



AMERICA'S LEADING FUEL MARKETERS

A photograph of several blue and yellow oil tankers on a train track, viewed from a low angle. The tankers are moving, as indicated by the motion blur in the background. The sky is a mix of blue and orange, suggesting a sunset or sunrise. The tankers have various markings, including "707 815 m³", "PETRO", "74325019", "RAIL FREIGHT", and "CAUTION: EXTREMELY FLAMMABLE!".

2023 SUPPLIER RESOURCE GUIDE

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



SIGMA ANNUAL CONFERENCE

Loews Philadelphia Hotel, Philadelphia, PA

November 7-9, 2023



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www.sigma.org

THANK YOU FOR YOUR SUPPORT

SIGMA members understand the value of networking and sharing best practices with peers. It is one of the hallmarks of SIGMA conferences and one of the things we do best. What may not be as obvious on the surface is the value of SIGMA's supplier relationships. SIGMA has a significant bullpen of high-quality suppliers who support our association's members as we assemble and throughout the year. They provide finances, they participate in education and provide other content pieces. Some even join us as we advocate for our industry before Congress. We are grateful to have so many friends in the supplier community who regularly participate.

With this book, we thank those partners who invest their time, energy and finances to help support SIGMA and the work that we do. We simply cannot put on the types of high-quality events our community has come to enjoy without the generous support of our Fuel Supplier and Business Service Partners.

If you are not currently a partner and are interested in exploring SIGMA's partnership opportunities, please let me know – or contact James Rogers, SIGMA's Director of Sales and Marketing at jrogers@sigma.org or (703) 375-0492. There is always room for another seat at the table.

For our members, please spend some time reviewing this guide. It is filled with companies who are committed to the success of your business; who continue to stand behind our community.

Working together. That's the SIGMA secret.

Sincerely,

Ryan McNutt

CEO

SIGMA



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ADD SYSTEMS



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, with additional locations in Rhode Island and Quebec, ADD supports clients throughout the United States, Canada and Guam with an enterprise solution that can be deployed across businesses of any size. ADD is a family business that values relationships founded in trust and respect. The people at ADD live this value every day and are second to none with an average tenure of 17+ 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 a 49-year track record of proven commitment to client success, ADD Systems' software solutions are specifically designed to meet the needs of the petroleum and convenience store industry. Staying in sync with industry needs is top priority, so ADD invests heavily in research and development strongly driven by client feedback. ADD brings 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 strong attention to security, 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 helps clients release their potential.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

ADD Systems' premier back office software solutions include ADD Energy E3® and ADD Energy E360™ for energy distribution and ADD eStore® for conveniences 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 Business Intelligence tool that makes actionable, meaningful 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 website portals and tank monitors. ADD also works to provide integrations to the latest vendor products to give clients freedom of choice. ADD offers full service IT support, including cloud hosting, networking, firewall set-up and more, with an overall emphasis on security. ADD offers comprehensive consulting and support via web portal, webinars, onsite training, phone and direct access to customer systems. ADD also conveniently offers printing services.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

ADD Systems is excited to celebrate its 50th anniversary in 2023 and looks forward to continuing to deliver ever-evolving, innovative products to support our clients in a constantly changing environment. In May, ADD's Business Tech Conference will take place in Disneyworld, attracting ADD users and their families to join in celebrating 50 years of software solutions while learning about our latest developments, our future plans, and how ADD will continue to empower clients with efficiency and functionality. With tools like exception reporting and email alerts to help make informed, quick decisions, accurate and automated customer communication, support for multiple user platforms, constant emphasis on security, and integration with the latest partner products, ADD can help your business grow in 2023 and beyond.

ADD SYSTEMS

6 Laurel Dr.
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addsys.com

YEAR FOUNDED 1973

MAJOR PRODUCT/SERVICES
CATEGORIES Software

KEY CONTACT FOR MORE INFORMATION

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Release Your Potential



It starts with the right software

Modern business presents unlimited opportunities for growth. Let ADD Systems help you realize all those possibilities as we meet today's challenges of customer experience, speed, accuracy, mobility, and ever more important, scalability.

ADD Systems has been providing solutions to the energy distribution industry – retail and wholesale fuel, propane, convenience stores and more – since 1973.

ADD
— **SYSTEMS**



Learn more at addsys.com
800-922-0972

YOUR VOICE CAN MAKE THE DIFFERENCE

ADVOCATE FOR YOUR BUSINESS

Help prevent tobacco tax policies from potentially hurting your business. Visit TobaccoIssues.com



TobaccoIssues.com is operated on behalf of Philip Morris USA, U.S. Smokeless Tobacco Co., John Middleton, and Helix Innovations.

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Altria
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Distribution Company



Altria

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Distribution Company

ABOUT US

Altria has a leading portfolio of tobacco products for U.S. tobacco consumers age 21+. Altria's Vision by 2030 is to responsibly lead the transition of adult smokers to a smoke-free future (Vision). Altria is 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, Altria's businesses and society.

Altria's wholly owned subsidiaries include the most profitable tobacco companies in their categories: Philip Morris USA Inc. (PM USA), U.S. Smokeless Tobacco Company LLC (USSTC) and John Middleton Co. (Middleton). Altria's smoke-free portfolio includes Helix Innovations LLC (Helix), the maker of on! oral nicotine pouches, exclusive U.S. commercialization rights to the IQOS Tobacco Heating System® and Marlboro HeatSticks®, and an equity investment in JUUL Labs, Inc. (JUUL).

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

Altria Group Distribution Company (AGDC) is an Altria subsidiary that provides sales, and distribution services to Altria's tobacco companies. AGDC focuses on increasing efficiency and helping these companies better connect with adult tobacco consumers and strengthen relationships with thousands of retailers and wholesalers nationwide. AGDC designs and executes trade programs to grow Altria's tobacco companies' businesses and their customers' businesses.

ALTRIA GROUP DISTRIBUTION COMPANY

6601 West Broad St.
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altria.com

MAJOR PRODUCT/
SERVICES CATEGORIES
Tobacco

KEY CONTACT FOR
MORE INFORMATION
Krister Hampton
804.274.9817



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 125 years of expertise, Allianz Trade's global business intelligence is unrivalled. 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 2023

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 and the 34th most valuable brand across all sectors. We are very excited to now 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 IN NORTH AMERICA

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YEAR FOUNDED 1893

MAJOR PRODUCT/SERVICES
CATEGORIES Trade Credit
Insurance



2023 SPRING CONFERENCE

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MAY 2-4, 2023

**REGISTER
TODAY!**

www.sigma.org





ABOUT US

Antea®Group, a global environmental, health, safety and sustainability consulting firm, provides full-service solutions to the Oil and Gas/Biofuels/Petroleum Marketer 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 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 lifecycle of Oil and Gas/Biofuels/Petroleum Marketer assets and appreciating the challenges of the asset's next lifecycle phase.

