift in a snowy forest. The lift is a blue tower with several chairs. One chair is full of people. The trees are covered in snow, and the ground is a snowy slope.

**REGISTER TODAY!**

[www.SIGMA.org](http://www.SIGMA.org)

# THANK YOU SPONSOR PARTNERS FOR YOUR INVALUABLE SUPPORT

Welcome to SIGMA's annual meeting! This will be – as you have come to expect – an amazing three days. It's a chance to do what SIGMA does best – inform our members and give them a chance to network and engage with their peers and colleagues.

Personally, as I am near the mid-year mark in my tenure as CEO of SIGMA, I think of some of the highlights of the last six months. Chief among those is my having had opportunities to meet with our vast array of SIGMA sponsors. Their enthusiastic and generous support is critically important to our organization. The time I have gotten to talk to them, hear their ideas and thoughts has been invaluable to me and will ultimately make SIGMA meetings even better.

I also appreciate that their investment is not just financial – it's their time that they spend on supporting SIGMA education and advocacy as well. Our sponsors are part of a large SIGMA family network that supports and drives SIGMA forward.

This book is our thank you to those partners whose time and investment in supporting SIGMA is what makes these events so must-attend for our industry. Please spend some time reviewing this guide – it is filled with companies who are committed to the success of your business and our industry.

If you are not currently a sponsor partner, and are interested in exploring partnership opportunities with SIGMA, please let me know. I would love to talk to you, or you can reach out to Meredith James, SIGMA's VP of Business Partners & Strategic Development. You can find me at [sberhang@sigma.org](mailto:sberhang@sigma.org), or Meredith at [mjames@sigma.org](mailto:mjames@sigma.org). Either one of us can fill you in on the amazing value of partnering with SIGMA.

Scott H. Berhang  
CEO, SIGMA



A handwritten signature in black ink that reads "Scott Berhang". The signature is written in a cursive, flowing style.

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**ABOUT US**

ADD Systems® (Advanced Digital Data®) provides leading back office and mobile software for the wholesale petroleum, heating oil, propane, HVAC, lubricants distribution, and convenience store industries. Headquartered in New Jersey since 1973 and with additional locations in Rhode Island and Quebec, ADD supports clients throughout the United States, Canada, and Guam. ADD is a family business with family values that include treating others as you would want to be treated. The people at ADD live this value every day and are second to none with an average tenure of 16+ years and exceptional dedication. They work hand-in-hand with clients to understand, meet, and exceed the operational and accounting needs of these industry professionals.

**VALUE PROPOSITION**

With more than 50 years of proven commitment to client success, ADD Systems' software solutions are specifically designed to meet the needs of the petroleum and convenience store industries. Staying in sync with client and industry needs is top priority, so ADD invests heavily in research and development. We bring new and innovative enhancements and products to market every year to help clients run as efficiently as possible and take advantage of every opportunity for growth. Software development includes vigorous testing and quality control and comes complete with extensive documentation and support videos. Our experienced implementation team works with each client to create a customized plan based on their needs and priorities. In short, ADD Systems works with clients to help make their vision a reality.

**MAJOR PRODUCTS, BRANDS, AND/OR SERVICES**

ADD Systems' premier back-office software includes ADD Energy E360®/ADD Energy E3® for fuel distribution and ADD eStore® for convenience stores. With these powerful tools, clients stay ahead of operations like inventory, pricing, sales, credit, and billing. Equally powerful analytics are available with Atlas Reporting®, a BI tool that makes actionable information out of data. ADD's mobile products provide real-time, wireless interaction with the back office. Raven® mobile for delivery and Pegasus® mobile for service increase efficiency and empower drivers and service techs with information. SmartConnect®, ADD's web services gateway, allows read/write capabilities with outside applications, like tank monitors. ADD software can reside on the ADD Cloud or a client's server. IT support, including networking, firewall set-up, and more is also available. ADD offers comprehensive consulting and support via web portal, webinars, onsite training, phone, and, when needed, direct access to customer systems. ADD also conveniently supplies forms services.

**MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024**

With more than 50 years of creating innovative technology solutions for its clients in the energy distribution and convenience store industries, ADD is committed to constant product enhancements and development to meet and exceed clients' needs now and in the future.

**ADD SYSTEMS**

6 Laurel Dr.  
Flanders, NJ 07836  
800.922.0972  
addsys.com

**YEAR FOUNDED** 1973

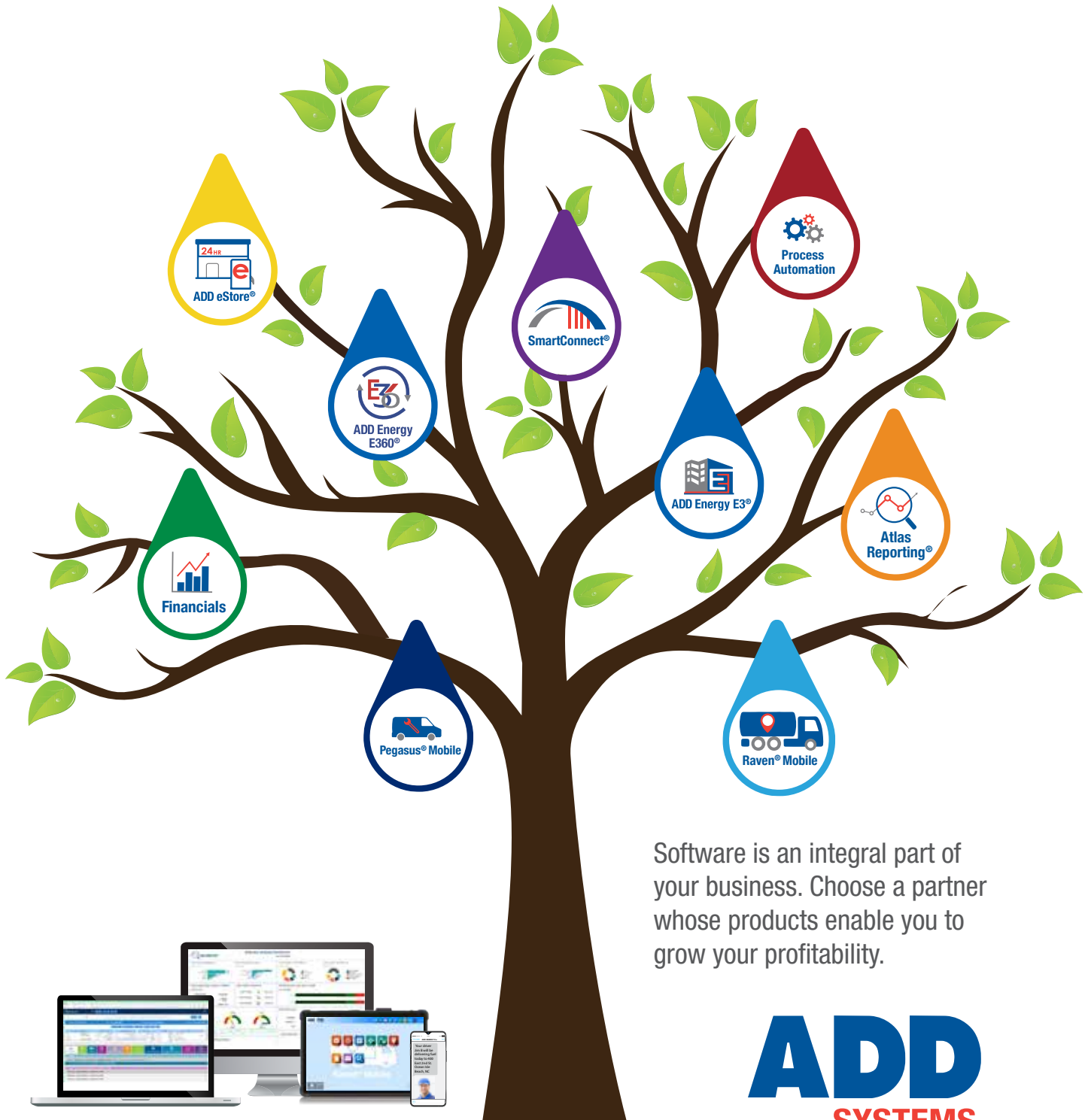
**MAJOR PRODUCT/SERVICES CATEGORIES** Software

**KEY CONTACT FOR MORE INFORMATION**

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VP of Sales  
coylej@addsys.com  
800-922-0972, ext. 1312

# THE ROOT OF YOUR SUCCESS

GROW PROFITS WITH ADD SYSTEMS SOFTWARE



Software is an integral part of your business. Choose a partner whose products enable you to grow your profitability.

**ADD**  
SYSTEMS

SOFTWARE FOR THE PETROLEUM &  
CONVENIENCE STORE INDUSTRIES



Learn more at [addsys.com](http://addsys.com)  
800-922-0972



Allianz  
Trade

## ABOUT US

Your partner for trade risk insights and cash flow protection. Whatever the future may bring at home or abroad, Allianz Trade can help you be prepared by predicting trade and credit risks and protecting your cash flow.

With more than 130 years of expertise, Allianz Trade's global business intelligence is unrivaled. Our experts use technology-driven processes to generate insights and present actionable information to businesses of all sizes and in all sectors, so you can make the best trade decisions.

We have the resources to provide compensation to maintain your business. Our passion is to give you the confidence to trade and get paid, so you can move your business forward, whatever your goal.

## VALUE PROPOSITION

You can choose the best customers and markets for your business, improve your financial health and protect your cash flow from bad debt losses. You can bid for more contracts, re-design your customer portfolio or launch a new venture.

You can confidently grow sales safely, domestically, and abroad to new and existing customers, protect your business from risk of customer default and catastrophic loss, reduce bad debt reserves, obtain greater access to funding and secure better finance options and expand export markets and offer competitive terms overseas

By partnering with Allianz Trade in North America, you gain the knowledge to steer your business, financial peace of mind, comprehensive credit function support and tailored tools and resources for your business' unique needs.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

As of March 28, 2022, Euler Hermes is now Allianz Trade. We have fully been a part of the Allianz Group since 2018, making this a timely and natural move for us. Allianz, according to Interbrand, is the number one insurance brand globally. We are very excited to bear the Allianz name and the opportunities this provides us in terms of awareness, business, and innovation. With this new name, we enter a new far-reaching and innovative chapter of our story.

# ALLIANZ TRADE NORTH AMERICA

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Baltimore, MD 21202  
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YEAR FOUNDED 1893

MAJOR PRODUCT/SERVICES  
CATEGORIES Trade Credit  
Insurance

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# 2024 ANNUAL CONFERENCE

Westin Copley Place • Boston, MA • **Nov. 12-14**





# YOUR *store* *your* VOICE™

*You are your greatest representative.*



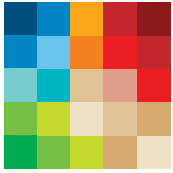
**SCAN NOW  
TO GET INVOLVED**

**Join store owners  
across the country  
who are fighting for  
fair tobacco policies.**

Paid for by Altria Client Services LLC on behalf of Philip Morris USA,  
U.S. Smokeless Tobacco Co., John Middleton, and Helix Innovations.

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# Altria

Altria Group  
Distribution Company

## ABOUT US

We have a leading portfolio of tobacco products for U.S. tobacco consumers age 21+. Our Vision is to responsibly lead the transition of adult smokers to a smoke-free future (Vision). We are Moving Beyond Smoking™, leading the way in moving adult smokers away from cigarettes by taking action to transition millions to potentially less harmful choices - believing it is a substantial opportunity for adult tobacco consumers, our businesses and society.

Our wholly owned subsidiaries include leading manufacturers of both combustible and smoke-free products. In combustibles, we own Philip Morris USA Inc. (PM USA), the most profitable U.S. cigarette manufacturer, and John Middleton Co. (Middleton), a leading U.S. cigar manufacturer. Our smoke-free portfolio includes ownership of U.S. Smokeless Tobacco Company LLC (USSTC), the leading global moist smokeless tobacco (MST) manufacturer, Helix Innovations LLC (Helix), a leading manufacturer of oral nicotine pouches, and NJOY, LLC (NJOY), currently the only e-vapor manufacturer to receive market authorizations from the U.S. Food and Drug Administration (FDA) for a pod-based e-vapor product.

Additionally, we have a majority-owned joint venture, Horizon Innovations LLC (Horizon), for the U.S. marketing and commercialization of heated tobacco stick products.

Our equity investments include Anheuser-Busch InBev SA/NV (ABI), the world's largest brewer, and Cronos Group Inc. (Cronos), a leading Canadian cannabinoid company.

The brand portfolios of our operating companies include Marlboro®, Black & Mild®, Copenhagen®, Skoal®, on!® and NJOY®. Trademarks related to Altria referenced in this release are the property of Altria or our subsidiaries or are used with permission.

## ALTRIA GROUP DISTRIBUTION COMPANY

6601 West Broad St.  
Richmond VA 23230  
804.274.2000  
altria.com

**MAJOR PRODUCT/  
SERVICES CATEGORIES**  
Tobacco

**KEY CONTACT FOR  
MORE INFORMATION**  
Amber Moore  
205.826.2450



## ABOUT US

Antea®Group, a global environmental, health, safety, and sustainability consulting firm, provides full-service solutions to the Energy Marketer and Convenience Retail industry. We believe our clients should have a partner that understands the industry as well as their specific business challenges. Our team of industry-leading, trusted consultants, scientists, and engineers is trained to develop integrated solutions that address the business drivers critical to the long-term performance of the Oil and Gas/Biofuels/Petroleum Marketer assets, from upstream to downstream.

Vision is essential in today's Oil and Gas/Biofuels/Petroleum Marketer industry. From acquisition to divestment, program development to compliance, project design through construction, operation, and maintenance to decommissioning and redevelopment, our solutions deliver value to your most complex projects. Our success derives from understanding the asset lifecycle and appreciating the challenges of the asset's next phase.

## VALUE PROPOSITION

Antea Group has more than 35 years of history working for petroleum marketers. The insights we have gained through our longterm participation with SIGMA - along with working directly for many marketers ranging from independent jobbers to major oil companies - have led to the development of a full suite of routine and innovative services unique to the petroleum marketing industry. Antea Group services support each step of the asset lifecycle, from the acquisition of new dirt or multi-site operations, to operational management and optimization, through asset divestment and decommissioning. Our consultants are intimately familiar with the federal and state regulations applicable to petroleum marketer facilities, and our geographic coverage allows us to support you anywhere in the US.

## ANTEA GROUP

5910 Rice Creek Parkway, Ste. 100  
Shoreview, MN 55126  
651.639.9449 or  
800.477.7411 (US toll-free)  
us.anteagroup.com

YEAR FOUNDED 1986

**MAJOR PRODUCT/SERVICES CATEGORIES** Environmental, Health, Safety, Compliance, and Sustainability Consulting Services

## KEY CONTACT FOR MORE INFORMATION

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## ABOUT US

Apter Industries is a family owned and operated cleaning products manufacturer based out of the Pittsburgh area. Apter Industries has been in business for over 50 years providing our customers with cleaning products that "Just Work Better". Our simple solutions and application methods save our customers time and effort without reducing effectiveness. We pride ourselves on being able to meet any of your cleaning chemical needs, whether it is beefing up a current product or creating a new product and/or formula just for you. With our training, reliable shipping, and quality of products, we are confident we will meet your business's needs.

## VALUE PROPOSITION

Our indoor and outdoor cleaning programs will take care of all your convenience store needs. Not only will your store be clean, but with our power of two mixing, you will save money overall. Get started with our Forecourt First kit to take care of your fuel islands, the surrounding area, as well as your trash receptacles. Compliment the Forecourt First Kit with our Pump it Up Kit for all your inside cleaning needs. Fill in your remaining needs and wants with our ancillary products such as Tile Time Floor Cleaner, Soda Machine Drain Cleaner, Oven Safe Cleaner, and more!

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

We offer a multitude of cleaning products. However, we do not wipe our hands clean after a sale. We provide training guides, training tutorial videos, customized cleaning charts, as well as troubleshooting via our toll-free number 1-800-441-7146.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

You can catch a member, or two, from the Apter Industries team at a Convenience Trade Show or conference near you! Please stop by our booth or table and say hello.

# APTER INDUSTRIES

Apter Industries  
2995 Clay Pike  
Rilton, PA 15678  
800.441.7146  
apterindustries.com

YEAR FOUNDED 1930's

## MAJOR PRODUCT/ SERVICES CATEGORIES

Convenience Store cleaning products. Indoor and Outdoor cleaning programs. Individualized cleaning programs. Nationwide distribution. Training.

## KEY CONTACTS FOR MORE INFORMATION

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724.787.3245



## ABOUT US

Argus has been the industry standard in “spot” gasoline, diesel fuel, and jet fuel assessments throughout the United States and internationally for more than 50 years. Refiners, trading companies, and the most high-profile fuel distributors trust Argus spot prices as a basis for fuel transactions. Our accurate assessments utilize simple, easy-to-understand methodologies that incorporate all the trades in a day – not just a window. Our award-winning staff of refined products experts bring an immeasurable amount of experience to the table. Every year, more US fuel distributors turn to Argus for pricing benchmarks, as well as invaluable news and pricing analysis. Isn't it time you did the same?

## VALUE PROPOSITION

The Argus US Products service is a full view of the barrel for all products and prices in the United States. From gasoline and diesel fuel to jet fuel and ethanol, Argus US Products is one of the most widely used and respected fuel industry publications. Our closing prices are published at 3:15 CT - letting you get a jump on your daily pricing before the business day ends.

Fuel markets change all the time – prices rise and fall dramatically in a matter of minutes. Managing a fuel portfolio with that kind of volatility can be challenging. Our market experts have a comprehensive view that exceeds any other price reporting agency. With the Argus Spot Ticker, fuel buyers and sellers can get the same real time price visibility as the industry's leading refiners and trading companies. By using the Argus Spot Ticker, fuel buyers and sellers can time their purchases and turn the market's movements to their advantage. The Argus Spot Ticker is the only service of its kind to provide three actual benchmarks during the trading day – providing invaluable flexibility for spot-based rack deals. The Argus Americas Biofuels Service gives users a clear understanding of the daily spot ethanol,

biodiesel, renewable diesel, RINs, sustainable aviation fuel (SAF), and renewable feedstocks throughout key US markets including the complex US West Coast. It also includes a comparative look at ethanol and biodiesel as well as profitability measures for producing biofuels. Meanwhile, Argus Air Daily provides the best updated information on carbon pricing and markets in North America.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Argus offers comprehensive pricing and market analysis for the global renewable fuel supply chain, from feedstock to final product. Argus' extensive coverage includes leading price assessments and forecasts for key biofuels markets, providing detailed insights on supply chain economics and feedstock fundamentals. Argus' responsive assessments and superior analysis deliver actionable value for sourcing and procurement, helping you make profitable decisions.

**Our daily price reporting service.** Argus Americas Biofuels, provides accurate and reliable daily and weekly price assessments, alongside news and market commentary direct from our expert global editorial team.

The Argus Biofuels Outlook delivers essential 15-month forecasts for prices and trade balances, while our Argus Biofuels Analytics service brings together industry-leading analysis of long-term outlooks, price, demand, and capacity forecasts out to 2035.

## MAJOR INITIATIVES, EVENTS, OR UPDATES FOR YOUR COMPANY WITHIN THE NEXT 6 MONTHS

U.S. production capacity for renewable diesel could more than double from current levels by the end of 2027. Between 2011 and 2021, consumption grew from 1 million barrels to 28 million barrels per year, over 18 times its original volume. With this anticipated growth over the coming years, it is critical to ensure fair and reflective values are provided for market participants. This is provided by Argus renewable diesel price assessments as they are underpinned by actual physical bids and offers. This means Argus renewable diesel prices indicate the market value for renewable diesel producers and sellers, but also signal to buyers the most competitive values at which to procure renewable diesel. **Argus' coverage includes daily spot prices for R99 at Los Angeles and San Francisco, with an extensive suite of R100 price assessments for California and Oregon, and margin indicators for key producing regions. Published prices for USGC and NYH R99 are also available.**

## ARGUS MEDIA

2929 Allen Pkwy #700  
Houston, TX 77019  
713.968.0000

YEAR FOUNDED 1970

### MAJOR PRODUCT/ SERVICES CATEGORIES

Price assessments,  
news and analysis

### KEY CONTACTS FOR MORE INFORMATION

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Business Development  
usdownstream@argusmedia.com



# Stay Ahead with Real-Time Market Data

Every fuel buyer and seller knows the stakes: a missed market move can cost thousands and disrupt your business. Accurate and timely market intelligence is essential to stay ahead.