VALUE PROPOSITION

Antea Group has more than 35 years of history working for petroleum marketers. The insights we have gained through our long-term 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.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Environmental site assessment & remediation; comprehensive transaction due diligence support; compliance including SPCC &



SWPP Plans, permitting, and web-based storage tank operator training; health & safety; sustainability; emergency response management; expert witness & legal support services.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

Antea Group hosts monthly webinars on various EHS&S topics, including Environmental, Social, and Governance (ESG) in the industry (all available in our on-demand webinar library on our website).

Antea Group Incident Management (AIM) - Our environmental incident management support speeds the transition from initial emergency response to interim response, so that clients can focus on returning assets to full operation. Call our 24/7 AIM Emergency Hotline: 1-800-281-1009.

Asset Due Diligence - Antea Group's approach to due diligence is both multifaceted and proactive, designed to deliver comprehensive data for informed decisions to help you minimize environmental risks and maximize marketplace opportunity. This includes large volume asset portfolios.

Operator Training - Our convenient on-line learning management system for Underground Storage Tank (UST) training courses is designed to make it easy for operators to get and stay certified, as well as help owners and enterprise organizations ensure compliance and safety at their facilities: <https://ustoperator.anteagroup.com>

SPECIAL DISCOUNT OFFER FOR SIGMA MEMBERS

Antea Group is offering SIGMA members a 25% discount on its web-based Storage Tank Operator Training for A, B, and C operators. To access this discount, visit <https://ustoperator.anteagroup.com> and enter this discount code on the checkout page: ANTEAGROUP25

ANTEA GROUP

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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

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?

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

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.

TRACK YOUR MARKETS EFFECTIVELY WITH ARGUS SPOT TICKER

Overview									
REGIONAL SPREADS		NYH Barge-Houston	Chicago-Houston	Chicago-Tulsa	NYH Barge-Chicago	SF-LA			
CRUDE		-0.1760	-0.0025	-0.0000	-0.1025	-			
IBOBL		-0.0885	0.0000	-	-0.0885	-0.0403			
USLD		-0.1725	-0.1400	-0.1165	-0.1125	-0.2795			
GASOLINE		Location	Price	Price Change	DIFF	DIFF Change	8:00 CT	Low	High
ET Ethanol		Central-Linden	3.1716	-0.0597 ▼	-0.0465	0.0000	3.2219	3.1766	3.2521
Reg CROB-A		Gulf coast Colonial	3.0038	-0.0597 ▼	-0.2225	0.0000	3.0635	3.0038	3.0742
Reg CROB-W5-ROGR		Chicago	3.0013	-0.0597 ▼	-0.2225	0.0000	3.0610	3.0013	3.0717
Suburban Y		Group 3	2.9963	-0.0597 ▼	-0.2225	0.0000	3.0600	2.9963	3.0647
Reg RDSB-F		Gulf coast Colonial	3.1563	-0.0447 ▼	-0.0900	-0.0050 ▼	3.2010	3.1563	3.2157
LA-reg CARBON		West Coast	3.1163	-0.0597 ▼	-0.0900	0.0000	3.1760	3.1163	3.1867
ETHANOL PRIMS		Location	Price	Price Change	DIFF	DIFF Change	8:00 CT	Low	High
Chicago-Wgo		Chicago	2.7210	0.0000 ▲	-	-	2.7210	2.7210	2.7210
Dr ethanol RDS		USA	1.0000	+0.0000 ▲	-	-	1.2300	1.2300	1.2600
DIESEL		Location	Price	Price Change	DIFF	DIFF Change	8:00 CT	Low	High
USLD		NYH Barge	3.9995	-0.0410 ▼	-0.2200	0.0000	4.0405	3.9910	4.0605
USLD-L2		Gulf coast Colonial	3.8870	-0.0410 ▼	-0.2675	0.0000	3.9480	3.8870	3.9870
USLD-W5-ROGR		Chicago	3.8870	-0.0410 ▼	-0.2675	0.0000	3.9380	3.8785	3.9478
USLD-E		Group 3	3.8025	-0.0410 ▼	-0.2040	0.0000	3.8445	3.7950	3.8640
LA-CARB USLD		West Coast	3.8000	-0.0385 ▼	-0.1200	0.0000	3.8888	3.8422	3.7990

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
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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 INITIATIVES, EVENTS OR UPDATES IN 2023

Stay ahead of the curve with the Argus Biofuels Outlook, a monthly service that forecasts demand and prices for up to 15-months for environmental credits and key biofuels including biodiesel, renewable diesel/HVO, ethanol, SAF and renewable feedstocks.

Filled with expert analysis of key trends in each market, the Argus Biofuels Outlook is the independent and intelligent source you need to aid in planning and decision making.

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 2023

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

AXXIS, BY OPIS, A DOW JONES COMPANY

2099 Gaither Rd, 5th Floor
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800.833.8870
axxispetro.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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Axxis

BY OPIS, A DOW JONES COMPANY

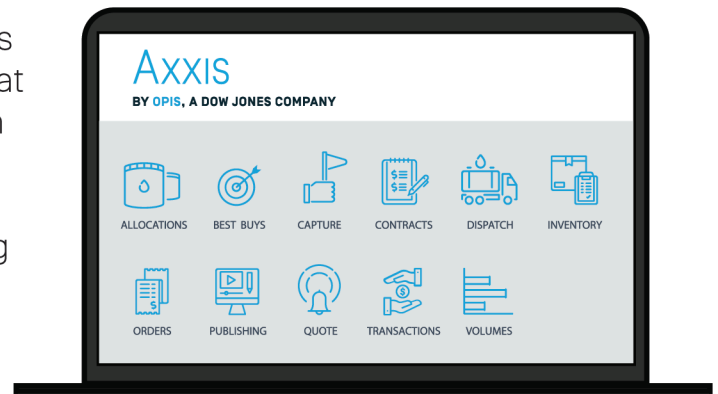
Introducing **Axxis Anywhere.** The Remote Fuel Supply Chain Management Software Platform.



Utilize Axxis Fuel Supply Chain software suite anywhere through our secured **cloud-based platform.**

Fuel buyers, sellers, dispatchers and accountants can work seamlessly in the office, on the road or at home using Axxis' cloud-based Fuel Supply Chain Management software solution.

Buying, selling, moving, reconciling and analyzing fuel is easier than ever using our secured cloud-based platform for all your fuel supply chain management needs – anytime, anywhere!



Schedule your free Axxis Software demo!

sales@axxispetro.com | 800.833.8870 | www.axxispetro.com

Mention SIGMA to get your exclusive discount!



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, 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 350 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.

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 2023

BATEam has delivered thought-leadership content with over 30 published articles, newsletters, and blogs. Our partners have also spoken at events for SIGMA, NACS, Connexus, CSP and CSNews.

BATEam is extremely well positioned to provide end-to-end services for both vendors and marketers.

BUSINESS ACCELERATOR TEAM

Scottsdale, Arizona
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Twitter: @The_BA_Team
LinkedIn: linkedin.com/company/the-ba-team

YEAR FOUNDED 2015

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

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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



ABOUT US

One of the top 10 financial services providers in the U.S., Capital One is able to offer you a unique combination of financial strength, personal attention and flexible products. Our Commercial Banking group services a \$65 billion loan portfolio and more than 6,100 clients. We provide banking services to clients, including corporations, municipalities, financial institutions, not-for-profit entities, real estate investors and owners, etc. with annual revenues of \$20M–\$1B+. Our credit culture, rigorous client selection and experienced relationship managers and underwriting teams have allowed us to build a well-managed, diversified portfolio that delivers through cycle returns.

VALUE PROPOSITION

Capital One Commercial Banking combines industry expertise and the resources of a top 10 U.S. bank to help fuel your growth. Our convenience and gas specialists have more than 30 years of experience in the sector and have invested more than \$2.7 billion in loans in the last 10 years. Committed to building relationships, our experts identify and deliver competitive products to meet client financing objectives. We have the resources to customize solutions around specific needs, and our end-to-end capabilities can help you not just grow your business, but also manage capital more efficiently.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

At Capital One Commercial Banking, we offer integrated solutions to help your business grow through financing and capital markets options. We help you get the capital you need through transaction types such as revolving lines of credit, acquisition term loans, cash flow loans, delay draw term loans, and unitranche loans. Our team is also a leading provider of capital market solutions to the industry and supports working capital, dividend recaps, LBOs, and strategic M&A needs. We offer customized financial services to support your retail operations, physical plant, supply chain, and cash and electronic payment processing.

CAPITAL ONE COMMERCIAL BANKING

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McLean, VA 22102
capital.one/commercial

YEAR FOUNDED 1988

MAJOR PRODUCT/SERVICES
CATEGORIES Banking/Finance

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703.720.6487



ABOUT US

Cardlytics (NASDAQ: CDLX) is a digital advertising platform. We partner with banks to run their rewards programs that promote customer loyalty and deepen relationships. In turn, we have a secure view into where and when consumers are spending their money. Using these insights, Cardlytics helps marketers identify, reach, and influence likely buyers at scale, as well as measure the true sales impact of marketing campaigns.

VALUE PROPOSITION

When you partner with Cardlytics you will influence real customers and drive measurable results by engaging them in a one-of-a-kind, premium ad platform (and you only pay on conversion). Together we will develop a strategy to target your customers based on where, when and how they buy!

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Cardlytics powers the advertising and rewards programs within traditional banking channels, as well as Neobanks, which gives us exclusive access to \$3.5T in purchase data for more than 171M account holders. We use this Purchase Intelligence™ to influence and change consumer behavior through in-bank advertising, which, in turn, drives incremental sales in-store, at-pump, and online for our client —with a guaranteed return that exceeds your investment, no risk or wasted marketing dollars, and requires minimal effort to achieve significant results. In addition to the sales and gallons we drive with each campaign, our partnership can provide insights to help inform your overall company strategy through our view into real spend. Our brand partners see the purchases made within their walls, while Cardlytics can see 55% of all card usage EVERYWHERE. Having that much data at your fingertips is powerful stuff and knowing how to use it is our superpower.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2022

In 2021, Cardlytics went on a transformational journey to become one of the largest digital advertising platforms in the United States through two corporate acquisitions, that have helped to increase both the depth and breadth of our omnichannel purchase insights. Cardlytics has delivered more than \$850M in incremental sales for its advertisers, we achieved our highest billings quarter ever in Q4 and grew the number of advertisers with over \$1M in ad budgets by 46% YOY. Our total number of advertisers grew to over 600 in Q1 2022, up from 339 in 2021, the most ever on the platform, Cardlytics now has access to approximately 175M monthly active users in the US.

CARDLYTICS

675 Ponce de Leon Avenue NE
Atlanta, GA 30308
cdlx.cc/Partner2022

YEAR FOUNDED 2008

MAJOR PRODUCT/
SERVICES CATEGORIES
Marketing

KEY CONTACT FOR MORE
INFORMATION
Cardlytics Marketing Team
info@cardlytics.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, ILL.; and Corpus Christi, Texas, and wholly and/or jointly owns 38 active terminals, six pipelines and three lubricants blending and packaging plants. With approximately 3,300 employees and a combined crude capacity of approximately 769,000 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 4,300 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

- TOP TIER™ CITGO TriCLEAN® 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 2023

- Enhanced Club CITGO® loyalty app
- fuelService Disability Fueling Assistance
- Convenient consumer mobile payment options
- Free state-of-the-art Retailing Institute education programs
- Sales Advantage Marketer webinars
- Product-specific Marketer webinars
- 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.

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

**Go with CITGO.
Grow with CITGO.**

Each day, you are faced with important decisions that affect your bottom line—including which gasoline supplier to choose. And, we are ready to partner with you!

Through industry-leading brand support, educational programs, TOPTIER™ TriCLEAN® gasoline and solutions-focused customer service, we support your individual way of doing business while helping you enhance your business model.

Let's Get Going.

Contact us today at mktgsales@CITGO.com.





ABOUT US

ClearDox® helps energy companies turn manual, paper-based processes into a competitive advantage. The company was founded in 2018 after a team at a global commodity trading house set out to find an efficient and accurate way to reconcile thousands of daily invoices, trades and other transactions. The intelligent document processing (IDP) solution they developed, today known as ClearDox Spectrum, has since been used to process hundreds of thousands of documents at leading companies including Gulf Oil and PBF Energy.

VALUE PROPOSITION

Studies show the error rate for manual data entry can be as high as four percent: When data is entered and not verified, there are 400 errors for every 10,000 keystrokes.* This makes depending on manually entered data to make hedging and other decisions a risky undertaking.

The ClearDox® Spectrum intelligent document processing solution reduces risk, lowers costs, improves productivity and helps companies make smarter decisions by automating processes related to invoice approvals, trade confirmations, inventory management and movement actualization.

The solution, which handles digital and handwritten documents, automates data classification, extraction and reconciliation. Data is extracted using technologies including AI, ML and NLP to ensure maximum accuracy before it is integrated into CTRM, accounting, scheduling, risk management and other systems.