The Argus Spot Ticker ensures you're always in the know. With real-time intraday pricing for gasoline, diesel, ethanol, and RINs, our comprehensive reporting follows the market closely, delivering immediate updates directly to your desktop.

Take advantage of our **four daily benchmarks**: 8:00am CT, 10:30am CT, 1:30pm CT, 2:30pm CT, providing unmatched flexibility for your fuel contracts.

*Leverage Argus' decades-long expertise in the spot market to protect your bottom line and manage volatile fuel costs.*



Scan to discover how the **Argus Spot Ticker** can transform your market strategy.



# Axxis

BY OPIS, A DOW JONES COMPANY



## ABOUT US

With almost 30 years of experience, Axxis is one of the most respected providers of comprehensive market data, software, and integration solutions for the downstream petroleum and bio-energy industries. Axxis offers a full line of Energy Supply Chain Management Software that enables our customers to successfully buy, sell, market, dispatch and manage transactions for refined petroleum products, renewable fuels, and other related commodities. As the industry's leading data aggregator, Axxis can capture, transform, present, and publish SCM documents up to the client's Web Portal, mobile device, back-office system or to other third-party solutions. Axxis offers both cloud hosted and on premise software options to best suit your needs. Axxis has a diverse set of customers representing thousands of users including: jobbers, government agencies, suppliers, wholesalers, marketers, brokers and retailers throughout North America. Today almost 10,000 customers across the supply chain utilize OPIS and Axxis products.

## VALUE PROPOSITION

Axxis solutions transform basic market data into meaningful information. We provide technology that allows suppliers, resellers, and marketers of refined petroleum products to automate the information gathering, buying, contract management, selling, ordering, inventory, allocations, dispatching, billing, and reconciliation processes. These proven software, services and data solutions can easily plug into your existing technology. With Axxis integrated software and market data solutions, you'll have all the tools you need to feel confident buying and selling refined petroleum products, renewable fuel products and other commodities. We are Axxis - providing the right information at the right time, when you need it most.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

**Market Data Services** - we offer one of the industry's most comprehensive and accurate data repositories with current and historical pricing for hundreds of petroleum and bio-energy fuel products. Axxis processes and verifies over 35,000 unique prices daily from wholesale rack terminals throughout North America. Daily subscriptions and historical reports are available in a wide array of delivery options from our extensive library of close to 150 million prices. The data you want, when you want it and how you want it.

**Software Solutions** - as a proven industry leader, we have been providing the foremost information technology software solutions to the downstream petroleum and renewable industries since 1991. Axxis integrated software pricing automation, logistics automation, transaction automation and business intelligence solutions are used in thousands of supplier, marketer and jobber locations helping them save time, increase efficiency through automation, reduce costs and ultimately improve their bottom line.

**Professional Services** - as a trusted advisor to the refined petroleum and bio-energy industries, Axxis provides a full range of technical and consulting professional services to help our customers better automate, integrate, and utilize technology.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Products: Analytics and BI to Major Products/Services, Virtual Fuel Desk to Major Products/Services, Fuel Invoice Reconciliation, Contract Forecasting and Managed Fuel Service

## Axxis by Opis, a Dow Jones Company

9841 Washingtonian Blvd.  
– 5th Floor  
Gaithersburg, MD 20878  
888.301.2645  
opisnet.com

YEAR FOUNDED 1991

### MAJOR PRODUCT/ SERVICES CATEGORIES

Pricing software, data capture, inventory/  
order management, dispatch management,  
transaction management, contract/  
allocation management, customer/carrier  
portal, invoicing/billing

### KEY CONTACT FOR MORE INFORMATION

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603.553.0989

# Axxis

BY OPIS, A DOW JONES COMPANY



BUY  
SELL  
MOVE  
RECONCILE  
ANALYZE

# Manage Your Fuel Process Better

Automate and accelerate your entire fuel supply chain management process.

Adjust to market changes in real time, maximize margins, save time and increase customer satisfaction with Axxis fuel management software.

Schedule your free Axxis Software demo!  
[sales@axxispetro.com](mailto:sales@axxispetro.com) | 800.833.8870 | [www.axxispetro.com](http://www.axxispetro.com)



## ABOUT US

Business Accelerator Team (BATEam) is an outside-in catalyst assisting with insight, business and marketing strategy, tactical execution, and important industry connections. Formed in 2015, the consultancy provides business-development expertise derived from a deep understanding of what has worked with suppliers/vendors, marketers, associations, and media in retailing and foodservice. We provide multidimensional support for both vendor and marketer clients.

Whether executing in partnership with the client business teams or consulting at an executive level, we create client growth.

Client success is our success!

## VALUE PROPOSITION

Business Accelerator Team's key value proposition lies in our people who have diverse backgrounds, talents, connections and extensive experiences across multiple industries and categories. For each assignment, we tailor our group to address the needs for a specific client and/or project.

Since 2015, our team has provided individualized consulting plans, providing business-development knowledge across the petroleum, convenience store, grocery retailing, media, digital and CPG landscapes.

Our combined 400 years of collective experience has improved growth and profitability for a range of clients, building long-term sustainable results.

Experience, while critical, is only one part of the 'package' we bring to clients. Another element is passion – a passion for excellence that exceeds expectations.

BATEam offers a comprehensive suite of consulting and marketing services – customized to each vendor or marketer, for scalable growth and/ or increased profitability.

# BUSINESS ACCELERATOR TEAM

Scottsdale, Arizona  
480.799.7623 | thebateam.com  
Twitter: @The\_BA\_Team  
LinkedIn: linkedin.com/company/the-ba-team

YEAR FOUNDED 2015

**MAJOR PRODUCT/SERVICES CATEGORIES** Consulting, Marketing, Offer Development and Support

## KEY CONTACT FOR MORE INFORMATION

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Founder  
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480.799.7623

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Core services include\*:

- **Creation & Branding** – facilitating all product development phases — from ideation to market research, competitive analysis, positioning, and sales forecasting.
- **Marketing** – comprehensive traditional and digital marketing strategies and service: website development, content development, lead generation and engagement tactics that include social media.
- **Revenue Generation** – evaluation of revenue strategy, sales pipeline and processes, pricing strategy, tactics, and promotional planning.
- **Engagement** – industry event and engagement planning, relationship building, product or service launches, promotion, and loyalty development
- **Supporting Services** – full P&L evaluation and management, benchmarking, comprehensive analysis of costs, distribution and purchasing, IT and system planning.
- **Coaching & Advisory** – individualized coaching, consulting or on-going advisory services customized for each client.

\* partial listing

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

BATEam has delivered thought-leadership content with over 30 published articles, newsletters, and blogs. Our partners have also spoken at events for SIGMA, NACS, Conexxus, CSP, CSNews, & CSD. BATEam has helped dozens of clients from various facets of the industry. BATEam is extremely well positioned to provide end-to-end services for both vendors and marketers



# Accelerate your business

Our team of consultants work with convenience retailers, fuel marketers, and vendor clients to accelerate growth and profitability.

## Positioning

BATeam helps to develop and refine the concept, positioning, value proposition and go-to-market strategy for products, services and solutions specifically for the convenience and fuel industry.

## Marketing

BATeam helps establish and grow brands by developing a strategic marketing plan including digital marketing tactics, industry publications and other media opportunities. We provide ongoing marketing services such as website development, content creation, social media management, digital advertising, and email marketing.

## Sales Development

BATeam leverages our industry network and partnerships to identify and develop targeted sales opportunities while also focusing on essential intelligence for advancing marketing generated leads to conversion.



Contact us today to start growing your business.  
480.799.7623 | [www.thebateam.com](http://www.thebateam.com)



## ABOUT US

Headquartered in Houston, Texas, CITGO Petroleum Corporation is a recognized leader in the refining industry. With a well-known brand, CITGO operates three refineries located in Lake Charles, LA.; Lemont, IL.; and Corpus Christi, TX, and wholly and/ or jointly owns 42 active terminals, six pipelines and three lubricants blending and packaging plants. With approximately 3,600 employees and a combined crude capacity of approximately 807,000 barrels-per-day (bpd), CITGO is ranked as the fifth largest, and one of the most complex independent refiners in the United States. CITGO transports and markets transportation fuels, lubricants, petrochemicals, and other industrial products, and supplies a network of approximately 4,100 locally owned and operated branded retail outlets, all located east of the Rocky Mountains.

## VALUE PROPOSITION

With tens of thousands of single-store operators in the U.S. convenience segment, competition is fierce, and margins are tight. Put the power of the CITGO brand to work for you and take advantage of:

- Flexible business partnership
- Stunning station design
- Top-notch customer service
- Innovative loyalty solutions
- Branded consumer and fleet payment cards
- Secure and steady supply

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

- TriCLEAN® TOP TIER™ gasoline
- Diesel fuel
- Jet fuel

- Petrochemicals
- Solvents
- CITGO®, Mystik® and Clarion® branded lubricants
- Extensive terminal capacity and pipeline network

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

- TriCLEAN® TOP TIER™ Gasoline makes CITGO the Good to Go brand for every consumer delivering on promises to maintain intake valve and fuel injector cleanliness while preventing performance-robbing valve deposits through its continuous use
- The pending integration of CITGO PAY™ within the Club CITGO® Rollback loyalty platform and CITGO Instant Savings. CITGO PAY™ mobile payments and Instant Savings on the Rewards Card highlight the major changes at CITGO driving greater consumer loyalty and flexibility in savings!
- Newly designed and improved Illuminate stations are nearing 70% completion driving as much as 30% in volume growth
- Free state-of-the-art Retailing Institute education programs for branded Retailers and Sales Advantage and product specific webinars for branded Marketers
- Continued focus on building local community awareness and increasing access at the pump with the fuelService Disability Fueling Assistance app
- Far-reaching community education initiatives including CITGO Innovation Academies, a robust STEM talent pipeline, and scholarship opportunities. GO with CITGO and let us help you grow your business today! Check out the benefits at myCITGOstore.com.

GO with CITGO and let us help you grow your business - today! Check out the benefits at myCITGOstore.com.

# CITGO PETROLEUM CORPORATION

1293 Eldridge Pkwy.  
Houston, TX 77077  
800.992.4846 | CITGO.com

YEAR FOUNDED 1910

MAJOR PRODUCT/  
SERVICES CATEGORIES  
Fuels, Petrochemicals  
and Lubricants

KEY CONTACT FOR MORE  
INFORMATION  
mktgsales@CITGO.com

# GOOD TO GROW

*Every day you are faced with important decisions that impact your bottom line – including which gasoline supplier to choose!*

Let us support your business model and help you achieve your goals with:

- Industry-leading brand support
- Illuminate Brand Image
- Top Tier™ TriCLEAN Gasoline®
- Loyalty program support with Club CITGO® and CITGO Pay™
- Educational Programs
- C-Store Image Programs



READY TO GROW?



CITGO Marketing Sales  
1-800-423-8434; Opt. #1  
mktgsales@citgo.com



## SERVING UP TOTAL CONVENIENCE

Core-Mark, a Performance Food Group company, is the largest and most comprehensive convenience distributor in North America, serving more than 50,000 customers across the United States and Canada. Combining the strengths and experience of our PFG family of companies, we are poised to facilitate the growth of a c-store operation at the levels unmatched in the industry. With these partnerships, our customers benefit from greater distribution depth and breadth, including an enhanced, robust variety of products and solutions. .

- Restaurant quality foodservice products designed to meet the demands of convenience, available through our parent company, PFG.
- Fresh foodservice solutions that include Fresh Take and a wide variety of fresh grab and go products.
- Technology innovation that includes loyalty programs to grow your revenue, touchless checkout, and a state-of-the-art ordering system.
- Private label options that reduce cost while providing a competitive market advantage to grow sales.
- An unwavering commitment to our customers' growth and success.

## Food Forward

Core-Mark and Performance Foodservice are changing the game when it comes to made-to-order, c-store menus. Our turnkey, onestop shop programs allow operators to offer the best in Southern fried chicken, handcrafted Italian favorites, Latin-inspired foods and more, helping you meet the demand for meals and snacks across all day parts. Expanded programs exist for beverages and fresh grab & go items. Our access to the finest restaurant brands gives c-stores important opportunities for distinction, like private label options and unique flavor profiles. And a team of professional chefs positions our customers to lead the market in this important growth area.

## Innovation Driven

The world of digital is exploding, and to compete, the convenience channel needs the tools and capabilities to deliver the same experience as other retail formats. Core-Mark meets consumer preferences with a variety of solutions. Contactless mobile checkout options offer retailers a frictionless mobile payment program, with choices for self-checkout kiosks and app-based ordering. Loyalty programs for all size stores and chains offer consumer rewards for spending in your stores and at your pumps, to keep shoppers coming back. And when they return, Core-Mark's capabilities in order solutions and replenishment prove a huge value for retailers, optimizing product assortment, build leading-edge planograms and delivering real-time, customized dashboards to monitor the health of their business.

## Technology Resources

To continue to provide best-in-market category management solutions, Core-Mark recently implemented a strategic refresh of the SmartStock® program allowing our retailers to easily and effectively execute performance-driven category management while significantly growing their business. The SmartStock® program leverages consumer insights, IRI industry data, and a robust data engine to provide actionable insights to more than 15 expertly managed categories. The refreshed program now includes a monthly category focus with in-depth analysis and action item implementation, early access to new and innovative items, and exclusive promotional benefits to deliver our retailers an increase in sales and profits.

## Convenience Committed

Core-Mark remains committed to a customer-focused approach. Our c-store owners and operators are our main priority, and a part of our family. You can count on us to combine our scale, our learnings, and most importantly our people, to deliver an unparalleled customer experience.

# CORE-MARK

1500 Solana Blvd., Ste. 3400  
Westlake, TX 76262  
940.293.8600  
core-mark.com

**MAJOR PRODUCT/  
SERVICES CATEGORIES**  
Convenience wholesale distribution,  
foodservice solutions, and retail  
technology solutions

## KEY CONTACT FOR MORE INFORMATION

Chad Beck  
Vice President, Sales  
Chad.beck@pfgc.com



# AT CSP, WE KNOW YOU.

**We understand your business needs and aspirations.**

Through thoughtfully crafted events and specialized media content, CSP delivers tangible leads that pave the way for constructive partnerships with some of the nation's leading retailers.

Simply put, we are more than just a media brand. We're your most trusted industry ally.

So, what are you waiting for? Partner with CSP, where your business goals become our priority.



## LEARN MORE

Amanda Buehner, SVP, CSP Events & Media  
[Amanda.Buehner@informa.com](mailto:Amanda.Buehner@informa.com)





## ABOUT US

For more than 30 years Dippin' Dots has been creating fun and making memories for fans across the globe.

Microbiologist Curt Jones invented the beaded ice cream concept in 1988 when he used his knowledge of cryogenic technology and his love for ice cream to create Dippin' Dots, which has since been America's number one beaded ice cream brand. Through innovation and imagination, Dippin' Dots redefined ice cream. From the first bite of unexpected flavor, Dippin' Dots creates an experience that is remarkably fun and unforgettable.

Today, Dippin' Dots is part of J&J Snack Foods Corp., (NASDAQ: JJSF) a leader and innovator in beverages and snack foods, after the company purchased the Dippin' Dots and Doc Popcorn brands in 2022. With over 30 years in business, new generations of Dippin' Dots fans emerge, influenced by their young adult parents who grew up eating Dippin' Dots. Now catering to a generation who does not know a world without Dippin' Dots, the company maintains its vision — Create fun, make memories.

## VALUE PROPOSITION

As the leading purveyor of cryogenically frozen confections, Dippin' Dots has been pushing the boundaries of what frozen treats can be, delighting taste buds across the globe. We are the ORIGINAL and #1 beaded ice cream with a focus on convenience retail growth.

Dippin' Dots can take your frozen dessert offerings to the next level. Imagine a galaxy of frozen delights, a swirl of tantalizing flavors, and a journey through the mesmerizing world of Dippin' Dots innovation. We've got an ice cream experience that will take your guest on an unforgettable taste adventure. Our retail program is proven to drive incremental sales, new foot traffic and increase basket size and units.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Dippin' Dots is famous for its flash-frozen tiny beads of ice cream, which create a unique texture and unexpected flavors. It's been America's number one beaded ice cream brand for over 30 years.

Dippin' Dots operates an award-winning franchise system with over 100 store and shopping center locations across the U.S. and co-brand opportunities with sister company Doc Popcorn

Dippin' Dots are served at every major amusement park, the vast majority of major league sports, fairs, festivals, food trucks, convenience stores, grocery stores, and more. The availability of Dippin' Dots products continues to expand year after year.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Dippin' Dots products expand year after year, with 22,000 points of presence across the U.S. Through a variety of outlets including convenience, grocery, and hardware stores. Dippin' Dots are more focused than ever to expand our retail presence. The opportunity for growth in convenience is unparalleled. With a turn-key program and full DSD white glove service, it is a profit driver from day one.

The goal is for Dippin' Dots fans to be able to find their favorite sweet treat just around the corner and relive all the memories and emotions tied to the brand.

Dippin' Dots boasts impressive brand recognition (97%) and strong consumer intent to purchase (91%) and recommend (95%).

## DIPPIN' DOTS

5101 Charter Oak Dr  
Paducah, KY 42001  
270.443.8994  
www.dippindots.com

YEAR FOUNDED 1988

### MAJOR PRODUCT/ SERVICES CATEGORIES

Ice Cream, Novelties, Desserts,  
Frozen Treats

### KEY CONTACT FOR MORE INFORMATION

Matthew Stark  
National Account Manager –  
Business Development  
matsta@dippindots.com  
615.584.9477



### ABOUT US

Dover Fueling Solutions (DFS), part of Dover Corporation, comprises the product brands of Wayne and Tokheim Fueling Systems, OPW Fuel Management Systems, ClearView, Fairbanks, ProGauge, AvaLAN Networks and LIQAL, and delivers advanced energy dispensing equipment, electronic systems and payment, automatic tank gauging and wetstock management and connectivity solutions to customers worldwide. Headquartered in Austin, Texas, DFS has a significant manufacturing and technology development presence around the world, including facilities in Belgium, Brazil, China, India, Italy, Poland, the Netherlands, the United Kingdom and the United States. For more information about DFS, visit [www.doverfuelingsolutions.com](http://www.doverfuelingsolutions.com).

### VALUE PROPOSITION

With a combined heritage of more than 450 years across our brands, Dover Fueling Solutions is a leading global provider of advanced customer-focused technologies, services and solutions in energy dispensing and convenience retail. We are enabling the evolution of consumer experience through our commitment to innovation, continuous improvement and execution excellence. We are a team committed to doing great things, collaborating to deliver exceptional business results for our customers.

### MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Dover Fueling Solutions proudly offers a wide range of DFS®, Wayne®, Tokheim, OPW Fuel Management Systems (FMS), ClearView, Fairbanks, ProGauge, AvaLAN Networks and LIQAL branded products and solutions. Among these in North America are the DFS DX™ connected solutions platform, DFS Anthem UX™ user experience platform and AX12 Enhanced, Wayne Ovation® and Helix® fuel dispenser lines, the Petro Vend® family of fuel controls from OPW FMS, AvaLAN MNSP and connectivity solutions, ProGauge automatic tank gauging consoles and ClearView™ solution wetstock management services.

### MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

DFS is expanding distribution of the award-winning Wayne® Ovation Multi-hose dispenser, featuring up to four hoses for up to seven fuel offerings. DFS Anthem UX™ user experience platform continues to show marked increases in revenue and improved customer experiences in the field, and we're building on those successes with further innovation in the DFS DX™ connected solutions platform. We're looking forward to demonstrating the power of our extensive knowledge as a longstanding leader in energy dispensing and convenience retail technology at NACS 2023, and well as welcoming guests to Austin, Texas in March for DFS User Conference 2024.

## DOVER FUELING SOLUTIONS

3814 Jarrett Way  
Austin, Texas 78728  
512.388.8311  
[doverfuelingsolutions.com](http://doverfuelingsolutions.com)

YEAR FOUNDED 2016

### MAJOR PRODUCT/ SERVICES CATEGORIES

Advanced fuel dispensing equipment, electronic systems and payment, automatic tank gauging, wetstock management, and digital transformation solutions

### KEY CONTACT FOR MORE INFORMATION

Dave Lacaille  
Sr. Director, Sales  
[dave.lacaille@doverfs.com](mailto:dave.lacaille@doverfs.com)  
512.577.1291



### ABOUT US

As a data, analytics and technology company, DTN delivers operational intelligence to organizations with complex supply chains around the world. We are committed to breaking through the noise and providing operationally-critical, actionable intelligence customers can depend on to drive confident decision-making. We have earned our customers' trust by delivering real-time insights that ensure decisions can be made quickly and confidently. Together with our customers, we uncover new insights and create solutions that improve entire industries. And, we do so while maintaining our independence to ensure our customers can make the right decision for their bottom line, their customers and their employees.

### VALUE PROPOSITION

Downstream oil and gas supply partners fuel our world and DTN is here to help you manage risk, optimize your operations and provide operational intelligence to help you make informed decisions.

### MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Our industry-leading solutions like TABS APIs, Energy Digital Commerce, Refined Fuels Demand and Fuel Admin help to maximize profits, optimize operations, and provide you with insights and analysis of the market. As a data, analytics, and technology company, DTN delivers operational intelligence to customers around the world. The result is confident decision-making that helps them prosper.

## DTN

2131 Lindau Lanke, Suite 700  
Bloomington, MN 55425  
800.485.4000 | dtn.com

YEAR FOUNDED 1984

MAJOR PRODUCT/  
SERVICES CATEGORIES  
Information Services

### KEY CONTACT FOR MORE INFORMATION

Shannon Fokken  
Global Marketing Director  
Shannon.fokken@dtn.com  
651.757.7987





# Demand more. Demand data.

Identify new opportunities to maximize your profitability. Your operational decisions can only be as good as the data used to inform them. Draw more meaningful insights with the big picture provided by vital market-level volumetric information from DTN®.

- Daily demand data for 300 U.S. cities
- 85% of fuel liftings for downstream refined products
- Wholesale gas and diesel, in gallons, by grade

## Explore DTN Refined Fuels Demand.

Request a sample report today.





## ABOUT US

Since 2002, Energy Recruiters has continued to be the leading Executive Search Firm serving the transportation fuels & lubricants supply chain. Our industry expertise ranges from refining through logistics and commercial channels (e.g., pipelines, terminals, rail, retail, wholesale, trading companies & end users). Our Team of over 10 professional Recruiters enables us to serve our Clients in a full range of disciplines including, but not limited to, sales, marketing, transportation, supply, trading, finance, accounting, engineering, technology, health & safety, and executive management. Energy Recruiters delivers maximum value in recruiting experienced professionals for mission critical roles.

## VALUE PROPOSITION

Our family has been a part of SIGMA since 1985 and involved in the motor fuels industry since the early 1970s. In addition to cultivating expansive relationships within the industry professional network, our Team stays current on the issues and trends affecting your marketing/retailing community. When you work with our Team, we become an extension of your Team.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Energy Recruiters provides full service, multi-discipline talent acquisition services to our Clients. Our services can be customized to your talent acquisition needs, from market/compensation discovery to personalized retained services. Every hire through Energy Recruiters is warranted for up to one full year.

# ENERGY RECRUITERS

1095 Old Roswell Road,  
Suite B  
Roswell, GA 30076  
239.444.5283 | er-inc.com

YEAR FOUNDED 2002

MAJOR PRODUCT/  
SERVICES CATEGORIES  
Executive Search

## KEY CONTACT FOR MORE INFORMATION

Jason McAuliffe  
President & CEO  
jasonm@er-inc.com  
239.444.5283



## ABOUT US

Enverus is the most trusted, generative AI and energy-dedicated SaaS company, offering real-time access to analytics, insights and benchmark cost and revenue data sourced from our partnerships to 98% of U.S. energy producers, and more than 35,000 suppliers. Our platform, with intelligent connections, drives more efficient production and distribution, capital allocation, renewable energy development, investment and sourcing; and our experienced industry experts support our customers through thought leadership, consulting and technology innovations. We provide intelligence across the energy ecosystem: renewables, oil and gas, financial institutions, and power and utilities, with more than 6,000 customers in 50 countries. Learn more at [Enverus.com](http://Enverus.com).

Enverus Trading and Risk solutions, a segment of Enverus, facilitates customers to trade commodities and manage their risk exposure, offering real-time pricing visibility, comprehensive data analysis, and exceptional value through a unified platform that streamlines front, middle, and back office operations.

## VALUE PROPOSITION

Facing a myriad of data management concerns, Enverus' MarketView® suite is a critical solution, delivering unparalleled improvements in security, governance, and efficiency across the energy industry. This system is a leader in the field of data handling, with state-of-the-art security and governance controls, while also enhancing compliance and mitigating risk through meticulous traceability of every data change and curve adjustment.

With swift SaaS-based implementation, MarketView® scales globally, ensuring a smooth and efficient integration capable of aligning with the pace of worldwide markets. It eliminates the need to rely on vulnerable spreadsheet data and the associated human error, ushering in a new era of confidence against potential internal breaches.

This suite guarantees that automated forward curve calculations are available in real time, and it distributes critical financial insights enterprise-wide. The MarketView® Enterprise suite is the embodiment of advanced data management and the bulwark against contemporary data-related threats in the energy sector.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Enverus Trading and Risk provides four tailored packages via our MarketView® and Sphere products, each one designed to align with your organization's requirements and preferences:

### 1. Essentials Package

Overcome the challenges of accessing and visualizing trading data from 500+ disparate sources by utilizing Enverus MarketView®, which optimizes your existing workflows and keeps you informed through intuitive desktop charts & visualizations, Excel integrations and an on-the-go mobile app.

### 2. Basic Package

Manage your strategy efficiently by centralizing your organization's trading data alongside 500+ sources in one platform, track business-critical data in real-time and seamlessly integrate data into downstream systems with multiple delivery options.

### 3. Advanced Package

Streamline your workflows and act on the most up-to-date information by receiving automated file delivery, customized price reporting, timely price correction alerts and data validation against multiple sources.

### 4. Enterprise Package

Boost your confidence with reliable forward curve creation and analysis using integrated validation and quality control features, while powerful visualization tools enable market trend analysis.

# ENVERUS

2901 Via Fortuna Suite 100  
Austin, TX 78746  
[www.enverus.com](http://www.enverus.com)

YEAR FOUNDED 1999

MAJOR PRODUCT/  
SERVICES CATEGORIES

KEY CONTACT FOR MORE  
INFORMATION

Mike Wenyon  
Manager of Sales  
[mike.wenyon@enverus.com](mailto:mike.wenyon@enverus.com)

The SIGMA logo is displayed in a bold, blue, sans-serif font. The letter 'I' is stylized with three horizontal red and white stripes passing through it. The logo is positioned at the top of a light blue, irregularly shaped graphic that resembles a map of Arizona.

# 2025 Spring Conference

The Phoenician · Scottsdale, AZ

April 22-24

**Register Today!**

[www.SIGMA.org](http://www.SIGMA.org)



### ABOUT US

Exxon Mobil Corporation, one of the largest publicly traded energy and petrochemical companies, is committed to improving quality of life by meeting the needs of society. The corporation's primary businesses - Upstream, Product Solutions and Low Carbon Solutions - provide products that enable modern life, including energy, chemicals, lubricants, and lower-emissions technologies. Exxon Mobil Corporation and its affiliates (collectively, "ExxonMobil") market premium fuels in addition to other products for personal and business needs to millions of customers worldwide through Esso™, Exxon™ and Mobil™ branded retail service stations, commercial locations, and resellers.

### VALUE PROPOSITION

ExxonMobil Product Solutions (EMPS) leverages its core capabilities to focus on meeting society's evolving needs for products essential for modern life. In addition to its global network of manufacturing plants, transportation systems and distribution centers providing fuels, lubricants, and other high-value products, the business continues to develop and provide innovative products that aim to improve living standards and potentially reducing emissions.

### MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

ExxonMobil Product Solutions (EMPS) fuel products available in the United States include:

- Mobil Diesel Efficient™ fuel
- Mobil Biodiesel Efficient™ fuel
- Diesel
- Synergy Supreme+™ premium gasoline
- Gasoline
- Asphalt
- Jet, avgas and marine fuels

### MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

ExxonMobil is delivering on both sides of the "and" equation – meeting society's needs for energy and essential products and reducing emissions. With advancements in technology and the support of clear and consistent government policies, we aim to achieve net-zero Scope 1 and 2 greenhouse gas emissions in our operated assets by 2050.

Beyond reducing emissions in our own operations, we see the opportunity to use our core capabilities to help other essential industries and customers lower their emissions. We are working to profitably grow a leading position in these new emission-reduction markets, with a focus on the global economy's hard-to-decarbonize sectors – like heavy industry, power generation, and commercial transportation. Carbon capture and storage, hydrogen, biofuels, and lithium align with our capabilities and have the potential to make a big difference in these sectors.

We are pursuing more than \$20 billion in lower-emission investments from 2022 through 2027, in addition to the approximately \$5 billion Denbury acquisition.

For more information, please refer to ExxonMobil's 2024 Advancing Climate Solutions Report.

*This material includes forward-looking statements. Actual future conditions and results could differ materially due to changes in economic conditions, technology, the development of new supply sources, political events, demographic changes, and other factors. Numbers and metrics for future years are hypothetical based on certain cost and technical assumptions and are subject to change based on a number of factors. Exxon Mobil Corporation has numerous affiliates, many with names that include ExxonMobil, Exxon, Mobil, Esso, and XTO. For convenience and simplicity, those terms and terms such as "Corporation," "company," "our," "we," and "its" are sometimes used as abbreviated references to one or more specific affiliates or affiliate groups. Abbreviated references describing global or regional operational organizations, and global or regional business lines are also sometimes used for convenience and simplicity. Nothing contained herein is intended to override the corporate separateness of affiliated companies. The material herein is not to be used or reproduced without the permission of Exxon Mobil Corporation. All rights reserved.*

## EXXONMOBIL

22777 Springwoods Village Parkway  
Spring, TX 77389  
exxonmobil.com

YEAR FOUNDED 1999

MAJOR PRODUCT/  
SERVICES CATEGORIES  
Petroleum Products

KEY CONTACT FOR MORE INFORMATION  
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Director of National Accounts  
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exxonmobil.com/en/wholesale-fuels



### ABOUT US

Since 1904, Federated Mutual Insurance Company® has been committed to helping protect not only businesses, but business owners' peace of mind. We offer commercial insurance and risk management resources designed specifically for the demands of petroleum marketers. It's Our Business to Protect Yours®.

### VALUE PROPOSITION

Work with an insurance provider that knows your industry. As a Strategic Partner with SIGMA since 2009, we offer first-class training and resources on a variety of topics — from tanker rollover prevention to robbery deterrence, driver management, and beyond. We provide you the information you need to help protect your business, and your bottom line. You can enhance your risk management program even further by attending a complimentary Federated Insurance Risk Management Academy<sup>SM</sup> seminar.

### MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Federated Insurance offers Petro Shield®, a commercial property and casualty insurance program especially for petroleum marketers. Offerings include property and casualty insurance, life and disability income insurance, workers compensation insurance, and financial protection services. Additionally, Federated develops risk management programs and resources to address the petroleum industry's ever-changing needs.

### MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Too many businesses and families are devastated by preventable auto crashes — and the problem continues to grow. So, we are renewing our commitment to helping reduce roadway disasters. We offer resources for drivers and business owners that focus on lessening the factors most often responsible for crashes.

To help you combat our increasingly dangerous roads, Federated has launched a value-added service for policyholders known as Federated DriveSAFE<sup>SM</sup>. Through a combination of a mobile application, desktop portal, and in-cab vehicle tag, Federated DriveSAFE measures and can help improve driving behaviors.

## FEDERATED INSURANCE

121 E. Park Square  
Mail Code CII-104  
Owatonna, MN 55060  
800.533.0472  
federatedinsurance.com

YEAR FOUNDED 1904

**MAJOR PRODUCT/  
SERVICES CATEGORIES**  
Insurance, risk management,  
financial protection services

**KEY CONTACT FOR  
MORE INFORMATION**  
Patrick Cunningham  
National Account Executive  
pjcunningham@fedins.com  
507-455-8935

# Help Your Employees Make it Home Safe Today

Federated DriveSAFE<sup>SM</sup> Telematics helps your employees improve their daily driving habits and return home safe at the end of the day.



AN ASSOCIATION MEMBER BENEFIT FOR 119 YEARS  
DIRECT, LOCAL MARKETING REPRESENTATIVES AUTO  
PROPERTY AND CASUALTY SELF-INSURED RETENTION  
POLICYHOLDER SURPLUS LIVE VOICE CUSTOMER SERVICE  
MYSHIELD<sup>®</sup> TAILORED, INDUSTRY-SPECIFIC COVERAGE  
BUSINESS SUCCESSION AND ESTATE PLANNING STABLE  
FACE-TO-FACE RELATIONSHIPS FINANCIAL STRENGTH  
MUTUAL COMPANY DIRECT CLAIMS REPRESENTATIVES  
500+ EXCLUSIVE ASSOCIATION RECOMMENDATIONS  
ESTATE PLANNING ATTORNEY NETWORK ANNUITIES

## IT'S OUR BUSINESS TO PROTECT SIGMA MEMBERS

WE'RE BETTER TOGETHER LIFE AND DISABILITY INCOME  
PRIVATE BONUS PLANS KEY PERSON COVERAGE  
WORKERS COMPENSATION HIRING PRACTICES  
FEDERATED DRIVESAFE<sup>SM</sup> TELEMATICS SOLUTION  
RISK MANAGEMENT RESOURCE CENTER  
EMPLOYMENT RELATED PRACTICES LIABILITY  
EMPLOYMENT LAW ATTORNEY NETWORK  
BONDING EMPLOYEE SAFETY TRAINING  
RISK MANAGEMENT ACADEMY  
CLIENT CONTACT CENTER  
FIELD RISK CONSULTANTS  
CERTIFICATE CENTER  
SURETY SPECIALISTS  
MANAGED CARE  
CYBER



Scan to learn more  
about **DriveSAFE  
TELEMATICS.**



The content of this publication is for general information purposes only. Consult with a qualified professional when you have detailed questions regarding any topic in this publication.



# FLINT HILLS resources®



## ABOUT US

Flint Hills Resources is a leading refining company with operations primarily in the Midwest and Texas. Flint Hill Resources produces essential products that power and improve people's lives including reliable transportation fuels that keep us moving and chemical building blocks that help to make modern life possible.

Its manufacturing capability is built upon over six decades of refining experience as the company has grown and enhanced its operations through capital projects worth more than \$9 billion since 2002. Based in Wichita, Kansas, the company has approximately 3,000 employees and is a wholly owned subsidiary of Koch Industries, Inc.

Flint Hills operates the Pine Bend refinery in Rosemount, Minnesota and two refineries in Corpus Christi, TX with a combined crude oil processing capacity of more than 700,000 barrels per day.

The company produces, markets and transports refined products including gasoline, diesel, jet fuel, asphalt and heating oils.

Flint Hills Resources also owns and/or operates more than 4,000 miles of pipelines that transport crude oil, refined petroleum products, natural gas liquids and chemicals that are delivered through a distribution system of more than 40 terminals throughout the Midwest and Texas. More information at [www.fhr.com](http://www.fhr.com)

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

At Flint Hills Resources, we never cease to innovate as we constantly seek new and more efficient ways to produce and deliver the fuels and other products people depend on, while striving to consume fewer resources, minimize waste and improve the performance of our products and production processes. Recent projects and innovations include a state-of-the-art combined heat and power system that improves energy efficiency, a new advanced sensor network that detects leaks in real time and reduces emissions, improved flare gas recovery and flare management processes, new more efficient cooling towners that reduces water use, a new ammonium thiosulfate unit that converts sulfur to fertilizer, and one of the largest direct-use solar installations in the United States.

## FLINT HILLS RESOURCES

Wichita, KS | [fhr.com](http://fhr.com)

### YEAR FOUNDED

Flint Hills Resources was established in 2002, formally Koch Petroleum (65+ years of refining experience)

### MAJOR PRODUCT/ SERVICES CATEGORIES

Fuels & Aromatics (more than 700,000 bpd of refining capacity), and refined product and crude oil pipelines (4,000 miles of pipeline operating in six states)

### KEY CONTACT FOR MORE INFORMATION

Nathan Brubaker  
Senior Vice President of Refined Products and Asphalt

### Regional Marketing Contacts:

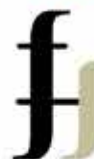
Nathan Brubaker  
Senior Vice President of Refined Products and Asphalt

Regional Marketing Contacts:  
MIDWEST  
Darren Tiemstra | 316.828.4849

TEXAS  
Eric Herbel | 316.828.7126

SOUTHEAST  
Tom Garncarz | 651.480.3805





**FLINT HILLS**  
resources®

**energy  
powering  
your  
success**

Tom Garncarz  
651.480.3805  
SOUTHEAST

Eric Herbel  
316.828.7126  
TEXAS

Darren Tiemstra  
316.828.4849  
MIDWEST

FLINT HILLS RESOURCES  
MARKETING CONTACTS

[www.fhr.com](http://www.fhr.com)

# FuelHub



## ABOUT US

FuelHub is an outsourced solution provider to bulk fuel buyers. We don't resell fuel or own trucks, which means we are 100% aligned to our customers' interests of saving money on fuel. We are headquartered in Houston, TX and operate 24/7/365. Our customers include retailers, fleets, as well as C&I bulk buyers. We service customers both domestically in the U.S. and abroad through one or more of the following solutions:

- Supply Chain Optimization
- Logistics
- Invoice Reconciliation
- Pay-Term Optimization
- ATG Alarm Monitoring
- Environmental Compliance

Our strategic partners include U.S. Bank, Leighton O'Brien, Gasology, and Calculum.

## VALUE PROPOSITION

Many bulk buyers lack the software, data, processes, and internal expertise to buy fuel optimally. We fill that void by serving as an extension of our customers organization, managing the complexity on their behalf and generating savings on the fuel spend category of up to 20% as a result. We work with refiners and fuel marketers to bring them ratable volume from our contracted customers and through our Pay-Term Optimization partnership with U.S. Bank, we accelerate payment on fuel invoices to Net 1 while removing 100% of the credit risk.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

FuelHub is a managed service provider that delivers optimized solutions for bulk fuel contracts, payment terms, inventory management, invoice reconciliation, ATG alarm monitoring, and environmental compliance. Customers we work with have reduced their total cost of ownership (TCO) on fuel spend by up to 20% while gaining transparency into their fuel operations.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

We expanded our Pay-Term Optimization solution with U.S. Bank to include a rebate for participating Fuel Marketers beginning in Q1 of 2023. What that means is that in addition to paying supplier fuel invoices Net 1, removing 100% of the credit risk, and extending buyer terms to as far out as 75 days, we now rebate a portion of the buyer fee back to the fuel marketer. The rebate is valid whether the fuel marketer is selling gallons to a program customer or not, and even allows them to monetize a competitor's gallons.