An out-of-the-box solution that can be deployed in the cloud or on premises, Spectrum is easy to implement, and even easier to use.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

The ClearDox Spectrum intelligent document processing solution automates processes related to:

Invoice approvals: Ensure the accuracy of financial information and pay vendors faster by automatically extracting invoice data down to the line-item level and reconciling it with internal systems.

Inventory management: Have full confidence in your inventory position by automatically capturing inventory information and reconciling balances between terminals and CTRM systems.

Trade confirmations: Prevent costly mistakes by automatically reconciling data on trade confirmations with the data in your trading system.

Movement actualization: Ensure accurate, timely data is always available by quickly and automatically recording delivery information in internal systems.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

Spectrum uses multiple technologies to ensure data can be accurately extracted and processed from all types of documents. We are continually identifying and integrating new technologies to further enhance the solution's capabilities. This year, we are integrating natural language processing (NLP) to provide support for text-intensive documents such as contracts.

*DataStar, Inc. "Datum et veritas – Having Faith in your data." GreenBook Directory, greenbook.org/marketing-research/having-faith-in-your-data-03377.

CLEARDOX

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Stamford, CT 06902
888.854.4245
cleardox.com

YEAR FOUNDED 2018

MAJOR PRODUCT/ SERVICES CATEGORIES

Automated inventory
reconciliation, invoice processing,
trade confirmation reconciliation
and movement actualization.

KEY CONTACT FOR MORE INFORMATION

solutions@cleardox.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, one-stop 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 that same experience as other retail formats. Core-Mark meets consumer preferences with a variety of solutions. Contactless mobile checkout options offers 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 order 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.

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

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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**
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630.536.3645



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 Energy Digital Commerce, Refined Fuels Demand, Temperature Correction Index and Fuel Admin help to maximize profits, optimize operations, and provide you 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

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YEAR FOUNDED 1984

MAJOR PRODUCT/
SERVICES CATEGORIES
Information Services

KEY CONTACT FOR MORE
INFORMATION
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Vice President, Energy Sales
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See the market in a whole new way



Your business outcomes can only be as good as the information you use to guide your decisions. Make your best possible trades with real-time exchange data, expanded news coverage from your most trusted sources, and unapparelled spot, terminal, and fuel demand market information. Get actionable energy insights that fuel better results.

Visit www.dtn.com/px to learn how





ABOUT US

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

VALUE PROPOSITION

With a combined heritage of 450 years in fueling across our brands, Dover Fueling Solutions is a leading global provider of advanced customer-focused technologies, services and solutions in the fuel and convenience retail industries. We are enabling the evolution of consumer experience in fueling and convenience retail 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®, OPW Fuel Management Systems (FMS), ClearView, Fairbanks, ProGauge, Tokheim, LIQAL and AvaLAN branded products and solutions. Among these are the DFS DX™ connected solutions platform (including DX Fleet™, DX Promote™, DX Wetstock™, DX Monitor™ and DX Retail™) and DFS Anthem UX™ user experience platform, the Wayne Ovation® and Helix® fuel dispenser lines, the Petro Vend® family of fuel controls from OPW FMS, and the ClearView™ solution wetstock management services.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

Dover Fueling Solutions has exciting initiatives planned moving into 2023. Our DFS Technology Roadshow continues in the summer with stops arranged by DFS distributing partners. We've launched Wayne® Ovation Multi-hose dispenser, featuring up to four hoses for up to seven fuel offerings. Results from early adopters of the DFS Anthem UX™ user experience platform show marked increases in revenue and improved customer experiences; we're building on those successes with continued improvements to the DFS DX™ connected solutions platform. The 2022 DFS User Conference in Austin showed us the truly limitless power c-stores and fueling industry stakeholders have with the right technology and solutions, and we're looking forward to bringing those stories forward at NACS Show 2022 and other key trade conferences and events across North America.

DOVER FUELING SOLUTIONS

3814 Jarrett Way
Austin, Texas 78728
512.388.8311
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

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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

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Roswell, GA 30076
239.444.5283 | er-inc.com

YEAR FOUNDED 2002

MAJOR PRODUCT/
SERVICES CATEGORIES
Executive Search

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ABOUT US

ExxonMobil, one of the largest publicly traded international energy and petrochemical companies, creates solutions that improve quality of life and meet society's evolving needs. 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. ExxonMobil holds an industry-leading portfolio of resources, and is one of the largest integrated fuels, lubricants, and chemical companies in the world. ExxonMobil markets premium fuels in addition to other efficient, renewable products to millions of consumers worldwide through Esso™, Exxon™ and Mobil™ branded retail service stations, commercial locations, and resellers.

VALUE PROPOSITION

ExxonMobil leverages its core capabilities to meet society's 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 with sustainability benefits. The move to a lower-emission future requires multiple solutions that can be implemented at scale to address some of the highest-emitting sectors of the economy.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

ExxonMobil delivers superior products and services worldwide, including renewable fuel initiatives that help our customers achieve their sustainability goals. For retail and commercial customers, we offer Diesel Efficient™ fuel, a fully formulated diesel fuel that is pre-additized at the terminal to help improve fuel economy and reduce maintenance costs.

And on the emerging renewables front, Mobil™ Renewable Diesel fuel, developed using a patented plant-based feedstock, will be our efficient, high-performance alternative, lowering carbon intensity by up to half compared to a petroleum-based diesel.* Our downstream products include:

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

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

This year, ExxonMobil announced its ambition to achieve net zero Scope 1 and 2 greenhouse gas emissions from its operated assets by 2050. Over the next six years, the plan is to invest more than \$15 billion on initiatives to lower greenhouse gas emissions including scaling up carbon capture and storage, hydrogen, and biofuels. The company's strategic relationship with Global Clean Energy expanded with a farm-to-fuel investment of \$125 million in renewable diesel derived from camelina — a plant that does not displace food crops for fuel production. ExxonMobil remains focused on bringing renewable fuels to market that make meaningful contributions to help consumers reduce their emissions.

*Compared to diesel meeting minimum CARB standards unless otherwise noted. Carbon intensity calculation is based on lifecycle greenhouse gas emission reductions compared to petroleum diesel and based on the expected year one average feedstock composition. Actual results may vary. Calculation method complies with the LCFS CA-GREET 3.0.

EXXONMOBIL

5959 Las Colinas Blvd.
Irving, TX 75039
[exxonmobil.com/](https://www.exxonmobil.com/)

YEAR FOUNDED 1999

MAJOR PRODUCT/
SERVICES CATEGORIES
Petroleum Products

KEY CONTACT FOR MORE INFORMATION
[exxonmobil.com/en/wholesale-fuels](https://www.exxonmobil.com/en/wholesale-fuels)
C.J. Hinkle
U.S. Commercial Fuels Sales Manager
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GRAVITATE

ABOUT US

Gravitate is a software company that provides smart, modern SAAS solutions for the refined products industry. Gravitate was founded by industry experts to solve supply, logistics and process challenges faced by fuel marketers. AI and automation are core themes in our software suite, which enables us to deliver 10X return on investment to our customers.