## FUELHUB

2339 Commerce St.  
Houston, Texas 77002  
1.833.FUELHUB  
www.fuelhubservices.com

YEAR FOUNDED 2020

**MAJOR PRODUCT/  
SERVICES CATEGORIES**  
Managed Fuel Services

**KEY CONTACT FOR  
MORE INFORMATION**  
Don Thibodeaux, CEO  
don@fuelhubservices.com  
713.269.9277



# GILBARCO VEEDER-ROOT

## ABOUT US

Gilbarco Veeder-Root is the worldwide technology leader for retail and commercial fueling operations, offering the broadest range of integrated solutions from the forecourt to the convenience store and head office. For over 150 years, Gilbarco has earned the trust of its customer by providing long-term partnership, uncompromising support, and proven reliability. Together with Invenco by GVR and Veeder-Root, this powerhouse of brands offers fuel dispensers, pump media, point of sale systems, payment systems, software, and fuel management solutions to keep your site running at peak efficiency.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Retail Fuel Dispensers, EV Chargers, EMV Migration, Hanging Hardware, Commercial Fuel Dispensers, Flex Fuel Dispensers, DEF Dispensers, and more!



## GILBARCO VEEDER-ROOT

7300 W. Friendly Ave.  
Greensboro, NC 27410  
336.547.5000  
gilbarco.com/us

YEAR FOUNDED 1865

MAJOR PRODUCT/  
SERVICES CATEGORIES  
Fuel Equipment, C-Store Solutions

### KEY CONTACT FOR MORE INFORMATION

Lindsay Reinbold  
Director, Brand and Communications  
Lindsay.Reinbold@veeder.com  
410-371-1329



## ABOUT US

Gravitate is a forward-thinking software company delivering cutting-edge SaaS solutions tailored for the refined products industry. Founded by industry veterans, we are dedicated to addressing the complex supply, logistics, and process challenges fuel marketers face today. Our software suite, built on the pillars of AI and automation, empowers our customers to achieve unparalleled efficiency, driving a 10X return on investment. At Gravitate, we don't just provide software—we transform the way our clients do business.

## VALUE PROPOSITION

Gravitate delivers specialized solutions for refined products wholesalers, retailers, distributors, and transporters. Our Gravitate Online Selling Solution, a powerful mobile and desktop application, empowers fuel marketers, refiners, and wholesalers to sell prompt (day deals) and fixed forward (1–24-month forwards) fuel online, directly to customers, while streamlining internal deal capture. This enhances margin optimization, reduces hedging costs, and automates manual processes. The Gravitate Pricing Engine, a comprehensive calculation tool, allows your business to value inventory replacement costs, calculate real-time supply costs, and publish rack or delivered prices effortlessly. Built specifically for refined products, it handles complex valuation formulas and pricing periods with ease. Gravitate Supply & Dispatch is the only integrated, AI-powered supply optimization and dispatch solution available, enabling c-store fuel organizations to save 50–100 points per gallon on total supply and optimize dispatch efficiency by reducing resources up to 50% while increasing loaded miles by up to 5%.



## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Gravitate provides the following integrated modules through its SAAS suite:

- 1. Pricing Engine:** Fuel supply management and valuation for fuel buyers and sellers.
- 2. Supply & Dispatch:** Best-in-class supply optimization, automated load creation, route optimization, in cab, payroll, carrier management and driver scheduling for fuel retailers, carriers, wholesalers and fuel distributors
- 3. Wholesale Customer Portal & Online Selling:** Customer portal and online selling platform for refined products sellers.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Over the next six months, we are focused on several key initiatives to drive innovation and growth at Gravitate. Our flagship Online Selling Solution, which launched with some of the largest refiners in the US and Canada in 2023, is receiving significant investments as we re-platform it with the latest cloud and mobile app technologies. This upgrade promises the fastest and most responsive user experience on the market.

For fuel retailers, we're continuing to enhance our groundbreaking Supply & Dispatch Solution. This year, we've expanded its capabilities by developing a carrier integration platform, fuel reconciliation features, and freight payables automation. Looking ahead, we are committed to accelerating our growth by further investing in our technology, solidifying our position as the most innovative software company in the refined products industry.

Don't miss our presentation at this year's annual Sigma Meeting—we're excited to share more about what's on the horizon with our AI-powered rack pricing engine!

# GRAVITATE

240 N Block Ave, Suite A  
Fayetteville, AR 72701  
713.360.9941  
gravitate.energy

YEAR FOUNDED 2009

**MAJOR PRODUCT/  
SERVICES CATEGORIES**  
Fuel Supply Management,  
Optimization and Dispatch Software

## KEY CONTACT FOR MORE INFORMATION

Tom Hunt  
Vice President of Sales  
713.360.9941  
Tom@gravitate.energy



# Growth Energy™

Expanding America's Bioeconomy



## ABOUT US

Growth Energy is the largest biofuel trade association in the world. We represent producers and supporters of bioethanol who are bringing consumers better choices at the fuel pump, growing America's economy, and improving the environment for future generations. We have extensive experience installing and marketing E15 at more than 3,000 retail locations. Our Market Development Team will share expert knowledge on adding E15 to your fuel lineup and help you optimize your fuel offering to be more profitable.

## VALUE PROPOSITION

E15 gives retailers a competitive advantage. In the competitive fuel sales business, retailers need every advantage to generate maximum fuel sales volume, increase margins, and drive consumer traffic into the store.

E15 Boosts your Bottom Line. E15 sales can make up 30% to 50% of total fuel sales. The experts at Growth Energy can teach you to market E15 while helping you receive federal grant money for new infrastructure and reach your ESG goals.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Leveraging existing resources and new resources for E15.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

RVP relief

IRA Biofuel Infrastructure Funding

## GROWTH ENERGY

1401 Eye Street, NW  
Suite 1220  
Washington, D.C. 20005

YEAR FOUNDED 2008

### MAJOR PRODUCT/ SERVICES CATEGORIES

Marketing, Advertising, Public  
Relations, Grass Roots,  
Promotions, Policy, Grant Writing

### KEY CONTACT FOR MORE INFORMATION

Jake Comer  
VP of Market Development  
Jcomer@GrowthEnergy.org  
515.250.4609



## ABOUT US

Gulf is a Massachusetts-based company with over 120 years of dedicated service, fuel supply, retail programs, and the latest loyalty offerings to its customers and consumers. Gulf fuels consumers through approximately 1,200 Gulf branded locations across the United States and Puerto Rico.

Collaborating with Gulf means customers can rely on dependable supply, flexible product offerings, outstanding customer service, and a commitment to progressive growth. With an expanded supply network through the Metroplex Energy footprint, Gulf has the unique opportunity to deliver captured efficiencies to premier branded and unbranded partners in the market.

More information can be found at [www.gulfoil.com](http://www.gulfoil.com).

## GULF OIL

492 Old Connecticut Path  
Suite 600  
Framingham, MA 01701  
(800) 774-4853  
[gulfoil.com](http://gulfoil.com)

YEAR FOUNDED 1901

**MAJOR PRODUCT/  
SERVICES CATEGORIES**  
Petroleum Products / Fuel  
& Lubricant Supplier

### KEY CONTACT FOR MORE INFORMATION

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Vice President, Branded Sales  
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617-596-2105

Matthew Harrison  
General Manager – Northeast  
[mharrison@metroplexenergy.com](mailto:mharrison@metroplexenergy.com)  
774-210-0958



It all starts **here**

**Reliable. Trusted.**

**It all starts with great partners.**

For branded opportunities,  
please contact:

**Jamie Friesema**

Vice President, Branded Sales  
jfriesema@gulfoil.com | 617.596.2105

For unbranded opportunities,  
please contact:

**Matthew Harrison**

General Manager, Unbranded Marketing  
mharrison@gulfoil.com | 774.210.0958



# The SIGMA Membership Team needs your help!



Do you know someone who isn't a SIGMA member but should be???

**Let's work together to make that happen!**

Companies Big or Small...  
Branded or Unbranded...  
Industry Veterans or New Players...



**SIGMA IS THE PLACE WHERE FRIENDS ARE MADE AND DEALS ARE DONE!**

**CONTACT SIGMA AT [SIGMA@SIGMA.ORG](mailto:SIGMA@SIGMA.ORG) AND BE PART OF THE MEMBERSHIP MOMENTUM.**





**HASKEL THOMPSON  
& ASSOCIATES**  
*Executive Recruiters*



### ABOUT HASKEL THOMPSON & ASSOCIATES

Executive Recruiters, Haskel Thompson & Associates, has specialized in delivering results in the oil and energy business sector since 1979. We excel in the three industry segments of upstream, midstream, and downstream. We have successfully placed personnel in convenience and fuel retailing, consumer products and manufacturing, private equity, and QSR spaces. Our team works with a wide range of top-tier candidates from middle management to C-Suites. The HT&A team identifies personnel who are the right fit, at the right level, and with the right industry experience. With our professionalism, the executive recruiting team demonstrates a deep understanding of corporate needs and tailors its' services to the client's organizational needs.

### VALUE PROPOSITION

As the industry continues to grow, HT&A has been at the forefront of recruiting top-tier candidates for middle management, research & development, and senior executives. With extensive experience and proprietary processes, we locate the best organizational talent. Since our founding in 1979, we have been the leading executive recruiting firm within the oil & gas industry - particularly as the ebb and flow of merger and acquisition consolidations create organizational gaps and opportunities. With an abundance of knowledge in the industry and the largest network available, the executive recruiting team at HT&A provides the security of knowing critical positions will be filled by quality candidates.

### MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

With over forty years of experience, we are confident that we are the right choice for the recruiting needs in the oil and energy business sectors. We have the experience, passion, and the energy clients require to complete the job swiftly.

With the evolution of organizations, markets and engagement has transformed both leadership needs and solutions. Industry transformation and its broad-based complexity compel clients to engage advisors who understand their business strategies and cultures. Focused, strategic growth requires strong, diverse candidates who can devise tactics and work within critical timelines.

With a highly experienced and skilled recruiting team, our first and most important step is to listen to our clients. The next step is asking the critical questions to further understand client needs and wants. Then, our highly skilled recruiters begin the process to leverage their resources and strengths to tailor the search. Relationships ultimately rely on trust and communication. The relationship that is built between the recruiting team, the client, and the candidate is the foundation of a successful search. We are dedicated to the development of our team members so clients can always feel they are being represented by best efforts.

### MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Haskel Thompson & Associates LLC has engaged in many new initiatives thus far in 2023. As the demand increases in hiring and partnering with key companies, we have been fortunate enough to be able to bring on key new employees to better assist in a faster placement process. Along with the team growing, we have made drastic improvements in technological advancements by implementing a new recruiting software that has drastically improved sales, placements, recruiter productivity, and the applicant management process.

## HASKEL THOMPSON & ASSOCIATES

12734 Kenwood Ln., Ste. 74  
Ft. Myers, FL 33907  
239.437.4600  
haskelthompson.com

YEAR FOUNDED 1979

### MAJOR PRODUCT/ SERVICES CATEGORIES

Recruiting in three industry segments: Upstream, midstream & downstream.

### KEY CONTACT FOR MORE INFORMATION

Haskel Thompson  
President  
Haskel@haskelthompson.com  
239.565.2422

A man with brown hair, wearing a grey and white striped button-down shirt over a yellow t-shirt, is sitting at a desk in a warehouse. He is looking at a laptop screen and has his hands on the keyboard. The background shows rows of metal shelving units filled with boxes, typical of a warehouse or distribution center. The lighting is bright and even.

Heartland

Powerful payment  
tools **make every**  
**day work better**

Whatever the day may bring, Heartland is here for you.

With fast, easy payment processing, and the 24/7 support you need, Heartland keeps you out of the chaos and on the road to success. You deserve a provider that's efficient, reliable and knowledgeable — and we have everything you need to help your business thrive.

It's time to **connect with Heartland.**  
Contact Alan Levine for more information.  
727.543.5503 | [alan.levine@heartland.us](mailto:alan.levine@heartland.us)

# Heartland

## ABOUT US

The road to success for small businesses is uphill. We know, because we're entrepreneurs too. That's why Heartland is committed to being the complete technology solution for growing small businesses. It's why over 750,000 customers trust us to provide the financial technology to make money, move money, manage employees and engage their customers. We deliver human-tech across all of our solutions, services and support. All designed to help overcome everyday challenges. From new startups to experienced enterprises — when people want a partner they can trust to help them build a remarkable business — they do it with Heartland, because we're entrepreneurs, we're people and we get it.

## VALUE PROPOSITION

No doubt about it, payment processing is complex. A single swipe, dip or tap sends a payment on a journey that isn't always clear to consumers or entrepreneurs. As a business owner, you deserve to know exactly what you're being charged for — and where that money goes — when you accept credit card payments. At Heartland, we pride ourselves on giving you the transparency you deserve. We're the only processor to establish a Merchant Bill of Rights (MBOR) that promotes fair credit, debit and prepaid card processing practices.

We believe in making it easy for merchants to understand processing and know where every hard-earned cent they pay goes. We're here to answer frequently asked payment processing questions related to the MBOR and re-affirm your rights to transparency, competitive pricing and the best possible value for payment processing.



## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Heartland offers credit card processing services for all SIGMA members. Our pricing is aggressive, ethical and transparent.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Heartland's BillPay is being used by many marketers who sell heating oil, propane and equipment and services.

## HEARTLAND

Oklahoma City, OK  
727.543.5503  
heartland.us

YEAR FOUNDED 1967

### MAJOR PRODUCT/ SERVICES CATEGORIES

Payment processing, Gift Card services, BillPay, ACH and Payroll

### KEY CONTACT FOR MORE INFORMATION

Alan Levine  
Senior Director of Enterprise Accounts  
Alan.Levine@heartland.us  
727.543.5503



## ABOUT US

### At Hunt Brothers® Pizza, We Know Pizza.

The Hunt Brothers® Pizza program was created specifically for convenience stores. With more than 30 years of experience serving the c-store industry, our branded pizza program is designed to make foodservice easy and profitable.

The program offers high quality, high margin products that take virtually no time to prepare. Most stores are able to handle our program with existing employees. The program can be operated in as little as 59 square feet with flexible pizza shoppe and equipment options.

Hunt Brothers Pizza offers a 12" original crust pizza, thin crust pizza, breakfast pizza, bone-in chicken wings, and boneless WingBites®. Our grab-and-go pizza option, Hunk A Pizza®, is one-quarter of a whole pizza that makes for a quick breakfast or lunch on the go. Our made-to-order whole pizza provides consumers who are looking to customize their pizza with a quick dinner option, providing All Toppings No Extra Charge®.

### A Nationally Branded Program for a Reasonable Investment

With over 9,500 locations in 32 states, Hunt Brothers Pizza is a nationally recognized brand and the #1 brand in the c-store industry. Unlike many other branded foodservice programs, Hunt Brothers Pizza does not charge franchise, royalty or marketing fees.

As a sponsor to NASCAR Cup Series Champion, Joey Logano, Hunt Brothers Pizza provides its locations with free national branding to 75 million racing fans. In-store marketing is also provided at no cost, and it's installed and refreshed by a dedicated Pizza Professional.

Our direct store delivery ensures pizza products are delivered on Hunt Brothers Pizza trucks. A dedicated Account Manager will rotate and restock inventory each week. They will even prepare your order for you and confirm quantities before restocking.

To keep consumer interest high, Hunt Brothers Pizza offers several LTO (Limited Time Only) pizzas throughout the year. Fan favorites like Buffalo Chicken Pizza and Chicken Bacon Ranch keep customers coming back to your store.

Hunt Brothers Pizza is headquartered in Nashville, Tennessee, and is family owned and operated. For additional information visit [www.huntbrotherspizza.com](http://www.huntbrotherspizza.com) or to find a Hunt Brothers Pizza location nearest you, visit [app.huntbrotherspizza.com](http://app.huntbrotherspizza.com).

# HUNT BROTHERS PIZZA

4020 Jordon Station Road  
Nashville, TN 37218  
800.453.3675  
[huntbrotherspizza.com](http://huntbrotherspizza.com)

YEAR FOUNDED 1991

MAJOR PRODUCT/  
SERVICES CATEGORIES  
Foodservice

## KEY CONTACT FOR MORE INFORMATION

Meghan Case  
Marketing Manager  
[Meghan.case@hbpizza.com](mailto:Meghan.case@hbpizza.com)  
615.627.1724



## ABOUT US

For 75+ years, Husky Corporation has served as a trustworthy guide, developing breakthrough, American-made fuel nozzles, Safe-T-Breaks®, and accessories, plus relentlessly providing the most dependable customer service in the industry. But we never rest on our proven track record. Husky continues to grow its reputation as a special-breed innovator with an acquisition strategy designed to add more products and services worthy of the Husky name. In addition to our legendary line of nozzles, we also feature curb and farm hoses, oil lube products, plus aviation hoses, plus K100 fuel treatment.

This forward-thinking approach allows us to offer Husky technology from hose to nozzle, serving the U.S. market with a large network of distributors in every state, as well as international distribution. Headquartered in Pacific, Missouri (in the metro St. Louis area), Husky is committed to provide petroleum-dispensing products that meet or exceed our customer's expectations and reinforce the fact that we are a reliable partner that is with our valued clients every step of the way.



Husky is relentlessly committed to meeting and exceeding the expectations of our valued clients every step of the way. Using continuous improvement, Husky builds on five key pillars:

- **Safety** – Husky will promote safety to our employees and our customers. No one should get hurt making or using our products.
- **Quality** – Husky will endeavor to provide the highest quality products focusing on reliability and safety. People won't buy our products twice unless they deliver first-in-class quality.
- **Customer Loyalty** – Husky will strive to retain our current customers and acquire future customers by providing new and innovative products in a timely manner. Every interaction with each customer should be great, so they feel more than happy or satisfied. We strive for our customers to be loyal, so they come back every single time.
- **Team Building** – Husky will embrace an approach that builds upon each individual's unique capability. We seek to attract the right people, then encourage them to develop personally and professionally so they remain with us over the long term.
- **Productivity** – Husky will continuously improve output efficiency through technology and process improvements. Our goal is to get a little better at everything we do, every single day.

## HUSKY CORPORATION

2325 Husky Way  
Pacific, Missouri 63069  
800.325.3558

YEAR FOUNDED 1947

MAJOR PRODUCT/  
SERVICES CATEGORIES  
Manufacturer of Service Station  
Hanging Hardware

KEY CONTACT FOR MORE  
INFORMATION  
Theodore Sutcliffe

husky.com  
sales@husky.com



## ABOUT US

Impact 21 is a consulting firm that enables specialty retail, convenience, and energy channels to deliver seamless customer experiences that drive new revenue growth and increased shareholder value. Our team of thought leaders and industry experts empower organizations to drive results through the alignment of people, systems, processes, and data.

We bring leadership to your organization to help you drive toward your anticipated results. Our concerted approach fosters cross-functional collaboration and drives real business results. Impact 21's greatest asset is our team. They are experienced, "hands-on" and we are known for our ease of engagement and transparency.

## VALUE PROPOSITION

Whether you require a holistic business strategy or need help with specific initiatives like technology solutions, loyalty optimization, business intelligence, or an EV roadmap, you're not alone. We've been tackling challenges for convenience and fuel marketers for over 25 years.

Our unique combination of strategic vision, financial acumen, and operational expertise has a strong track record for driving value.

Founded by former energy & retail executives, we've walked in your shoes and have best practices across multiple industries and channels that bring to the table. We have a proven business alignment methodology to drive engagement and manage change, so you don't have to.

Clients benefit from our:

- Solution neutral approach
- Best practices across multiple industries and channels
- Proven methodology to drive engagement and manage change
- Holistic alignment – people, systems, processes, and data

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Through the Impact 21's Practices, we enable clients to achieve customer-centric, cross-functional alignment.

### EV & Alternative Fuels

Craft a customized EV Strategy taking into consideration your unique goals and objectives, including consumer and competitive analysis, charger deployment modeling, location selection, and financial forecasting.

## IMPACT 21

2700 Old Rosebud Road #240  
Lexington, KY 40509  
859.219.3040  
impact21.com

YEAR FOUNDED 1998



### Wholesale Fuels & Logistics

Modernize your fuel and logistics operations to confidently drive value as the industry changes.

### Business & Technology Alignment

Enable cross-functional alignment that puts your customer at the center by unifying business and technology efforts around a common roadmap and plan.

### Technology & Innovation

Maximize your technology investments with a strategy and deployment plan designed to profitably manage the business and deliver a quality customer experience.

### Business Analytics & Solutions

Ensure access to decision-grade data, powering speed to insights.

### Category Management & Foodservice

Master the art and science of creating differentiating merchandising and fresh food strategies that delight customers and drives loyalty.

### Customer Strategy & Experience

Transform customer signals into deliberate strategies to amplify your brand.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Impact 21, established in 1998, initially concentrated on convenience and petroleum. However, our journey has evolved much like the industry. Today, we specialize in Energy Industry solutions, extending beyond convenience and petroleum to include specialty retail. Our commitment remains unwavering: advancing the Energy Industry.

To achieve this, we have expanded our capabilities. Specifically, we've introduced two new practices:

- Wholesale Fuels & Logistics: Streamlining fuel distribution and supply chain management
- EV & Alternative Fuels: Pioneering sustainable energy solutions

Our team now includes top thought leaders, reinforcing our position in the industry. We're not just helping you navigating change; we're positioning you to thrive in it.

## MAJOR PRODUCT/SERVICES CATEGORIES

Business & Technology Alignment  
Technology & Innovation  
Business Analytics & Solutions  
Customer Strategy & Experience  
Category Management & Foodservice  
EV & Alternative Fuels  
Wholesale Fuels & Logistics

## KEY CONTACT FOR MORE INFORMATION

Kevin Farley  
Chief Client Officer  
kfarley@impact21.com  
602.366.5134



# InStore.ai



## ABOUT US

InStore.ai transforms interactions by extracting actionable insights from recorded employee-customer conversations. These insights enhance customer experience, boost employee engagement, and optimize store operations. InStore.ai's mission is to empower businesses to consistently measure and improve in-person experiences by providing fresh insights from previously untapped interactions. With advanced AI-driven voice analytics at the point of sale, district managers and store operations can monitor interactions remotely, swiftly be alerted to issues, and implement real-time corrective actions. InStore.ai ensures businesses maintain high service standards, resulting in improved employee performance, increased customer satisfaction, and enhanced operational efficiency across all locations.

## VALUE PROPOSITION

In the fast-paced world of fuel and convenience, every customer interaction is a chance to differentiate your business. InStore.ai captures and analyzes real-time conversations, providing insights that go beyond traditional feedback. These insights help you fine-tune offerings, boost employee engagement, and proactively address customer needs. By understanding what truly matters to your customers, you can differentiate your business in a crowded market, strengthen your fuel partnerships, and create a shopping experience that keeps customers coming back.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Voice Analytics at the Point of Sale

Discover InStore.ai, a cutting-edge solution that revolutionizes the way businesses measure and enhance in-person experiences. Our advanced voice analytics technology captures and processes

real-time conversations between employees and customers at the point of sale, transforming these interactions into actionable insights. By analyzing customer conversations, InStore.ai empowers businesses to significantly improve customer experience, boost employee engagement, and optimize store operations. With this innovative tool, you can uncover hidden opportunities, address potential issues, and drive continuous improvement across your stores, ensuring a consistently high level of service and operational excellence.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

InStore.ai proudly launched its product at the CSP Outlook Conference this year, marking a significant milestone in its journey. As part of its ongoing commitment to industry leadership, InStore.ai is attending the NACS Show in October 2024. In addition, InStore.ai has strengthened its network as a Conexus Diamond Sponsor, actively participating in both the Annual Conference and Annual Strategy Conference. InStore.ai is also excited to expand its industry presence as a Silver Business Services Partner of SIGMA.

These efforts drive forward-thinking discussions and reinforce the company's mission to revolutionize in-store experiences. Through these events, InStore.ai is dedicated to empowering businesses to enhance customer interactions and improve operational efficiency.

## INSTORE.AI

634 N Santa Cruz Ave,  
Suite 200  
Los Gatos, CA, 95030  
650.683.8806  
InStore.ai

**MAJOR PRODUCT/  
SERVICES CATEGORIES**  
Retail Analytics Software

## KEY CONTACT FOR MORE INFORMATION

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Chief of Staff  
natalie@instore.ai  
650.683.8806

YEAR FOUNDED 2022

# A Modern Cloud Based ERP

Expertly built for your business

# iRely

Solve Simply.



**Financial & Accounting**



**Logistics**



**Inventory Management**



**Business Intelligence**



**Mobile Applications**



**Contract, Hedging & Risk Management**

## ERP Software

iRely's petroleum accounting software is more than software, it's a comprehensive solution for all aspects of your business, including multi-line petroleum wholesales, propane distributors, carriers, and convenience store management. iRely's ERP brings accounting and operations together in a single software, designed to maximize and support your business's needs. Unlike other software, iRely rounds out their complete suite with financial tools, CRM and industry specific solutions, saving you time, money and maximizing your ROI. Add in their streamlined implementation, direct access to problem solvers, and state-of-the-art automated quality control, and you'll be well-prepared to maximize your business processes and profits.

## History

In 2008, iRely began selling its Commodity Management system to producers and processors. Since then, we have continued to expand and implement new software designed to deliver business management solutions for the petroleum distribution, retail, agriculture, and commodity industries. Our recently rewritten software launched in 2020. Today, we remain privately owned and self-funded, with a long-term ownership plan that ensures private ownership for decades to come. Our commitment to customer success has made us a global leader in digital transformation and targeted solutions.

### Global Offices

Indiana, New Jersey, Texas,  
Washington, London, Bangalore  
(India), and Makati City (Philippines)

### Contact us

Email: [sales@irely.com](mailto:sales@irely.com)  
Phone: +1 (800)433-5724

### LEARN MORE

[www.irely.com](http://www.irely.com)







### ABOUT US

iRely's commitment to customer success has made the company a global leader in digital transformation, providing best-in-class software for petroleum distribution, retail, commodity management, grain operations, and agribusinesses. With offices globally, iRely has nearly 40 years of experience delivering end-to-end resource planning (ERP) and commodity trading and risk management (CTRM) solutions to simplify complex business processes through a single point of truth. iRely has leveraged its deep industry experience and expertise to build genuine, lasting partnerships with over 500 customers in more than 25 countries. For more information, visit iRely.com.

### VALUE PROPOSITION

Simplify. A single word that expresses the core of our existence. Business problems carry complexity — whether through logistics, financials, data or customer support. We build software solutions to combat complexity, eliminate inefficiencies and drive growth and profits for our customers.

At iRely we believe solutions should seem simple. That's why we're relentless in our commitment to creating best-in-class, integrated software for the customers and industries we serve. We design and develop single-platform, cloud-capable solutions that allow easier management of complicated core business processes from the front desk to the back office, giving your organization the ability to run smoother and work smarter on what matters. Your business is far from simple. It's our business to understand. It's our business to build.

We are iRely. Our business is to solve simply.

### MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

iRely Petroleum and iRely Retail provide specialized software solutions for wholesale transportation, propane and fuel delivery, lubricant distribution, card lock systems, and convenience store management. Built on a modern technology stack, iRely includes a complete set of native accounting financial tools, customer relationship management (CRM), and functions specific to the petroleum distribution industry. Maximize profits, simplify your business, and save time with our industry-specific solutions.

iRely's implementation and global support services, including our unique Business Process Review (BPR) and Quality Assurance Program, minimize risk, optimize spending and power your success. With the BPR process, iRely experts partner with your team to evaluate and map your business processes, compare them to industry best practices and design an ideal implementation solution. With our state-of-the-art automated quality control program, we ensure optimal performance by running specialized tests created using each user's business process flow and live data.

### MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

iRely continues to grow in team size to address client demand, including an increase in new petroleum distribution and C-store customers and legacy system conversions. In the coming months, iRely will launch our new brand identity, which will include verticals across the industries we serve: Petroleum Distribution, Retail (C-Store) Management, Commodity Trading and Risk Management, and Agribusiness. By going to market as four distinct sub-brands, we will be able to better tailor to our customers' needs while providing cutting-edge, industry-specific software solutions. Stay tuned for more information about our new brand and keep an eye out for changes coming to our website.



4242 Flagstaff Cove  
Fort Wayne, IN 46815  
800.433.5724  
irely.com/petro

YEAR FOUNDED 1983

MAJOR PRODUCT/  
SERVICES CATEGORIES  
Back-Office Software

### KEY CONTACT FOR MORE INFORMATION

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AND  
Dylan Gamboa, SVP,  
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## ABOUT US

Kalibrate's decision-making solutions empower fuel and convenience retailers across the globe with the market intelligence, micro-local data, and precision pricing and planning tools they need to gain real competitive advantage. For decades, fuel and convenience retailers have relied on Kalibrate to provide insight to drive successful growth strategies and improve volume, margin, and profit.

Kalibrate provides reliable insights to identify opportunities, understand risk, and make critical business decisions with confidence.

## VALUE PROPOSITION

As a strategic provider of location and pricing intelligence, Kalibrate helps fuel retailers to grow their networks and improve their bottom line with reduced risk. Kalibrate helps fuel retailers sell 1.4% more volume and increase gross profit by an average of \$454 per site, per week. Our customers range from the largest and most successful brands in the world, to small but ambitious high-growth concepts. We deliver software platforms and consultancy services that are truly bespoke, with the ability to scale as our clients do.

## MAJOR PRODUCTS, BRANDS, AND SERVICES

### Kalibrate Fuel Pricing

Kalibrate Fuel Pricing is the pricing software tool used by successful fuel retailers in over 40 countries to set agile price strategies, and balance volume and margin. Fuel retailers increase gross profit by an average of \$454 per site, per week with Kalibrate Fuel Pricing.

### Kalibrate Fuel Planning

Kalibrate Fuel Planning allows fuel retailers to capitalize on growth opportunities, optimize their existing sites and prioritize actions based on their expected return. Gain total visibility over your fuel and convenience retail network and the potential that can be unlocked.

### Kalibrate Location Intelligence

Kalibrate Location Intelligence provides granular detail on your customers, and your competition. Kalibrate Location Intelligence is trusted by some of the most successful brands on the planet. Our platform and our people help them understand their customers, identify opportunities, and outperform the competition.

### Fuel Site Analysis

Kalibrate's Fuel Site Analysis provides dependable fuel volume projections and evaluation of any single fuel retail site. Fully understand your site's potential, and its potential return with a fuel site analysis study.

## MAJOR INITIATIVES, EVENTS, AND UPDATES IN 2024

Kalibrate has recently launched the next generation of Kalibrate Location Intelligence, 2.0, which successfully brings the best elements of three well respected location intelligence platforms together into one outstanding software tool.

We are committed to bringing best-in-class software and analytics to clients across the globe.

We're building a world without guesswork – where the right insight is available at the right time to give organizations valuable answers to their most challenging business questions, today and in the future.

# KALIBRATE

7301 State Highway 161  
Suite 315  
Irving, TX 75039  
734.623.7710  
kalibrate.com

YEAR FOUNDED 1970

## MAJOR PRODUCT/ SERVICES CATEGORIES

Data, Analytics, Software,  
Consultancy

## KEY CONTACT FOR MORE INFORMATION

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314.374.6788



## UNCOMMONLY INDEPENDENT.

What makes Lockton stand apart is also what makes us better: independence. Unconstrained by the rigidness commonly associated with our industry, we challenge the norms of what a brokerage can be. We are Uncommonly Independent.

How does independence make Lockton different? In short:

Our clients come first.

Our Associates feel like part of the family.

Our leadership continues to stand the test of time.

As the world's largest privately owned, independent insurance broker, Lockton Companies serves more than 65,000 clients across six continents with insurance brokerage, risk management, employee benefits consulting, captive consulting, and private client services. Lockton's 9,500+ Associates are committed to helping clients achieve the goals that make their businesses safer, smarter and more profitable.

That dedication helps us **retain 97% of our clients annually**, the best record in the business. Your company is one of a kind; don't settle for off-the-shelf solutions.

## LOCKTON GLOBAL ENERGY

### Deep expertise

Lockton Global Energy (LGE) is a cohesive and collaborative global team of handpicked energy specialists. Harnessing deep expertise, we act as a trusted partner to our clients, securing cost-effective, bespoke insurance and risk solutions.

Our depth and experience cross the entire energy industry in 32 countries: Upstream, Midstream, and Downstream. Together, our associates place >\$1B in premium into the marketplace annually. With these numbers, Lockton Global Energy (LGE) is one of the top 3 Energy brokers globally.

Within Lockton Global Energy (LGE), we believe that dedicated industry teams are required to better serve the needs of our vast group of clients. Specialized teams relative to the SIGMA member: Petroleum and Convenience, Transportation and Logistics, Power and Renewable, and Environmental.

## LOCKTON INSURANCE BROKERS

Lockton Companies  
2100 Ross Avenue, Suite 1400  
Dallas, TX 75201  
916.730.4849  
www.lockton.com

YEAR FOUNDED 1966

### MAJOR PRODUCT/ SERVICES CATEGORIES

Insurance Brokerage, Risk  
Management, Employee benefits,  
Captives

### KEY CONTACT FOR MORE INFORMATION

Greg Cushard  
Partner, Lockton Partners, LLC  
Senior Vice President  
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gcushard@lockton.com



## A TRUSTED ADVISOR

Our teams have vast experience of placing insurance for clients throughout the downstream energy sector including convenience stores, transportation, storage, renewables, refining, pipeline, petrochemical, LPG & LNG, ports and terminals, and gas processing.

What we cover (but not limited to): Environmental requirements, construction project advisory, lender requirements, operational risks, mergers & acquisitions due diligence, bespoke policy wording and coverage analysis, contract review/negotiation, property engineering, loss modeling, benchmarking, captive consulting, claims advisory, cargo, reps & warranties, and cyber advisory.

## UNDERSTANDING YOUR RISK

Our goal is to take your spirit of innovation and raise you one. A rigid, been there done that approach, will only take you so far in an industry with so much complexity. Lockton thrives on thinking outside of the box. Risks emerge, challenges arise, and we stand ready to create and deliver tailored insurance solutions for your business.

Whether you are involved in petroleum distribution, convenience store operations, product supply and logistics, refining or renewables, Lockton's experienced teams are here to help. We will meet you where you do business. The need for energy continues to rise, while ransomware attacks, aging infrastructure and acceleration of clean energy have exposed new vulnerabilities. We make it our business to understand the commercial realities you face and present them to the insurance market best. All so that we can improve your coverage while minimizing costs. You are our priority.



## ABOUT US

Marathon Petroleum Corporation (MPC) is a leading, integrated, downstream energy company headquartered in Findlay, Ohio. We operate the nation's largest refining system. MPC's marketing system includes ~7,500 Marathon and ARCO branded locations across the United States and Mexico. MPC also owns the general partner and majority limited partner interest in MPLX LP, a midstream company that owns and operates gathering, processing, and fractionation assets, as well as crude oil and light product transportation and logistics infrastructure. More information is available at [www.marathonpetroleum.com](http://www.marathonpetroleum.com).

## VALUE PROPOSITION

MPC markets gasoline and diesel fuel to independent marketers, commercial end-users, unbranded distributors and high-volume retailers throughout the United States. We offer a range of branded and unbranded partnership opportunities to meet the varied needs of our customers. Through both Marathon and ARCO locations, drivers utilize the products for which we are responsible. Marathon brand gasoline is available through retail outlets in the United States. Marathon stations are predominantly owned and operated by independent entrepreneurs. ARCO has locations across the West Coast, Mexico, and Eastern United States. We are a quality TOP TIER™ gasoline provider, offering gasoline that exceeds EPA standards and can help improve engine performance, efficiency and cleanliness.

# MARATHON PETROLEUM COMPANY

539 South Main St.  
Findlay, OH 45840  
419.421.2121  
[marathonpetroleum.com](http://marathonpetroleum.com)

YEAR FOUNDED 1887

## MAJOR PRODUCT/ SERVICES CATEGORIES

Fuels, Distillates, Petrochemicals,  
Asphalt, Propane and Transportation,  
Storage and Distribution

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

- Full line of unbranded gasoline and diesel products, with the ability to custom additize for contract offerings
- Jet fuel
- Lubricants
- Marathon® Performance Series Motor Oil
- Brand offerings including Marathon® and ARCO®
- Extensive midstream resources: transportation, storage, and distribution

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

At MPC and MPLX, we are meeting the needs of today while investing in a sustainable, energy-diverse future. Our approach to sustainability spans the environmental, social and governance (ESG) dimensions of our business. That means strengthening resiliency by lowering our carbon intensity and conserving natural resources; innovating for the future by investing in renewables and emerging technologies; and embedding sustainability in decision-making and in how we engage our people and many stakeholders.

## KEY CONTACT FOR MORE INFORMATION

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Meeting the needs of today  
while investing in a sustainable,  
energy-diverse future.

[marathonpetroleum.com](http://marathonpetroleum.com)

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**FOR MORE INFORMATION, CONTACT YOUR LOCAL REGION.**

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**Ken Mauk**

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**Sara Stewart**

NORTH REGION  
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**Robert Mustain**

WEST REGION  
AK, AZ, CA, CO, ID, MT,  
NM, NV, OR, UT, WA, WY  
**801-715-4332**

**Eric Fegley**

SOUTH REGION  
AL, AR, FL, GA, LA,  
MS, NC, SC, TX  
**404-354-2075**



**ABOUT US**

Matrix's Downstream Energy & Convenience Retail Investment Banking Group is recognized as the national leader in providing transactional advisory services to companies in the following downstream energy and convenience retailing sectors:

- convenience stores
- wholesale fuels distribution
- propane distribution
- heating oil distribution
- lubricants distribution
- petroleum logistics
- terminals
- car washes
- QSRs

Group members are dedicated to these sectors and draw upon complementary experiences to provide advisory services to complete sophisticated merger and acquisition transactions, debt and equity capital raises, corporate valuations, special situations, and strategic planning engagements. Since 1997, our Group has successfully completed over 300 engagements.

**VALUE PROPOSITION**

We are committed to maximizing value for our clients. There is no "one-size-fits-all" transaction, which is why we customize every transaction process in order to meet the unique needs of each client. By running a targeted and structured transaction process, we are able to achieve the highest transaction values and optimal capital structures for our clients available in the market at that time. We pride ourselves on flawless execution and offering an intensive, detailed approach to each and every transaction we handle. This is why "We're Known By The Work We Do."