VALUE PROPOSITION

Gravitate provides solutions for refined products wholesalers, retailers, distributors, and transporters. Gravitate Supply & Dispatch is the only integrated, AI-powered supply optimization and dispatch solution on the market. Our best-in-class supply optimization engine enables c-store fuel organizations to save 50-100 points per gallon on total supply by embracing market volatility and exploiting micro-arbs. Our auto-load creator and route optimizer reduces required dispatch resources by up to 50% and increases 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. Best Buy: Best-in-class supply optimization for c-stores and fuel distributors
3. Dispatch: Automated load creation, route optimization, in cab, payroll, carrier management and driver scheduling.
4. Wholesale Customer Portal & Online Selling: Customer portal and online selling platform for refined products sellers.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2022

We are continuing to invest heavily in our Online Selling Solution, which went live with some of the largest refiners in the US and Canada in 2022. We have re-platformed the solution to the latest cloud and mobile app technology to enable the fastest and most responsive user experience possible.

For fuel retailers, we continue to invest and develop our game-changing supply & dispatch solution. This year, we have one live with two top-10 c-stores and expanded our features to support carrier-managed sites, through our revolutionary carrier application.

Over the next 12 months, we will accelerate our growth and continue to invest in our technology. Gravitate is committed to ensuring that we are considered the most innovative software company in the refined products market. Make sure you check out our presentation at this year's annual Sigma Meeting.

GRAVITATE

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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

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713.360.9941
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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 AcademySM 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 2023

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 new, value-added service for policyholders known as Federated DriveSAFESM. 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

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The Power to Help Protect Your Employees

Federated Insurance provides innovative, industry-specific employee training and resources to help protect your team, business, and bottom line.



It's Our Business to Protect Yours®

Scan to learn more about upcoming seminars focused on the unique risks facing your industry.



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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.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

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 and planned 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 solar installations in the United States.

FLINT HILLS RESOURCES

Wichita, KS | 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

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Senior Vice President of Refined Fuels and Asphalt.

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Tom Garncarz | 651.480.3805

TEXAS AND WEST COAST
Nathan Brubaker | 817.685.3420

SOUTHEAST
Jennifer Worrel | 770.625.3405



DELIVERING THE ENERGY THAT HELPS POWER YOUR SUCCESS

**FLINT HILLS RESOURCES
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resources®

www.fhr.com



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 customers by providing long-term partnership, uncompromising support, and proven reliability. Major product lines include fuel dispensers, pump media, point-of-sale systems, payment systems, tank gauges and fleet management systems.

VALUE PROPOSITION

From the fuel island to the c-store, Gilbarco Veeder-Root builds industry-leading solutions for every facet of your business. Confidence comes standard with all of our fuel dispensing equipment and c-store solutions. As the leading experts, we make sure each and every product delivers reliability and profitability. Whether you're looking to freshen up your forecourt, implement self-checkout, or streamline your point-of-sale, Gilbarco Veeder-Root has the perfect solution.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Retail Fuel Dispensers, EV Chargers, Point-of-Sale Systems, Self-Checkout, EMV Migration, Hanging Hardware, Commercial Fuel Dispensers, Flex Fuel Dispensers, DEF Dispensers, Foodservice Express Ordering, and more!

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

We continue to be the industry leader in Point-of-Sale systems with Passport®, Express Lane Self-Checkout, and Express Ordering. As part of our next phase, we announced a new product development leveraging edge computing to increase the hardware flexibility and industry-leading reliability of Passport Point-of-Sale

GILBARCO VEEDER-ROOT

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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
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301.448.7464

“ I CAN GO BACK AND FORTH BETWEEN THE REGISTER AND THE SELF-CHECKOUT WITHOUT LEAVING MY TERMINAL. THIS ALLOWS ME TO REALLY FOCUS ON THE CUSTOMER IN FRONT OF ME.”

LAKISHA KIRBY
Store Manager
Breeze Thru Markets

The Passport Express Lane self-checkout adds a definite “wow” factor. With self-checkout, customers have the option to side-step the line and be on their way. That can be very helpful if lottery tickets are a popular item with your c-store clientele. Self-checkout improves the customer experience and lets your team members work more efficiently while putting the “convenience” back in “c-store”.

To hear more from Lakisha, and see the full suite of Passport POS products in action, visit info.gilbarco.com/lakisha





ABOUT US

Growth Energy is the leading biofuel trade association in the country. We represent producers and supporters of ethanol who are working to bring consumers better choices at the fuel pump, grow America's economy, and improve the environment for future generations. Growth Energy is the only organization with experience installing and marketing E15 at more than 2,000 retail locations. Our Market Development Team will share expert knowledge on adding E15 to your fuel lineup and success from years of working with the nation's top retailers on expanding the E15 marketplace.

VALUE PROPOSITION

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

E15 can boost your bottom line: Large retail chains report that E15 generates up to 30 to 50 percent of total fuel sales without negatively impacting demand for other fuel grades. E15 can boost retail margins. Learn how the experts at Growth Energy can walk you through the process of adding E15 to your fuel line up. With expert knowledge and resources regarding grant writing, marketing, grassroots, learn how Growth Energy can help you gain a competitive advantage.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Leveraging existing resources and new resources for E15.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

RVP relief

GROWTH ENERGY

701 8th St., NW
Suite 450
Washington, DC 20001
growthenergy.org

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

GSPTM

COMPANIES



ABOUT US

Founded in 1978, GSP is a retail services provider located in Clearwater, Florida, with four regional production facilities (Clearwater; Provo, Utah; Madison, Wisconsin; and Lenexa, KS). By using surveys and a proprietary software system, GSP helps retailers accurately measure and store site data, guaranteeing the right size sign is delivered to the right store every time with no overage. GSP offers award-winning marketing, design services, visual merchandising, food photography, best-in-class graphics, and smart POP program management to more than 60,000 retail locations throughout North America. GSP's divisions include AccuStore, a retail intelligence software suite, and two large format graphics labs: Great Big Pictures, and Custom Color. For more information, visit www.gspretail.com.

Grow Your Store Level Results in a New Retail Environment

- Through the creation of impactful retail design and turnkey store remodels
- With the most cost-effective retail marketing solutions
- By providing retail execution technology for more efficient rollouts

VALUE PROPOSITION

GSP creates innovation in the space where our clients retail brand comes to life. The Design Services team helps retailers differentiate themselves through attention-getting fixtures, displays, menu boards and more that engages customers and entices them to shop.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Re-image, remodels, store décor, store interiors, brand conversions, digital signage, site profiling, brand creation, legacy location remodels, brand conversions, store surveys, installations.

WHY GSP?

GSP's Retail Environments team brings our clients' vision to life in-store by combining visual and experiential innovation with best-in-class décor manufacturing and installation expertise. We transform retailers' new store and remodeling plans into store-level success through a focus on our retailers' sales and operational goals and a passion for creating powerful retail environments.



GSP COMPANIES

14055 46th Street
Suite 1112
Clearwater, FL 33762
727.532.0647
gspretail.com

YEAR FOUNDED 1978

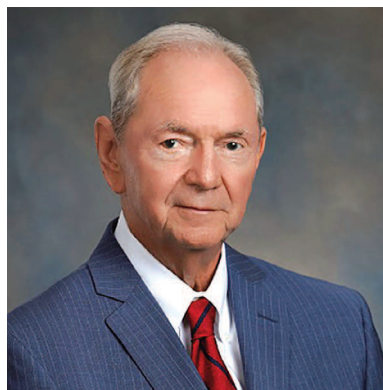
**MAJOR PRODUCT/
SERVICES CATEGORIES** POP
Management, Campaign Management, POP
Design, Digital Signage, Store Remodels,
Fixtures and Displays, Visual Merchandising,
Site Profiling, Store Specific Marketing
Guides, Store Surveys, Installation Services

**KEY CONTACT FOR MORE
INFORMATION**
Craig Neuhoff
VP New Business Development,
craig.neuhoff@gspretail.com
813.846.3854



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 2023

Haskel Thompson & Associates LLC has engaged in many new initiatives thus far in 2022. 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 LLC

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

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 2023

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

Sinclair Oil is one of the oldest continuous brands in the energy business, and DINO, our green dinosaur, is one of most recognized icons in the United States.

In early 2022, Sinclair Oil joined with the former HollyFrontier Corporation to become HF Sinclair (NYSE:DINO). Headquartered in Dallas, Texas, HF Sinclair now operates seven complex refineries in Kansas, Oklahoma, New Mexico, Utah, Washington and Wyoming, providing products to the Southwest, Pacific Northwest, Rockies and neighboring Plains states.

Today, the Sinclair Oil name represents a growing line of fuel stations across the U.S., while HF Sinclair continues to grow the brand across production, refining, transportation and beyond. Together, these combined companies provide the energy to do more.

VALUE PROPOSITION

Our consumer-facing brand, Sinclair Oil, has been beloved for more than a century, and continues evolving to meet modern needs.

- **Iconic Brand.** A fresh brand image based on one of the industry's most iconic symbols, the Sinclair DINO.
- **Credit Card Network.** One of the most competitive credit card networks available, with amazing rates and low transaction fees, managed and administered by Sinclair.
- **DINOPAY® App.** An industry-leading mobile payment application offering contactless pay and loyalty discounts.
- **Customer Support.** Clear brand standards with easy-to-follow compliance guidelines to support you every step of the way.
- **Brand Affinity.** Consumers love DINO, and you'll love the loyalty he creates: more stops at your site, more volume at the pump, increased traffic in your store and better margins.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

HF Sinclair is a diversified, innovative energy company that manufactures and sells products such as:

- DINO CARE®, Sinclair's TOP TIER™ Gasoline
- ELITE DIESEL®
- Other diesel fuel, including renewable diesel
- Jet fuel
- Lubricants and base oil products
- Asphalt and residual products

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

Our strategic initiative is to grow our brand and supply chain in the Western U.S. We'll also increase brand awareness and equity by promoting quality products both inside and outside our current footprint.

Our consumer messaging focus is the DINOPAY® mobile app: A safe and secure method of payment for both fuel and C-store sales, with instant fuel discounts by the gallon, plus digital coupons and offers – all designed to build loyalty.

Our internal commitment is to unite the HF Sinclair team through our ONE HF Sinclair Culture, underpinned by five core values of safety, integrity, teamwork, ownership and inclusion. These values hold us all accountable for our operations, our environment, our employees and our customers – to perform to the best of our ability every day.

Sinclair offers knowledgeable, friendly staff to support your efforts in the communities where you live and serve. Learn more at HFSinclair.com.

HF SINCLAIR OIL

550 East South Temple
Salt Lake City, UT 84102
801.524.2700
sinclairoil.com

YEAR FOUNDED 1916

MAJOR PRODUCT/ SERVICES CATEGORIES

Fuel supplier along with premium lubricants, motor oils and industrial products such as asphalt, jet fuel and more.

KEY CONTACT FOR MORE INFORMATION

Chris Gonzalez
cgonzalez@sinclairoil.com

Driving business further than ever.

We're growing our brand family – and our reach. Sinclair Oil is a part of the new HF Sinclair (NYSE: DINO), now with fresh opportunities to expand. We'd love to make you a part of it.

Learn more about Sinclair at SinclairOil.com/licensee or contact **Chris Gonzalez** at cgonzalez@sinclairoil.com or **801-524-2784**.





Higginbotham™

Insurance and Financial Services



ABOUT US

Employee-owned and customer-inspired, Higginbotham is a people-first firm that businesses have entrusted with their financial security since 1948. As one of the largest independent brokers in the U.S., we provide a single source solution for surety bonds, risk management, insurance, and employee benefit services coast-to-coast.

Our approach to finding surety and insurance solutions is more individual and less institutional than the publicly traded brokers.

We look forward to a prosperous SIGMA/Higginbotham partnership!

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

SIGMA Surety Endorsed Provider

Energy Risk Expertise – Downstream, Midstream, Upstream
Based in Fort Worth, TX, Higginbotham's energy insurance and bond professionals have decades of concentrated experience in the oil and gas industry. Our expertise extends to competitive pricing, claims, and risk management services.

Brad Puryear of Mansfield Energy Corp. has introduced Higginbotham to be the endorsed provider for the new SIGMA Surety Bond program. Higginbotham is excited to be in partnership with SIGMA.

SIGMA members can utilize Higginbotham's proprietary software portal for managing surety bonds. The portal makes the process of requesting surety bonds quick and easy.

Surety Bonds vs Letters of Credit

Surety Bonds can be a more efficient and cost-effective alternative to LOCs as security for supply contracts. Bonds can also be used for other contract obligations requiring security hold backs such as merger/acquisitions.

HIGGINBOTHAM

YEAR FOUNDED 1948

MAJOR PRODUCT/ SERVICES CATEGORIES

- Surety Bonds
- Energy Insurance
- Risk Management
- Employee Benefits
- Benefit Administration
- HR Services

KEY CONTACT FOR MORE INFORMATION

Gene Northcutt
gnorthcutt@higginbotham.com



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 8,000 locations in 30 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, Kevin Harvick, 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 Pizza Professional 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 or to find a Hunt Brothers Pizza location nearest you, visit app.huntbrotherspizza.com.