**MAJOR PRODUCTS, BRANDS, AND/OR SERVICES**

Mergers & Acquisitions, Capital Advisory, Valuation Advisory

<p>Pump N' Pantry, Inc. and its Affiliates</p> <p>have been acquired by</p> <p>United Refining Company</p>	<p>Land O'Sun Management Corporation's Petroleum Marketing, Convenience Retail and QSR Businesses</p> <p>have been acquired by</p> <p>Anabi/Rebel</p>	<p>The Anderson Petroleum Group Companies</p> <p>have been acquired by</p> <p>H&amp;S Energy, LLC and its Affiliates</p>
<p>The Lubricants Business of Hicks Oils</p> <p>has been acquired by</p> <p>Schaeffler Manufacturing Company</p>	<p>Eastern Sierra Propane</p> <p>has been acquired by</p> <p>Ferrelgas Partners, L.P. (OTC:FGPR)</p>	<p>Bobby Taylor Oil Company, Inc. and T&amp;S Transport, Inc.</p> <p>has been acquired by</p> <p>Parker Oil Company Incorporated</p>
<p>The Convenience Retail and Branded Dealer Wholesale Businesses of Santmyer Companies, Inc.</p> <p>have been acquired by</p> <p>Subsidiaries of Croton Holdings Co.</p>	<p>Select Assets of Coboni's, Inc.</p> <p>have been acquired by</p> <p>Holiday Stationstores, LLC</p>	<p>The Assets of Springer Eubank Company, Inc. and its Affiliates</p> <p>have been acquired by an affiliate of</p> <p>Petroleum Marketing Group, Inc.</p>

**MATRIX CAPITAL MARKETS GROUP**

Gateway Plaza  
800 East Canal Street, Ste. 850  
Richmond, VA 23219  
804.780.0060 | matrixcmg.com

**YEAR FOUNDED** 1988


**MAJOR PRODUCT/  
SERVICES CATEGORIES**

Investment Bank

**KEY CONTACT FOR MORE INFORMATION**

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804.591.2039



## Strategic planning facilitates long-term success.

Inaction can be debilitating. Don't let decision fatigue and uncertainty stop you from being ready to take advantage of favorable market opportunities. Consulting with an advisor as you contemplate mergers and acquisitions, capital raises, and/or a valuation of your enterprise can be an important first step to achieving your goals.

Matrix has been designing and executing unique, creative, and effective processes for each of our clients in the downstream energy & convenience retail industry for over 25 years. Each process is skillfully executed by our dedicated team of industry professionals who have successfully completed over 300 engagements.

### Contacts:

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**Cedric C. Fortemps, CFA**, Co-Head  
**M. Vance Saunders, CPA**, Managing Director  
**Sean P. Dooley, CFA, ASA**, Managing Director

Mergers & Acquisitions • Capital Raising  
Valuations • Strategic Advisory

[www.matrixcmg.com](http://www.matrixcmg.com)

We're Known By The Work We Do.



Downstream Energy & Convenience Retail Investment Banking Group



## ABOUT US

Founded in 1894, McLane Company Inc. is one of the largest distributors in America, serving convenience stores, mass merchants, and chain restaurants. As an industry-leading partner to the biggest retail and restaurant businesses, McLane buys, sells, delivers, and serves the world's most beloved brands. With headquarters in Temple, Texas, McLane has more than 80 distribution centers across the country, employs more than 25,000 teammates, and delivers to nearly every zip code in the US. McLane is a wholly owned subsidiary of Berkshire Hathaway, Inc.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Our extensive line of high-quality foodservice offerings, private label options, and merchandising and marketing solutions are designed to help c-store retailers efficiently stock their shelves, operate their business, and build a reliable brand in their community. From customizing foodservice offerings to streamlining deliveries and optimizing orders, we are committed to providing our customers with the support they need to thrive in the competitive retail industry.

## COMMUNITY

McLane is committed to being a responsible corporate citizen and making a positive impact on the environment, society, and governance. Some of our initiatives include:

- **Sustainability:** McLane is protecting our planet for future generations by reducing our environmental footprint.
- **Disaster Relief:** We're prepared to support affected communities during times of crisis.
- **Diversity:** McLane is committed to fostering a diverse, equitable, and inclusive workplace.
- **Military:** We provide opportunities, support, and appreciation to our nation's veterans and their families.
- **Charitable Giving:** Our teammates are proud to support Children's Miracle Network Hospitals, United Way, and other charitable organizations through monetary contributions, fundraising events, and volunteer work.

## MCLANE COMPANY

4747 McLane Parkway  
Temple, TX 76504  
254.771.7500  
mclaneco.com

YEAR FOUNDED 1894

MAJOR PRODUCT/  
SERVICES CATEGORIES  
Distribution

### KEY CONTACT FOR MORE INFORMATION

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254.217.5842





# SIGMA ANNUAL CONFERENCE

November 4-6, 2025

Grand Hyatt Nashville · Nashville, TN

**Register Today!**

[www.SIGMA.org](http://www.SIGMA.org)

# MOTIVA

## ABOUT US

Headquartered in Houston, Texas, Motiva refines, distributes, and markets petroleum products throughout the Americas. We safely, responsibly, and reliably produce essential transportation fuels, base oils, and petrochemicals that people across the globe rely on for security, prosperity, and overall quality of life.

The company's Port Arthur Manufacturing Complex in Port Arthur, TX, is comprised of North America's largest refinery with a total throughput of 720,000 barrels per day, the world's second largest lubricants plant, and an integrated chemical plant.

Under exclusive long-term brand licenses with Shell and Phillips 66 (for the 76® brand), Motiva's commercial operations supply more than 12 billion gallons of fuel to customers annually. Motiva is wholly owned by Aramco, one of the world's largest integrated energy and chemicals companies.

## VALUE PROPOSITION

Motiva is a full-service marketer and distributor of unbranded diesel, heating oil, and gasoline to commercial customers such as end-use businesses, fleets, and wholesalers. We provide rack sales and delivery of bulk products via pipelines, rail, and water and can service your needs, regardless of the scale of your operation.

With Motiva as your distributor, you will have access to a competitive and reliable supply of unbranded product. We are the supplier of choice because we consistently provide quality products, timely delivery, and competitive pricing. Through our network of distribution terminals and third-party supply points, we can efficiently get your trucks loaded and on the road.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Motiva provides refined products to approximately 400 branded and unbranded wholesalers. The company is a full-service marketer and distributor of unbranded gasoline and diesel, in addition to proudly distributing two exceptional fuel brands to retailers across the country: Shell and 76®. Motiva markets fuel through more than 4,000 Shell-branded service stations across Texas, most of Florida,



the Southeast and the Mid-Atlantic market. The company also offers the 76® brand to approximately 400 branded sites 26 Eastern and Gulf Coast states, as well as Washington D.C. Additionally, we support our wholesalers with a dedicated Loading Support Desk that is available 24/7 for any questions or concerns with orders.

## COMMUNITY

Making a difference in the communities where we live and operate is ingrained in Motiva's operations and company culture. We prioritize sustainable initiatives and development opportunities that increase the vitality of our communities and improve quality of life. With more than 6,800 volunteer hours and more than \$4.3 million in giving over a three-year period, Motiva strives to empower communities and invest in the potential of others.

## MOTIVA ENTERPRISES

Motiva Enterprises  
500 Dallas Street  
Houston, Texas 77002  
713-277-8000  
www.motiva.com

YEAR FOUNDED 1998

MAJOR PRODUCT/  
SERVICES CATEGORIES  
Downstream refiner/fuel supplier

### KEY CONTACT FOR MORE INFORMATION

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713-427-3343



# FUEL YOUR GROWTH

with a reliable supplier

Selling through distributors rather than directly to retailers gives Motiva a great line of sight into what wholesalers need: reliable fuel supply and real-time information that is only one phone call away through our 24-hour, in-house Loading Support Services Help Desk.

**MOTIVA**

INTERESTED IN LEARNING MORE ABOUT MOTIVA'S UNBRANDED FUELS?

Contact Charlie Wemyss | (713) 751-3797 | [charlie.wemyss@motiva.com](mailto:charlie.wemyss@motiva.com) Learn more at [motiva.com](http://motiva.com)



## ABOUT US

Protecting what's most important

We've grown from a small mutual auto insurance company, owned by policyholders who spent their days farming in Ohio, to one of the largest insurance and financial services companies in the world.

We're a Fortune 100 company that offers a full range of insurance and financial services across the country. Our roots were formed by farmers and grain elevator owners in 1909 as a protection group, known then as Farmers Cooperative Elevator Mutual Insurance Association. Nationwide was founded in 1926 as Farm Bureau Mutual by Ohio farmers. Nationwide still acts as the Farm Bureau relationship in 8 states today. Today, nearly half of our Nationwide Board of Directors are farmers or agribusiness owners. Nationwide takes pride in our ability to impact agribusiness safety in our communities.

We've served generations. Protecting what's most important. Let us do the same for you.

## VALUE PROPOSITION

At Nationwide, we exist to protect people, businesses, and futures with extraordinary care.

Knowing that customers trust our On Your Side promise during the worst and best moments of life is an honor and a privilege. We are focused on Three Pillars of Protection: Coverage, Loss Avoidance, and Safety.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Property and Casualty Insurance and Financial Services with a rich history in agribusiness. Industry leading risk management services are available to members free of charge. These services include Agronomy, Food/Feed safety, Propane safety, Property Engineering, and Worker Safety Trainings. At Nationwide, we have a dedicated claims team that focuses strictly on Ag/Food/Fuel accounts. Within this team, we have multiple areas of expertise.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

D.R.I.V.E. the 5 is Nationwide® Agribusiness' new driver safety program for drivers in the agriculture, food, and fuel sectors. This innovative program encapsulates five critical principles that every driver should engrave into their consciousness before sitting behind the wheel in order to help reduce accidents and safeguard lives.

This program is the backbone of our dedication to road safety, highlighting five key principles that will assist in transforming driving behavior:

- 1. Distraction free** - Keeping distractions at bay is crucial.
- 2. Rested and alert** - Tackling the silent adversary, fatigue.
- 3. Impairment free** - Driving impaired is non-negotiable.
- 4. Vehicle maintained** - Vehicle maintenance helps prevent accidents.
- 5. Environment aware** - Be aware and adapt to your driving environment.

This program will initially launch in April during Distracted Driving Month and we will continue to expand upon the program with a more extensive roll-out during Rural Road Safety Week in July.

# NATIONWIDE

100 Locust Street  
Des Moines, IA 50391  
515-508-2419  
[nationwide.com/business/agribusiness/commercial-insurance/](https://nationwide.com/business/agribusiness/commercial-insurance/)

YEAR FOUNDED 1926

## MAJOR PRODUCT/ SERVICES CATEGORIES

Property and Casualty Insurance,  
Financial Services

## KEY CONTACT FOR MORE INFORMATION

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515-508-2128

# SIGMA Marketer Legal Counsel Group

**A High Level Program Your Company Won't Find Anywhere Else**

**Be a part of a Group Whose Current Members are the Cream of the Crop:  
Heavy Hitters in the Fuel Marketing Industry!**

As an exclusive member benefit, SIGMA offers a Marketer Legal Counsel Section, an outlet where SIGMA members' legal counsel can network and discuss pressing common issues with industry attorneys. The MLC group meets in-person twice a year at the SIGMA Spring and Annual Conferences. Not only do MLC members network with other attorneys, but they also have the chance to meet people from across the industry.

Attendees receive on average 6 hours of CLE credit per meeting and SIGMA takes care of all of the applications.

**Annual Membership Fees:**

\$1,750 (first company member) | \$875 (each additional member from the same company)

**New Benefits Starting in 2018:**

Joining the Marketer Legal Counsel Section will guarantee you a registration fee of only \$500 for the SIGMA Spring and Annual Conferences!

**How to Join:**

For more information on this program, please send an email request to [SIGMA@sigma.org](mailto:SIGMA@sigma.org).



“The SIGMA Marketer Legal Counsel group provides a unique and invaluable opportunity to meet and network with some of the industry’s leading lawyers. The members choose the topics for discussion and educational presentations, so what is discussed and presented is always timely, practical and informative. I have found over the years that, after each Marketer Legal Counsel meeting, I can come home and implement a handful of practices, solutions or ideas gleaned from the meeting. I would highly recommend the Marketer Legal Counsel group for any lawyer leading the legal department of a petroleum marketing company.”

— *Tate Seideman, Vice President & General Counsel, The Fikes Companies*

# OPIS

A DOW JONES COMPANY

## ABOUT US

OPIS provides price transparency across the global supply chain so that all stakeholders can buy and sell energy commodities with confidence. We do this by providing transparent pricing, real-time news, powerful software and educational events for the spot, rack, and retail fuel markets. We also provide a range of free resources and maintain an active blog.

Our commitment to reliability is reinforced by world-class, personalized customer service and constant innovation. OPIS listens to what our customers need and responds with easy-to-use products and solutions.

## VALUE PROPOSITION

OPIS provides a full array of fuel price discovery - spot, rack & retail - for contract transparency and competitive comparisons. Refiners and suppliers can stay profitable and overcome oil market volatility with OPIS spot pricing, news, and market analysis. Wholesalers and jobbers get better fuel supply deals and provide competitive pricing for their customers with OPIS's benchmark rack pricing. Retailers use data from OPIS's massive retail fuel database to monitor station performance, margins, volumes, brand power and competition.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

**OPIS Spot Ticker:** Provides real-time valuations throughout the full trading day.

**OPIS Spot Reports:** Gives suppliers the tools they need to offer their customers deals based on spot pricing formulas.

**OPIS TimeSeries:** Archives extensive price history to help resolve billing discrepancies.



**OPIS Intraday News Alerts:** Delivers breaking news on refined product developments to desktop or mobile ahead of wire services.

**OPIS Rack Reports:** Provides 39,000+ unique, daily real-time prices at more than 450 locations across the US, Mexico, and Canada.

**OPIS PricePro:** Fine-tune pricing strategies to maximize margins and volumes. Integrates with your POS system.

**OPIS AnalyticsPro:** Learn the "why" behind site performance. Gain insight into consumer behavior to understand gas station performance in each market at the site level.

**Energy Transition Products:** From renewable feedstocks and carbon capture to recycled plastics and solar panels, we provide price transparency, real-time news, and expert insight.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Events: RFS, RINs & Biofuels Forum, LCFS & Carbon Markets Workshop, NGL Summit

Products: Automated Fuel Pricing Software, Site-Level Volume Forecasts and AnalyticsPro

## OPIS, A DOW JONES COMPANY

9841 Washingtonian Blvd.  
5th Floor  
Gaithersburg, MD 20878  
888.301.2645  
opisnet.com

### MAJOR PRODUCT/ SERVICES CATEGORIES

Energy news, pricing, data, analytics  
and events

### KEY CONTACT FOR MORE INFORMATION

OPIS Customer Service  
energycs@opisnet.com  
888.301.2645

YEAR FOUNDED 1980



# OPIS

A DOW JONES COMPANY

Energy prices, news, data and analysis  
you can trust across the entire fuel supply chain  
in real time, around the world

Markets include: spot, wholesale, retail, chemicals, renewables,  
fuel transportation, gas liquids, coal, metals, carbon

Since 1980, OPIS, a Dow Jones company, has provided price transparency  
across the global fuel supply chain so that all stakeholders can  
**buy and sell energy commodities with confidence**

Learn more at [www.opisnet.com](http://www.opisnet.com)





**ABOUT US**

With 40 years of industry leadership, PDI Technologies, Inc. resides at the intersection of productivity and sales growth, delivering powerful solutions that serve as the backbone of the convenience retail and petroleum wholesale ecosystem. By "Connecting Convenience" across the globe, we empower businesses to increase productivity, make informed decisions, and engage faster with their customers. From large-scale ERP and logistics operations to loyalty programs and cybersecurity, we're simplifying the industry supply chain for whatever comes next. Today, we serve over 200,000 locations worldwide with solutions like the Fuel Rewards® program and GasBuddy®, two popular brands representing more than 30 million active users. Learn more at [www.pditechnologies.com](http://www.pditechnologies.com).

**VALUE PROPOSITION**

**TRANSFORM YOUR BUSINESS WITH PDI**

Ready to take your business to the next level? PDI delivers the expertise and technologies that help you focus on what you do best. Connect with us to:

- Increase profits:** Drive incremental revenue and efficiently manage your customer relationships with the latest digital technologies for convenience retail.
- Gain insights:** Leverage data to discover how your customers shop and spend so you can offer them exactly what they want.
- Secure your data:** Avoid the rising threat of cyberattacks such as ransomware with 24/7/365 monitoring and fully managed security services.
- Simplify your operations:** Optimize your convenience store and fuel marketing operations by automating key tasks.
- Access proven expertise:** Maximize your technology investment and close critical business gaps with professional services that reduce risk and accelerate growth.

**MAJOR PRODUCTS, BRANDS, AND/OR SERVICES**

By "Connecting Convenience," PDI Technologies helps fuel and convenience businesses increase productivity, profitability, loyalty, and security. With solutions ranging from ERP and fuel pricing to point of sale and loyalty, PDI delivers the technologies and detailed data businesses need to thrive. Dive deeper to discover innovative solutions for cybersecurity, sustainability, professional services, and much more.

**MAJOR INITIATIVES, EVENTS OR UPDATES IN 2024**

In 2024, the annual PDI Users Conference evolved into "Connections Live" as an industry-wide event for convenience leaders from across the globe. Connections Live is now an extension of PDI Connections, a customer community platform digitally uniting PDI users and the convenience industry with training opportunities, support, and events. Connections Live 2025 will feature rich in-person training, a wide range of networking opportunities, and high-level thought leadership sessions designed to accelerate innovation across the industry. To learn more and pre-register for Connections Live 2025 in Denver, Colorado, visit [pditechnologies.com/CL25](http://pditechnologies.com/CL25).

**PDI TECHNOLOGIES**

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**MAJOR PRODUCT/  
SERVICES CATEGORIES**  
ERP, Back Office, Fuel Pricing,  
Logistics, POS, Cybersecurity,  
Services, Professional Services

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314.974.1506

**YEAR FOUNDED 1983**





# Want the Latest Consumer Convenience Trends?

## Tracking Convenience Report: From the Pump to the C-Store

Analyzing the latest fuel and convenience retail trends with data from PDI and GasBuddy.

Scan here  
to download  
the free report



[pditechnologies.com](https://pditechnologies.com)

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# THE FUTURE HAS ARRIVED

Convenient mobile payment technologies that build consumer loyalty. Bright, modern image designs that drive traffic and repeat stops. From the forecourt to your c-store, we're combining future-focused thinking with 24/7 US-based support to make sure your business can **Power Ahead.**



Call us at 844-736-8427  
or explore more at  
[phillips66fuelsupplier.com](http://phillips66fuelsupplier.com)





## ABOUT US

Phillips 66 is a diversified energy manufacturing and logistics company. With a portfolio of Midstream, Chemicals, Refining, and Marketing and Specialties businesses, the company processes, transports, stores and markets fuels and products globally.

## VALUE PROPOSITION

Are you getting the most from your current fuel supplier? We understand that there are many challenges to building a strong business in today's environment. For that reason, we're dedicated to delivering the support and innovative programs you need to help you improve profitability and efficiency. From the pump to the convenience store, we can support it all.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

With a portfolio of Midstream, Chemicals, Refining, and Marketing and Specialties businesses, we process, transport, store and market fuels and products globally. Our fuel brands, Phillips 66, Conoco, 76, JET and Coop, are backed by a network of 12 refineries, 200 terminals and 7,200 branded sites. Our passion is fueled by quality assets, strong operations and excellent customer service.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

In today's competitive landscape, it's more critical than ever for sites to deliver an exceptional experience for every customer, every time. Phillips 66 can help accomplish this with our eye-catching images and innovative mobile pay initiatives designed to help elevate the consumer experience and keep them coming back.

Technology is changing the face of brand-consumer interactions and our new Fuel Forward™ mobile app was designed with this in mind. The Fuel Forward™ app offers more than transactions - it increases security, attracts consumers and rewards loyalty. At Phillips 66, we are building on our core strengths to become market leaders in the production and marketing of renewable fuels, primarily renewable diesel and sustainable aviation fuel. Emerging Energy projects stand to support over 1.5 billions gallons per year of renewable fuels by 2030. These renewable fuels have lower carbon intensity than conventionally produced transportation fuels and are made from renewable resources.

# PHILLIPS 66

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**MAJOR PRODUCT/  
SERVICES CATEGORIES**  
Petroleum Products

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YEAR FOUNDED 2012



### ABOUT US

PriceAdvantage fuel pricing software, paired with price signs from its parent company, Skyline Products, provides an unmatched combination for complete fuel pricing centralization. PriceAdvantage automatically imports and aggregates critical fuel pricing data – such as replacement costs, volumes, and competitor prices – then optimizes fuel prices based on the retailer’s pricing strategies and goals. PriceAdvantage posts new prices directly to the POS system, fuel pumps, and price signs, and then receives price change confirmation – all in just minutes. The unique integration between PriceAdvantage fuel pricing software and Skyline fuel price signs provides an automatic, time-stamped confirmation that the price changed successfully and is displayed correctly on the price sign. Additionally, PriceAdvantage/Skyline sign diagnostics allows a facility’s team to view the current health status of all their Skyline signs. They can see diagnostic information from any Skyline sign – making sign maintenance faster, more efficient, and less expensive.

### VALUE PROPOSITION

PriceAdvantage fuel pricing software and Skyline fuel price signs have demonstrated rapid ROI for fuel retailers. PriceAdvantage removes manual processes and human errors – reducing the time to change fuel prices from hours to just minutes. The combination of faster fuel price changes, along with price optimization, helps retailers improve margins and gross fuel profits. Additionally, retailers experience time-savings at the store level because store employees do not manually update prices. The combination of PriceAdvantage and Skyline price signs provides retailers with

the confidence that they are displaying the right price at the right time. Skyline manufactures the industry’s most legible and reliable price signs. Designed and manufactured in Colorado Springs, CO, Skyline’s industry-exclusive technologies provide superior display feedback, unmatched brightness control, exceptional full-bodied digits, advanced energy efficiency, and military-grade durability.

### MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

PriceAdvantage Fuel Pricing Software Market Share Business Intelligence Skyline electronic price signs.

### MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

PriceAdvantage recently launched a new subscription service – Market Share Business Intelligence, a cloud-based solution that provides critical market share data, including visit counts for both company stores and for the competition. Convenience retailers can now make better decisions for their entire convenience store business – not just fuel – based on reliable data. Retailers can learn strategic market information, such as their market share and outlet share relative to the competition, how customer visits fluctuate by day of the week, and which markets are saturated and those that are underserved. Market Share Business Intelligence provides competitive intelligence, site performance data, and site selection information. Offered as a SaaS solution with no IT resources required, customers can subscribe to Market Share Business Intelligence as a stand-alone resource for the entire business line.

## PRICEADVANTAGE, A DIVISION OF SKYLINE PRODUCTS

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Ste. 500  
Colorado Springs, CO 80906  
866.961.4084  
priceadvantage.com

**MAJOR PRODUCT/  
SERVICES CATEGORIES**  
Fuel Pricing Software

### KEY CONTACT FOR MORE INFORMATION

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YEAR FOUNDED 1970

# Quantum Services

## ABOUT US

At Quantum Services, we provide inventory audits solely for the convenience store industry and have done so for the past 52 years. We have an average tenure of 4 years per standard auditor and an entirely full-time audit staff with all of our auditors receiving full-time benefits including PTO, 401K, and Health/Vision/Dental Insurance. We perform audits in over 80 markets across the country.

We partner with 200+ convenience store chains. Our SIGMA Clients include RaceTrac, Refuel, Sheetz, JD Street, Young Oil, Parkland USA, Family Express, Robinson Oil, and Yesway.

## VALUE PROPOSITION

One thing that sets Quantum apart and adds serious value to our clients is our proprietary item level reporting, where we take the 100+ pages of detail that come out of audit and turn it into 5-10 pages of actionable data for our clients to process. A few examples of our reporting include:

**Stock Not Displayed Report:** These are items that we counted in your back stock but were not on the sales floor at all for the customer to purchase. This report helps clients bring items that are gathering dust in the backroom and put them on the sales floor so they can be sold.

**Items Not Counted Report:** This includes items in your price book that your books think you have in the store, but we counted the store and found 0 of these items. Could be a stocking issue or we might have missed counting a certain item and during the walk through/reports review with the Store Manager- they would notice that and lead us to the where the specific item is- thus serving as a second accuracy check.

**Damaged Merchandise Report:** This report includes items in your stores that are either out of date or are physically damaged items. We have two reports for damaged merchandise, including one broken out by department and one broken out by UPC. This report is helpful to our clients as it provides details on the dead merchandise on their books in their stores so they can identify the items and plan to get rid of them.

Our client portal allows our clients to access all audit related documents and reports over their partnership with Quantum Services, which is helping them to identify where exactly shrink is

## QUANTUM SERVICES

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YEAR FOUNDED 1971

## MAJOR PRODUCT/SERVICES CATEGORIES

Inventory Auditing Services



coming from, all the way down to the specific gondola/section of each specific store.

How are you handling dead inventory in your stores? We are noticing chains with stores having \$5,000-\$10,000 of dead inventory sitting on their books for months. With our proprietary Stock Not Displayed report, our clients are informed of this dead inventory and able to plan to move it off the store books.

One of our biggest value offerings is our Specs Report, where we work as a second set of eyes and ears to your organization. As we are in your stores each month, we give you a report of what we see, hear, and observe during each audit count. Are the employees upselling? Was there cash sitting out in the manager's office while a vendor was in there alone restocking? Etc.

The feedback we provided in this report enabled one of our clients to learn about a Store Manager working together with a store employee stealing thousands of dollars in lottery each month from the store. With Quantum's auditors seeing these actions and reporting it in the specs report, our client was able to take that feedback, and catch the employees in the act & prosecute them, thus stopping them from stealing any more than the \$15,000 worth of lottery they had stolen over a few months span. What is your current audit program doing to help protect you from employee and vendor theft?

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Retail audits, Item level audits, Hybrid audits, Changeover audits, Pricebook Build audits, Non-Scanning inventory audits, Specs audits, Cash audits, LP audits, Lottery audits, Foodservice audits, Mystery Shops, Client Portal with audit data including shrink and inventory loss statistics.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Quantum Services will be attending the following in 2024: SIGMA ELC, SE Petro Show, MPACT Show, SIGMA Spring and SIGMA Annual Meeting, Outlook Conference, APEX Grocery Conference, PDI Users Conference, NACS Women's Leadership Program, and the Winsight Women's Event.

## KEY CONTACT FOR MORE INFORMATION

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110 years in the making, this is  
the story of next generation price  
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Platts | CERAWEEK | Chemical Week

**S&P Global**  
Commodity Insights

As custodians of today's leading benchmarks and price assessments, we work with the markets to publish prices that are fair and underpinned by transparent methodologies. As the world evolves you need a partner who can help you see what's next.

See the whole story at  
[spglobal.com/commodityinsights](https://spglobal.com/commodityinsights)

# S&P Global Commodity Insights



## ABOUT US

For more than 100 years, we've been a trusted connector that brings together thought leaders, market participants, governments, and regulators to create solutions that lead to progress.

S&P Global Commodity Insights is a division of S&P Global (NYSE: SPGI). S&P Global is the world's foremost provider of credit ratings, benchmarks, analytics, and workflow solutions in the global capital, commodity, and automotive markets. With every one of our offerings, we help many of the world's leading organizations navigate the economic landscape so they can plan for tomorrow, today.

## VALUE PROPOSITION

Starting in March 2022, IHS Markit became part of S&P Global, and S&P Global Platts and IHS Markit ENR combined to become S&P Global Commodity Insights. It's an exciting combination to better serve our customers in markets, including oil, natural gas, LNG, electric power, coal, shipping, petrochemicals, metals, agriculture, and energy transition.

Each day we publish news, commentary, fundamental market data, research, analysis, and thousands of Platts daily price assessments widely used as benchmarks in the physical and futures markets. Our services are delivered directly through platforms like Platts Dimensions Pro – and via channel partners.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

We offer essential intelligence for a connected world. With the depth and breadth of our data sets, you can access insight from the past, present and future of the global and energy commodity markets, so you can understand the whole picture. We use leading-edge technology to deliver the data you need, in the way you want, with pricing, research and insight across 13 commodity segments and 27 industries.

**Platts price benchmarks & assessments** - Access real-time data across commodities using our market-leading methodologies and experience.

**Analytics in mature and emerging markets** - A bottom-up approach to analysis, we help you spot opportunities through insights and data as well as a factual analysis of fundamental data through the value chain.

**Risk management** - Stay future focused with forward curves and risk valuation data, produced by the industry's largest editorial team.

To subscribe to any of our products and services, please contact your S&P Global Commodity Insights sales representative or [ci.support@spglobal.com](mailto:ci.support@spglobal.com).

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

We engage with customers, market participants, industry organizations, and regulators every day through forums, training sessions, and one-on-one meetings. We actively consult to develop methodologies that meet the markets' needs, and ensure that the IOSCO principles are central to our approach.

Each year we host high-profile industry events, such as the prestigious CERAWEEK®, World Petrochemical Conference, and the S&P Global Energy Awards to celebrate success and provide a platform for our customers to exchange ideas and make valuable connections.

In-depth engagements with S&P Global Commodity Insights can be critical to achieving success over the long run. Supported by industry and company research, our strategy consulting services position customers for sustainable growth and value creation in uncertain markets.

## S&P GLOBAL PLATTS IS NOW S&P GLOBAL COMMODITY INSIGHTS

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YEAR FOUNDED 1909

**MAJOR PRODUCT/SERVICES CATEGORIES** oil, natural gas, LNG, electric power, coal, shipping, petrochemicals, metals, agriculture, and energy transition

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### ABOUT US

For over 20 years, SolvOne has established a reputation for excellence in fuel industry and convenience store site solutions. By integrating proactive maintenance strategies and systems monitoring, SolvOne helps our clients not only save money but also enhance operational efficiency and reliability.

We combine cutting-edge technology and time-tested maintenance management systems together with a national network of experienced professionals to produce results that are unmatched in the industry. Issues are anticipated before they arise, systems are monitored 24/7, after-hours jobs are captured, emergency dispatch fees are avoided, fuel theft deterred – all with a single call to SolvOne.

### VALUE PROPOSITION

SolvOne is dedicated to maximizing station uptime while reducing overall maintenance costs for our clients. Our extensive industry experience and investments in technology such as Salesforce, WRIKE Software and RingCentral, allow our team to provide rapid response to each customer and prevent emergencies before they arise.

We pride ourselves on delivering a superior level of service and to do this, we hire and retain some of the most skilled professionals in the industry, so you don't have to. SolvOne team members are industry-experienced, highly trained, and carry professional certifications for POS Systems, ATG, API Safety, ICC, and more to ensure thorough support at all times.

## SOLVONE

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Portland, OR 97225  
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solvone.com

YEAR FOUNDED 2001

### MAJOR PRODUCT/SERVICES CATEGORIES

Fuel Industry Site Solutions, Project Management, Remote Systems Monitoring, and 24/7 Maintenance & Emergency Technician Dispatch

### KEY CONTACT FOR MORE INFORMATION

Mark Hayes  
Director of Sales  
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615-337-9099

While our services are available 24/7/365, nationwide – it's imperative that every SolvOne customer receives individual care that exceeds their expectations. For single sites, or multi-location portfolios, SolvOne's resources will make your operation more success

### MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

SolvOne's mission is to make our customers' lives easier by providing a single source solution for their service needs. Below are a few examples of solutions we provide for the petroleum and convenience store industries:

- 24/7/365 Industry-Trained Telephone Support
- After Hours Answering Service & On-Call Tech Dispatch for Contractors
- Fuel Theft Prevention
- ATG Remote Monitoring & POS Technical Support: Veeder-Root, Franklin, Gilbarco, Wayne, Retalix
- Scalable, Industry-Specific Project Management such as: Dispenser Replacement, POS Upgrades, EMV Updates/ Installation, Multi-Site Rebranding, Underground Tank Removal & Replacement
- Environmental Compliance, Spill Reporting
- NOV Management

Reach out to discover solutions to fuel your growth today.

### MAJOR INITIATIVES, EVENTS, OR UPDATES FOR YOUR COMPANY WITHIN THE NEXT 6 MONTHS

As always, we look forward to seeing you at the SIGMA Annual Conference in Boston, and other industry events throughout the year. Reach out to discuss how SolvOne can save your operation money today!





## ABOUT US

StationServ fuels tomorrow's solutions, today, across the Southeast states of TX, AR, TN, LA, MS & AL. As a leading provider of petroleum equipment sales, service, compliance, testing and construction, StationServ delivers cutting-edge solutions across the full life cycle of fuel providers' needs. StationServ is the employer of choice for technicians and fuel industry professionals and the partner of choice for our customers, driving their growth and success by providing innovative solutions in products, services, testing, compliance, and construction.

## VALUE PROPOSITION

StationServ provides the full range of services and solutions for all of their customers' fueling systems.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Gilbarco, Verifone, Veeder-Root, OPW, CimTek, EBW, Franklin Fueling Systems, Graco, Hannay Reels, LSI Industries, Morrison Bros Co., Fiber Glass Systems, ZeeLine, Cree Lighting, Fill-Rite, Gasolia Chemicals, PetrolClear, PetroVend, Husky, Universal, Formex, IRPCO

# STATIONSERV

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stationserv.com

YEAR FOUNDED N/A

## MAJOR PRODUCT/SERVICES CATEGORIES

Fuel Equipment, Fuel Equipment Service, Construction, Testing and Compliance

## KEY CONTACT FOR MORE INFORMATION

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615.540.8828

# StoneX<sup>®</sup>



## ABOUT US

StoneX Group Inc. (NASDAQ: SNEX) companies provide clients across the globe with a comprehensive range of customized commodity risk management tools and financial services to help them protect their margins, mitigate price risk, secure budgets, and manage volatility. The FCM Division of StoneX Financial Inc.'s Energy Team offers unparalleled, global boots-on-the-ground market intelligence, high-touch service and expertise, and full-service 24-hour futures and options clearing and execution on all major commodity exchanges worldwide. In addition, as one of the first non-bank, provisionally registered swaps dealers with the CFTC, StoneX Markets LLC provides a full suite of over-the-counter hedging solutions that are tailored to meet each client's specific risk management needs.

## VALUE PROPOSITION

From our fully digital global Market Intelligence platform to direct insights from traders and professionals on the ground in markets across the globe, StoneX connects our clients directly to actionable insights they can use to make more informed decisions and achieve more of their goals in the markets.

We offer our customers direct access to crude oil futures. Our experts employ a comprehensive risk management process which empowers you to make the most advantageous financial decisions for your business. We provide the tools needed to hedge or trade through a full suite of OTC products, helping your business

succeed in the competitive crude oil trading marketplace. Over 90% of our clients achieve more balanced or even increased margins through an array of hedging tools.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

StoneX offers innovative services to help address your company's unique price and volatility risk.

- OTC and Futures Execution
- 24-Hour Futures Night Desk
- Swap Execution
- Options on Futures and Swaps
- Market Intelligence

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Check out [www.stonex.com/events](http://www.stonex.com/events) for a current listing of StoneX events.

*Trading futures involves the risk of loss and is not suitable for all investors. Please consider carefully whether futures are appropriate to your financial situation. Only risk capital should be used when trading futures. Investors could lose more than their initial investment. You must review the customer account agreement prior to establishing an account. Past results are not necessarily indicative of future results. The risk of loss in trading can be substantial, carefully consider the inherent risks of such an investment in light of your financial condition.*

## STONEX FINANCIAL INC. - FCM DIVISION

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**MAJOR PRODUCT/  
SERVICES CATEGORIES**  
Commodity Price Risk  
Management, OTC products,  
Market Intelligence

**KEY CONTACT FOR MORE  
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816.410.3311

**YEAR FOUNDED** 1924

# StoneX®

## Hedging & advisory services for:

Refined products ▪ Crude oil  
Natural gas ▪ Renewable fuels  
NGLs ▪ Petrochemicals



StoneX Group Inc. (NASDAQ: SNEX) provides clients worldwide with a range of customized commodity risk management tools and financial services that help protect their margins, mitigate price risk, secure budgets, and manage volatility.



### OTC product offerings

Our OTC products come with flexibility and customization options to better serve our clients. They can customize the volume, tenor, grade, and even geographic location to better align with their objectives.



### Advisory services

We provide a variety of services, including advice on purchasing, maintaining records, conducting research, and education on hedging.



### Clearing and execution services

Clients worldwide can take advantage of our clearing and execution services, as well as gain access to both domestic and foreign markets on 33 global exchanges.



### Market Intelligence

Our platform offers a wide range of market intelligence, including fundamental and technical market data, forecasting, news, econometric analysis, and insights for the majority of widely traded commodities.



[Learn More](#)

Josh Brockway | Vice President - Energy  
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### ABOUT US

D&H United Fueling Solutions is a leading supplier of petroleum fueling and EV charging system equipment, installation, and service across the United States. We are a distributor and service provider for many of the industry’s most respected and trusted equipment brands. With 34 branch offices and over 1,250 employees operating throughout the United States, D&H United is committed to providing top-notch service to its clients.

### MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Tanknology, a subsidiary of D&H United, is the world’s largest provider of tank testing and environmental compliance services for petroleum systems. Tanknology provides compliance services at more than 100,000 sites annually.

### MAJOR INITIATIVES, EVENTS, OR UPDATES

D&H United purchased Tanknology in 2023. The combined companies have over 1,250 team members, including 825 field technicians and 34 offices operating across the United States. The acquisition of Tanknology marks D&H’s entry into the Northeast, West Coast and Pacific Northwest markets and expands its service footprint across the Mountain West, Midwest, Southeast and Southwest.



## TANKNOLOGY, A SUBSIDIARY OF D&H UNITED

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dh-united.com

**YEAR FOUNDED** 1936

### MAJOR PRODUCT/SERVICES

**CATEGORIES** D&H United Fueling Solutions is a leading supplier of petroleum fueling and EV charging system equipment, installation, and service across the United States. Tanknology, a subsidiary of D&H United, is the world’s largest provider of tank testing and environmental compliance services for petroleum systems.

### KEY CONTACT FOR MORE INFORMATION

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# **THUNDER CREEK**

## Fuel & Service Equipment



### ABOUT US

Established in 2009, Thunder Creek Equipment is an award-winning mobile fuel and service equipment manufacturer based in Pella, Iowa. Recognized for our dedication to quality and innovation, we pioneered the industry's first No HAZMAT and No CDL mobile fueling solution.

Thunder Creek truck upfits and trailers provide solutions for fuel delivery, and jobsite preventative maintenance for off-road machinery. Our customer base includes key players in industries such as Fuel Distribution, Construction, Road and Bridge, Oil and Gas, Rental, and Disaster Recovery.

### VALUE PROPOSITION

Thunder Creek manufactures innovative fueling and service trailers and truck upfits that allow fuel distributors to mitigate common frustrations like HAZMAT and CDL requirements, maneuvering on tight delivery sites, and adding flexibility with capacities ranging from 460 to 920 gallons of fuel.

### MAJOR PRODUCTS, BRANDS, AND/OR SERVICES OUR UNIFIED SOLUTIONS

Our most prominent fuel distribution product, the 920 gallon No HAZMAT Fuel and Service Truck Upfit provides the perfect all-in-one vehicle for smaller fuel drops and is easily maneuvered in urban environments where larger fuel tankers simply don't fit.

### MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

2024 has brought the addition of several added product features and a new truck chassis, the ISUZU NRR, now compatible with both the Fuel and Service Truck Upfit as well as the Service and Lube Truck Upfit.

## THUNDER CREEK EQUIPMENT

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thundercreek.com

YEAR FOUNDED 2009

MAJOR PRODUCT/SERVICES  
CATEGORIES  
Mobile Fuel & Service Equipment

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## ABOUT US

Titan Cloud connects people, equipment, and facilities to maximize operational efficiency and minimize the environmental impact of fueling facilities across the world. Our software-first, hardware-agnostic solution offers unrivaled device connectivity, operational flexibility, and scale, enabling enterprise-wide Fuel Asset Optimization. Trusted by a customer base that includes the biggest names in the retail petroleum industry and commercial fleet market, our unified next-gen software platform powers frictionless fueling, supply and logistics, maintenance and testing, and environmental compliance.

## VALUE PROPOSITION

Titan Cloud is the trusted global leader in the downstream fuel software market. Here's why customers in convenience, wholesale distribution, and fleet industries rely on our industry-leading platform.