HUNT BROTHERS PIZZA

4020 Jordon Station Road
Nashville, TN 37218
800.453.3675
huntbrotherspizza.com

YEAR FOUNDED 1991

MAJOR PRODUCT/
SERVICES CATEGORIES
Foodservice

KEY CONTACT FOR MORE INFORMATION

Meg Kavanagh
Marketing Specialist
meg.kavanagh@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.

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 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

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.



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 2023

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

Tina DiTomasso
Marketing Manager – Petroleum and Retail
C: 617.756.2404
O: 800.433.5724



ABOUT US

We remove the guesswork from organizations' biggest location-critical decisions. Through our data, software, and professional services, we help businesses in a range of industries invest with confidence, manage risk, and get ahead of the competition. For decades, we've been the trusted decision-making partner for the world's leading fuel, convenience and retail brands. Today, Kalibrate supports 1000+ organizations in over 70 countries, including 14 of the top 20 of the CSP's top 202 c-stores.

VALUE PROPOSITION

We are a strategic provider of location and pricing intelligence for fuel retailers of all sizes. Our core product is a software platform, driven by data science, that delivers strategic actionable insight by aggregating comprehensive microlocal data. Through that, we help fuel retailers make location-critical business decisions with more confidence. Because of our flexible integration approach and rapid implementation capabilities, we help organizations operate successfully on a global scale.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

At Kalibrate, our heritage lies in the use of AI models and data to drive better location and pricing decisions in the fuel and convenience retail industry. For decades, our expert team has helped retailers understand customer demand in any given location, driving billions of dollars of investment decisions globally – over 600,000 prices are sent from our systems every day. Our unique blend of industry subject matter experts and data science methodologies means we can take this insight further with data, software and professional service solutions including: Kalibrate Fuel Pricing, Kalibrate Fuel Planning, Kalibrate Electric Vehicles, and Kalibrate Location Intelligence.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

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. Having recently acquired two major location intelligence software providers in the US, we are now even better placed to help you make location critical decisions with confidence – to identify opportunities, understand risk, invest smarter, boost profits and outperform the competition.

KALIBRATE

640 George Washington Highway
Ste. 100, Building A
Lincoln Rhode Island 02865
401.272.2600
kalibrate.com

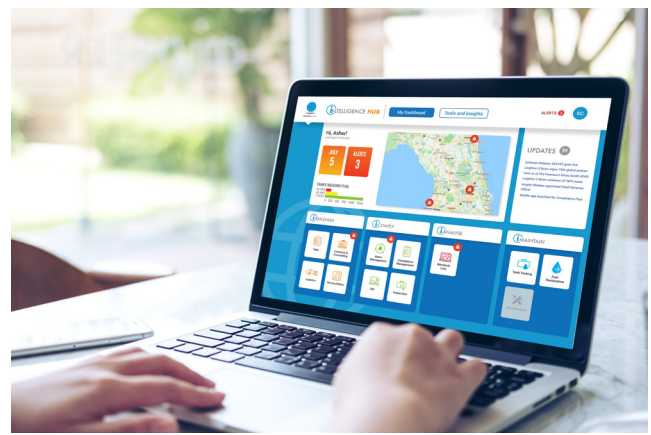
YEAR FOUNDED 2013

**MAJOR PRODUCT/
SERVICES CATEGORIES**
Data, Software, and Consultancy
for fuel retailers

KEY CONTACT FOR MORE INFORMATION

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bowers@kalibrate.com 862.812.5597

Daniel Welborn
Senior Account Executive
daniel.welborn@kalibrate.com 314.374.6788



ABOUT US

Leighton O'Brien has more than 25 years' experience providing software, services and technologies to retail petroleum networks to monitor, analyze, test, clean and optimize their fuel system assets. Our certified solutions provide the industry's most accurate leak detection, minimize fuel losses, lower maintenance costs, improve inventory and alarm management, enhance profitability and prolong asset lifespan.

VALUE PROPOSITION

We are a leading global provider of data intelligence for fuel and convenience retailers. Our software, services and technologies help fuel retailers reduce risk and cost and drive major efficiencies across compliance, replenishment and maintenance activities.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

iHUB is an integrated platform to manage all your compliance, alarms and fuel replenishment needs. It provides a centralized approach to fuel management by bringing all your site data, alarms and reports into a single access point, providing actionable insights at your fingertips. Featuring advanced analytics, AI capabilities and automated workflows, fuel retailers can proactively manage their forecourt operations more efficiently and profitably.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

Leighton O'Brien recently announced a channel partnership whereby Leighton O'Brien will integrate FuelHub's Pay-Term Optimization program into its solutions portfolio. PTO, which launched in February 2022 with a major US financial institution, improves customers' cash flow by extending pay terms up to 45 days for fuel buyers and fast-tracking payment to their suppliers as fast as next day. PTO enables fuel buyers to increase their supply options, generate more competitive pricing and reduce the administrative burden of invoice reconciliation. PTO is a particularly valuable solution given current economic headwinds including the increasing cost of capital due to rising interest rates and greater fuel supply chain volatility which is driving up gas prices.

LEIGHTON O'BRIEN

1260 Rockledge Blvd., Ste. 101,
Rockledge, FL 32955
888.275.3781
leightonobrien.com

YEAR FOUNDED 1995

MAJOR PRODUCT/ SERVICES CATEGORIES

Fuel Management Software (for compliance, SIR, wetstock management, alarm management, inventory management, alarm management), UST compliance testing, fuel restoration and tank cleaning

KEY CONTACT FOR MORE INFORMATION

Angela Wisdom
Chief Revenue Officer
angelawisdom@leightonobrien.com
321.480.4692



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 downstream energy and convenience retailing sectors, petroleum marketing & distribution, propane distribution, heating oil distribution, lubricants distribution, petroleum logistics, terminals and car washes. 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 Downstream Energy & Convenience Retail Investment Banking Group has successfully completed over 270 engagements with a total transaction value of more than \$13 billion.

VALUE PROPOSITION

With each assignment, we are committed to maximizing value for, and exceeding the expectations of, our clients. Regardless of the situation, there is no "one-size-fits-all" transaction, which is why we customize every transaction process in order to meet the unique and specific needs of each client. By running a targeted and structured transaction process, we are able to achieve the highest transaction values 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

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

Matrix successfully closed 23 downstream energy transactions in 2021, and we expect to advise on over 30 M&A, valuation and capital raising engagements for clients in the industries we serve in 2022.

MATRIX CAPITAL MARKETS GROUP, INC.