### Market Leader

- 85,000 sites connected, 700+ global customers
- From single-store operators to the largest enterprises in the world
- Financially secure with strong YOY growth and Charlesbank backing

### Enterprise SaaS that Delivers

- Go beyond reports and analytics to drive true process automation
- Scalable, secure, and modern SaaS platform
- Untethered strategy that connects to all IoT devices using a hardware-agnostic approach

### Fuel Asset Optimization

- The most comprehensive platform for fuel, supply and logistics, maintenance and compliance
- Integrated solution that spans the entire fuel supply chain
- Removes operational constraints, workarounds, and blind spots to fully optimize your fuel operations

## TITAN CLOUD

4031 Aspen Grove Dr, Ste 240  
Franklin, TN 37067  
615.372.6000  
titancloud.com/contact

YEAR FOUNDED 2012

### MAJOR PRODUCT/SERVICES CATEGORIES

End-to-End Fuel Asset Optimization, Supply Optimization and Logistics, Maintenance, and Compliance Software

### KEY CONTACT FOR MORE INFORMATION

ROI@titancloud.com  
615.372.6000

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES OUR UNIFIED SOLUTIONS

### Frictionless Fuel

The Titan Cloud platform reduces runouts by providing real-time fuel visibility, minute-to-minute forecasts, variances, and advanced fuel analytics. Your end customer will always pull up to an operational tank, a working nozzle, and a fast flowrate, increasing fuel sales for your operators and creating a simple and frictionless fueling experience for every customer.

### Supply & Logistics

Using data analytics to track qualitative inventory levels, Titan Cloud supports demand forecasting, ordering and dispatching to support fuel procurement, pricing, and hauler performance management. API integration with third-party providers means you can control direct or carrier managed fuel ordering and workflows for load optimization, while automating back-office BOL reconciliation, invoice matching, and fuel capital allocation.

### Maintenance

Seamlessly integrating with your site's equipment, Titan Cloud digitizes your facility management process with real-time readings to manage ATGs remotely, cutting through the noise to prioritize alerts, and reduce on-site service requests. Our platform's rapid issue detection and automated workflows quickly close the loop from incident to resolution, increasing equipment up time and minimizing maintenance spend.

### Environmental Compliance

From release detection to site remediation, Titan Cloud's solution automates your compliance process and unifies your systems into one centralized platform – creating a single source of truth for all compliance needs. Our platform gives you the power to minimize leaks, reduce environmental impact, and ensure you remain in compliance.





### ABOUT US

TriMark USA is one of the country's largest full-service providers of equipment, supplies, and design services to the foodservice industry. We proudly serve our customers by providing design services, commercial equipment, and foodservice supplies across a wide range of industries and business sectors. Headquartered in Massachusetts, with a history dating back to 1896, we have locations across the country that offer foodservice operators an unparalleled level of service by combining our unique design capabilities and our expert market knowledge with the purchasing strength, delivery, installation, and after-sales service capabilities of a national company. Our employees are focused on creating customized solutions for our clients to ensure they achieve their culinary goals while upholding our I.C.A.R.E. values: Integrity, Customer Service, Accountability, Respect, and Excellence.

Our mission is to be our customers' essential partner in delivering foodservice equipment, supplies, and design.

### VALUE PROPOSITION

TriMark USA currently supports many convenient stores and fuel marketers in their growth and development plans, facilities management, and QSR operations. TriMark's design consultants, project managers, and sales professionals can provide suggestions for efficient in-store traffic flow, food prep, warming, holding, and display equipment, as well as small wares and supplies. TriMark can procure and consolidate products, and coordinate shipments efficiently for new construction projects, remodels, and resupply. TriMark communicates with our clients consistently to ensure the availability of products and that delivery requirements are met.

### MAJOR PRODUCTS, BRANDS, AND/OR SERVICES OUR UNIFIED SOLUTIONS

As one of the country's largest providers of foodservice equipment and supplies, TriMark is an authorized dealer for all of the top manufacturers in the industry. We have the reach to procure the right products to realize your vision or fulfill your ongoing needs. In addition, TriMark offers private label brands:

- Kintera™** provides value-driven commercial equipment built for long-lasting use by performance-driven chefs.
- Culinary Essentials™** provides a complete catalog of quality tools for your back-of-the-house team to operate quickly and efficiently.
- Premier Collections™** provides a robust portfolio of tabletop products to enhance the presentation and cost savings.

Commercial Kitchen Equipment | Foodservice Supplies | Buffet and Catering | Tabletop | Janitorial and Chemicals | Warewashing | Millwork Fabrication | Stainless Steel Fabrication | Furniture | Foodservice Design | Project Management | Delivery and Installation | Warranty Support

### MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

TriMark USA will again be exhibiting at the 2024 National Restaurant Association Show, May 18th - 21st at McCormick Place in Chicago, IL. Please visit us at Booth #637!

## TRIMARK USA

9 Hampshire Street  
Mansfield, MA 02048  
888.662.6935  
trimarkusa.com linkedin.com/  
company/trimarkusa/

YEAR FOUNDED 1998

### MAJOR PRODUCT/SERVICES CATEGORIES

Foodservice design, equipment, and supplies; Project Management; Delivery & Installation

### KEY CONTACT FOR MORE INFORMATION

Dana Miller  
Vice President, Strategic Growth  
dana.miller@trimarkusa.com  
216.429.8640



### ABOUT US

United Petroleum Transports provides bulk transport services to large oil companies, convenience store operators, petroleum marketers, airports, and many others. While refined petroleum products represent the largest portion of our business, UPT also hauls complementary products such as asphalt, crude oil, lube oils, and petrochemicals.

Founded in 1966 with a single lease driver in Wynnewood, Oklahoma, UPT now has operations in Oklahoma, Kansas, Alabama, Georgia, Texas, Arizona, and New Mexico, making more than 350,000 safe and seamless deliveries every year throughout the United States and Canada.

### VALUE PROPOSITION

For more than half a century UPT has been an industry leader in safe, dependable service. We are committed to exceeding our customer expectations every day and achieving this by utilizing the latest tools in technology and equipment, coupled with the expertise of our incredible professional drivers and support staff. With offices strategically located throughout the southwest, we are flexible and capable of meeting the ever-changing needs of the chemical and energy industries.

Trucking may have changed over the years, but our commitment to a seamless delivery...every time has not. Let us put our decades of experience to work for you.

### MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

UPT specializes in HazMat transportation, including motor/aviation fuels and chemicals/lubricants. Refined products is our largest and oldest segment, where we deliver products to airports, truck stops, and convenience stores. Products include all grades of gasoline, diesel fuels, aviation fuels, biofuels, asphalt, and more. Our chemical segment is focused on products like lube oils and acids, which we deliver across the country.

### MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

United Petroleum Transports is focused on growing and establishing ourselves as a top industry leader. With the recent acquisition of Florida Rock and Tank Lines, UPT is now set up for a time of unprecedented growth. Now, we can service our customers from Arizona all the way to the east coast.

## UNITED PETROLEUM TRANSPORTS

4312 S. Georgia Place  
Oklahoma City, OK 73129  
405.677.6633  
rive4upt.com

**MAJOR PRODUCT/SERVICES CATEGORIES** Transportation, HazMat, Bulk Liquid Transport

**KEY CONTACT FOR MORE INFORMATION**  
Carl Bailey  
Vice President of Sales  
cbailey@drive4upt.com  
405.826.0283

**YEAR FOUNDED** 1996





## ABOUT US

At Valero, we know tomorrow is built on the actions we take today. We are committed to meeting the growing demand for reliable, affordable low-carbon fuels and advancing the future of energy through innovation, ingenuity, and unmatched execution.

Valero is the world's largest independent refiner and the world's largest producer of low-carbon transportation fuels. We're proud of fueling lives while protecting our communities and the environment with industry-leading safety records and continued efforts to reduce emissions.

We sell our products primarily in the United States (U.S.), Canada, the United Kingdom (U.K.), Ireland, and Latin America.

## VALUE PROPOSITION

Valero's mission is to provide a reliable supply of high-quality products at competitive prices, backed by a best-in-class brand image and unparalleled customer service and support. Well-positioned pipelines and terminals allow Valero to deliver its full slate of quality fuels quickly and efficiently to key markets throughout the U.S.

Valero values its customers and is fully committed to their success. Partnering with Valero gives your business an advantage among competitors and opens your business to endless possibilities.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

As a multinational manufacturer, Valero produces gasoline, diesel, renewable diesel fuel, jet fuel, and other specialty products, including petrochemicals and asphalt. These products are sold in wholesale markets across the country or in bulk markets. Valero's TOP TIER detergent gasoline is the premier standard set by the world's top automakers and is available at all branded locations.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Over the last decade, Valero has become a leading manufacturer of low-carbon fuels, which offer lower GHG emissions. In the next decade, we will focus on bringing creative and innovative approaches to decarbonization of liquidation transportation fuels. Valero is the world's 2nd largest renewable diesel producer with a total annual Diamond Green Diesel (DGD) production capacity of 1.2 billion gallons of renewable diesel and 50 million gallons of renewable naphtha.

Valero's DGD joint venture with Darling Ingredients approved a Sustainable Aviation Fuel (SAF) project at the DGD Port Arthur plant, which will give the plant the ability to upgrade approximately 50 percent of its current renewable diesel production capacity to SAF. The project is expected to be completed in 2025.

Valero introduced the Valero brand to the United Kingdom in late 2023. The Valero branded sites are in Southwest Wales, near our refinery in Pembroke, and across the Midlands.

# VALERO

One Valero Way  
San Antonio, TX 78249  
210.345.2000  
[valero.com/business](http://valero.com/business)

YEAR FOUNDED 1980

**MAJOR PRODUCT/SERVICES CATEGORIES** Fuels (gasoline, diesel, jet fuel and ethanol) and specialty products (asphalt, propane and sulfur)

## KEY CONTACT FOR MORE INFORMATION

Melinda Farias  
Executive Director Wholesale Marketing West Coast Sales & National Accounts  
[Melinda.Farias@valero.com](mailto:Melinda.Farias@valero.com)  
210.345.6494

Marty Schimcek  
Executive Director Wholesale Marketing Central and East Coast Sales  
[Marty.Schimcek@valero.com](mailto:Marty.Schimcek@valero.com)  
210.345.3061

# AT VALERO, WE THINK YOU DESERVE:

- ✓ Reliable fuel supply. 365 days a year.
- ✓ TOP TIER™ certified quality fuel.
- ✓ Personalized customer support. Day or night.
- ✓ An inviting station design.
- ✓ Competitive brand programs.
- ✓ Support for local communities.

## PARTNERSHIP YOU CAN COUNT ON. RIGHT NOW.



**Valero**®

[Valero.com/business](http://Valero.com/business)



## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Warren Rogers' recent initiatives include the deployment of an enhanced **fuelWRap** application, viewable on desktop, tablet, and mobile. Improvements include an updated user-friendly dashboard, with exception-based summary reporting as well as detailed views of dispenser/tank activity and sensor status. See real-time inventory levels on the dashboard as well as tank water levels across the enterprise. When it comes to 30-day compliance, **fuelWRap** captures Veeder Root gauge CSLD, PLLD, sensor, and interstitial results each period. The user is informed of any outstanding tests and reports are prepared and archived for state regulatory compliance. Other recent improvements include real-time tank gauge (ATG) alarm monitoring and alert enhancements, accessible via the **fuelWRap** online dashboard, a secure procurement application for delivery forecasting and product dispatch, industry-leading development of KPI measures of the financial impact of tank system maintenance activities, and advanced delivery audit. All Warren Rogers solutions are PCI compliant and eliminate any reliance upon the use of a customer's VPN for access to store devices.

## ABOUT US

Our All-Points Fuel Monitoring System, **fuelWRap**, is the most precise and efficient fuel management system available. And it is the only comprehensive, cloud-based system available today. The real-time data it collects helps you continuously track every drop of precious fuel inventory - as it makes its way to your site, enters the tank, flows through each fuel line, and reaches the meter - even at the most complex, high-throughput sites.

## VALUE PROPOSITION

Customers turn to us for precision CITLDS and statistical inventory reconciliation analysis (SIR) leak and loss detection, ATG alarm management, delivery auditing, runout avoidance, automated 30-day ATG testing capture, real-time inventory level reporting, access to our real-time online dashboard, **fuelWRap**, and more. Our experts analyze your data, look for anomalies, and alert you to potential problems as soon as they occur. We report delivery shortages, theft, inaccurate meter calibrations, improper ration blends, and poor flow rates, so you can minimize loss and maximize profits

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Warren Rogers offers leak detection technology and services that meet 30-day reporting requirements, innovative BioDiesel blend audit services, procurement, and a new, Real-Time User Interface, **fuelWRap**, that makes fuel monitoring, tank gauge alarm & fuel management for C-store retailers and petroleum marketers easier than ever before. No other provider of fuel management technology can match our experience, technology, capabilities, flexibility, or service.



## WARREN ROGERS

76 Hammarlund Way,  
Ste. 200  
Middletown, RI 02842  
800.972.7472  
warrenrogers.com

YEAR FOUNDED 1979

### MAJOR PRODUCT/SERVICES CATEGORIES

Fuel Management; Fuel monitoring; industry-leading **fuelWRap** online real-time dashboard, real-time tank gauge alarm monitoring and notification alerts, Continual In Tank Leak Detection, Statistical Inventory Reconciliation Analysis, BioFuel Blending analysis, Procurement, customized SAS reporting per account

### KEY CONTACT FOR MORE INFORMATION

Tony Caputo  
Director of Business Development  
800.972.7472, x853  
tcaputo@warrenrogers.com



## ABOUT US

Webster Bank, with over \$75Bn in assets, focuses on the downstream petroleum business, primarily through a group based in Boston, MA. Our nation-wide efforts center on the Convenience Store space, although we also provide financing to related and adjacent businesses. Webster has institutional knowledge of the business and distinguishes itself by separating real risk from perceived risk. We are comfortable lending on a cash flow basis, against hard assets, or some hybrid structure that best suits your needs.

## VALUE PROPOSITION

We can provide you with financing options to help expand your business, make acquisitions, purchase and/or construct NTIs or raze and rebuild existing sites. Webster can also provide equipment loans. Further, we provide a full suite of operating services in addition to lending you money.

## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Our customers use Revolving Lines of Credit, Delayed Draw Term Loans, Term Loans and Real Estate mortgages. We also provide letters of credit, interest rate protection products, and employee benefit accounts. .

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Webster looks forward to its initial visit to the Sigma Annual Conference this fall.

# WEBSTER BANK

100 Franklin St.  
Boston, MA 02110  
617.717.6831  
[www.websterbank.com](http://www.websterbank.com)

YEAR FOUNDED 1935

MAJOR PRODUCT/SERVICES CATEGORIES  
Commercial Bank

KEY CONTACT FOR MORE  
INFORMATION

Paul Black  
Managing Director  
781.254.3497  
[pblack@websterbank.com](mailto:pblack@websterbank.com)

# WT Group

Engineering • Design • Consulting

## ABOUT US

Formed in 1971, the WT Group grew from humble, entrepreneurial beginnings to a full-service firm committed to providing worldclass engineering and design services to a range of clients from local businesses to multinational corporations. WT Group consists of experienced engineering, architectural and consulting teams serving clients in nearly all 50 states. Our professionals have the knowledge and expertise to navigate all applicable codes, regulations, and best practices. Our people bring a passion for customer service and an unwavering commitment to helping clients achieve the results they expect – on time, on budget and delivered to the highest standards of performance.

## VALUE PROPOSITION

WT Group is not just an A/E firm. WT Group is a proven expert in the petroleum industry and is specifically designed to add value, innovation, and speed to market, supporting your business. With WT Group, you can expect:

- **Strategic Architecture and Engineering Solutions:** Tailored to optimize gas station operations, enhance fuel efficiency, and improve customer convenience.
- **Regulatory Compliance & Sustainability:** Ensuring adherence to regulations while integrating sustainable practices to reduce environmental impact.
- **Innovative & Scalable Approaches:** Leveraging cutting-edge technologies to deliver solutions that are both effective and future-ready.
- **Timely & Cost-Effective Delivery:** Commitment to completing projects on time, within budget, and aligned with your business goals.
- **Trusted Partnership:** WTGroup acts as a strategic advisor, helping you achieve long-term success and elevate your brand in a competitive market.



## MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

WT Group has more than 200 years of combined experience in designing more than 2,000+ facilities including: Convenience Stores, Retail Fuel Centers, Truck Stops, Car Washes, and Quick Service Restaurants. Assessing, guiding, problem-solving, and servicing each project to meet the client's needs and requirements is our top priority. From concept to budgeting and permitting to construction, WT Group's multi-disciplined teams expertly lead through the process, ensuring the completion of a safe, functional, and aesthetically pleasing project. The team possesses in-depth knowledge of mechanical, plumbing, electrical, structural, and civil engineering, along with solutions in land surveying, accessibility consulting, energy, EV charging, and construction. This expertise guarantees compliance with the Americans with Disabilities Act (ADA) and all rigorous regulations, standards, and certificates. Commitment to excellence remains unwavering.

## MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Architectural/Structural/MEP Drawings, Specifications, Equipment Plans, Interior Design, Signage Coordination, Permitting, Fuel Drawings, Cost Estimation, Owners Representation, Site Planning, Master Plans, Zoning Process, Site Analysis, Site Lighting, Landscape Design, Prototype Programming, Renderings, ALTA/ACSM Surveys, Shop Drawing Review, EV Charging and Solar Design. WT Group operates a specialty General Contracting division in the Chicago market known as Pratum Construction Services.

## WT GROUP

2675 Pratum Avenue  
Hoffman Estates, IL 60192  
224.293.6333  
wtgroup.com

YEAR FOUNDED 1971

### MAJOR PRODUCT/ SERVICES CATEGORIES

Engineering, Architecture,  
Consulting

### KEY CONTACT FOR MORE INFORMATION

David MacDonald  
Director, Business Development  
DMacDonald@wtgroup.com  
630.965.3980

# 2024 FUEL SUPPLIER ASSOCIATE MEMBERS



**AMBEST**

**BASF Corporation**

**BP Products NA**

**Buckeye Terminals**

**Cenovus Energy**

**CHS**

**CITGO Petroleum Corporation**

**Dennis K. Burke, Inc.**

**Enterprise Products Partners**

**Ergon**

**ETP**

**ExxonMobil**

**Flint Hills Resources**

**Gulf Oil**

**Holland Terminal**

**Huguenot Fuels**

**Innospec Fuel Specialties**

**Kinder Morgan**

**Liberty Petroleum**

**Lucknow-Highspire Terminals**

**Marathon Petroleum Company**

**MidContinental Chemical Co.**

**Monroe Energy**

**Motiva Enterprises**

**Palmdale Oil Company**

**PBF Energy**

**Phillips 66**

**Placid Refining Company**

**Powerhouse**

**Professional Energy Group**

**Pure Oil Jobbers Cooperative**

**RINAlliance**

**Schaeffer Manufacturing Company**

**Sinclair Oil**

**StoneX Group**

**United Refining Company**

**U.S. Energy**

**Valero**

**ValvTect Petroleum Products**

**Vitol Petro**

**VP Racing**

# SIGMA

# UPCOMING EVENTS!

## 2024

**SEPTEMBER**

September 17-20  
SIGMA Share Groups  
New Orleans, LA

**NOVEMBER**

November 12-14  
SIGMA Annual Conference  
Westin Copley Place  
Boston, MA

## 2025

**FEBRUARY**

February 2-5  
SIGMA 2025 Winter Conference  
Vail, CO

**APRIL**

April 22-24  
SIGMA 2025 Spring Conference  
Scottsdale, AZ

**NOVEMBER**

November 4-6  
SIGMA 2025 Annual Conference  
Nashville, TN





# SIGMA

AMERICA'S LEADING FUEL MARKETERS

1330 BRADDOCK PLACE #501, ALEXANDRIA, VA 22314 | 703.709.7000 | SIGMA.ORG