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

Spencer P. Cavalier
Co-Head of Downstream Energy
& Convenience Retail Investment
Banking Group, Managing Director
& Principal
spcavalier@matrixcmg.com
667.217.3320

Cedric C. Fortemps
Co-Head of Downstream Energy
& Convenience Retail Investment
Banking Group, Managing Director
& Principal
cfortemps@matrixcmg.com
804.591.2039



Bringing order to chaos.

Spencer P. Cavalier, CFA, ASA

Co-Head of Downstream Energy & Convenience
Retail Investment Banking
spcavalier@matrixcmg.com • 667.217.3320

Cedric C. Fortemps, CFA

Co-Head of Downstream Energy & Convenience
Retail Investment Banking
cfortemps@matrixcmg.com • 804.591.2039

Mergers & Acquisitions • Capital Advisory • Valuation Advisory

www.matrixcmg.com | Richmond • Baltimore

Today's downstream energy market is rapidly changing. With fluctuations in oil prices, regulatory changes, fuel supply disruptions, alternative fuels, inflation, limited availability of workers and the lingering effects of COVID, things feel more uncertain than ever. Business owners may be feeling overwhelmed and asking themselves - how does this affect the day-to-day operations and future value of my business?

Matrix can bring order to the chaos. Over the last 25 years, we have successfully completed more than 270 engagements, advising petroleum marketers, convenience retailers, and fuels distribution companies on the sale, purchase, valuation and financing of their businesses. Our customized advisory services enable our clients to make well-informed, strategic decisions regarding financing and exit options to achieve their goals and maximize value for their business.

MATRIX
CAPITAL MARKETS GROUP

We're Known By The Work We Do.



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 branded locations across the United States, including Marathon brand retail outlets. 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

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 U.S. Marathon stations are predominantly owned and operated by independent entrepreneurs. ARCO has locations across the West Coast, Mexico and Upper Midwest. We are a quality TOP TIER™ gasoline provider, offering gasoline that exceeds EPA standards and can help improve engine performance, efficiency and cleanliness.

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 2023

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.

MARATHON PETROLEUM COMPANY

539 South Main St.
Findlay, OH 45840
419.421.2121
marathonpetroleum.com

YEAR FOUNDED 1887

MAJOR PRODUCT/ SERVICES CATEGORIES

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



ABOUT US

McLane Company, Inc. is one of the largest supply chain services leaders in the United States, providing grocery and foodservice solutions for convenience stores, mass merchants, drug stores and chain restaurants. Through McLane Grocery and McLane Foodservice, McLane operates over 80 distribution centers and one of the nation's largest private fleets. The company buys, sells and delivers more than 50,000 consumer products to nearly 110,000 locations across the U.S. Additionally, McLane provides alcoholic beverage distribution through its subsidiary, Empire Distributors, Inc. McLane is a wholly owned unit of Berkshire Hathaway Inc (NYSE: BRK) and employs 20,000 teammates.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

- Private label offerings with a wide range of high-quality products at great profit margins
- McLane Kitchen, McLane's foodservice-at-retail program developed specifically for c-stores
- Innovative technology solutions that foster organizational excellence and save c-store retailers time and money.

COMMUNITY

Being involved in the community is an integral part of McLane's philosophy. McLane teammates proudly support Children's Miracle Network Hospitals® and United Way through monetary contributions, fundraising events and donating their time.

McLANE COMPANY, INC.

4747 McLane Parkway
Temple, TX 76504
254.771.7500
mclaneco.com

YEAR FOUNDED 1894

MAJOR PRODUCT/
SERVICES CATEGORIES
Distribution

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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 RetailSuite: Optimizes every aspect of retail station performance with five easy-to-use tools:

- **PricePro:** tracks competitor retail prices and alerts you to changes in real-time. Integrates with your POS system.
- **AnalyticsPro:** reveals pricing and margin trends for local markets.
- **MarginPro:** grades profit performance against key competitors in any market.
- **MarketSharePro:** compares percentage of fuel volumes sold and price differentials by brand for all markets.
- **DemandPro:** measures actual same-store fuel volume trends by region, not against an estimated national average.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

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

2099 Gaither Rd, 5th Floor
Rockville, MD 20850-4089
888.301.2645
opisnet.com

YEAR FOUNDED 1980

MAJOR PRODUCT/ SERVICES CATEGORIES

Fuel pricing, analysis,
news and training

KEY CONTACT FOR MORE INFORMATION

OPIS Customer Service
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OPIS

A DOW JONES COMPANY

Buy and sell energy commodities with confidence

OPIS PROVIDES:

- Pricing, news, data and analytics on energy commodities worldwide.
- IOSCO-compliant price benchmarks listed on global exchanges.
- Real-time visibility into the spot, wholesale/rack and retail fuel markets with price history dating back to 1980.
- Proprietary information on chemicals, renewables, fuel transportation, gas liquids, coal, metals and carbon.
- Expert analysts in offices worldwide, including Singapore, London, Bucharest, Houston and Washington, D.C.

OPIS helps buyers and sellers of fuel products make smarter purchasing decisions.

Visit www.opisnet.com to learn more about our products and services.





ABOUT US

Leveraging 40 years of industry leadership, PDI Technologies helps convenience retailers and petroleum wholesalers thrive through digital transformation and enterprise solutions that empower them to increase productivity, optimize operations, gain insights, and secure their business across the entire supply chain. Over 1,500 customers in more than 200,000 locations worldwide rely on our leading ERP, logistics, fuel pricing, and marketing solutions to provide insights that increase volume, margin and customer loyalty. PDI also owns and operates the Fuel Rewards® loyalty program and GasBuddy app, two popular brands consistently ranked as top-performing fuel savings programs. Together, we're "Connecting Convenience." Learn more at www.pditechnologies.com

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

PDI Technologies helps fuel and convenience businesses increase productivity, profitability, loyalty, and security by Connecting Convenience. In addition to solutions ranging from ERP and fuel pricing, to loyalty and cybersecurity, PDI owns GasBuddy. GasBuddy is the leading fuel savings platform providing North American drivers with the most ways to save money on gas. With over five million active mobile users, PDI and Gasbuddy provide unmatched access to convenience retail shoppers and insights.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

PDI is heavily involved in industry organizations and associations such as the National Association of Convenience Stores (NACS) and a wide range of regional groups and events throughout North America, EMEA, APAC, and LATAM. In addition, PDI hosts one of the largest private events for the convenience and petroleum wholesaler ecosystem with its annual PDI Users Conference.

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.

PDI TECHNOLOGIES

11675 Rainwater Dr.
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pditechnologies.com

YEAR FOUNDED 1983

MAJOR PRODUCT/ SERVICES CATEGORIES

ERP, Back Office, Fuel Pricing,
Logistics, POS, Cybersecurity
Services, Professional Services

KEY CONTACT FOR MORE INFORMATION

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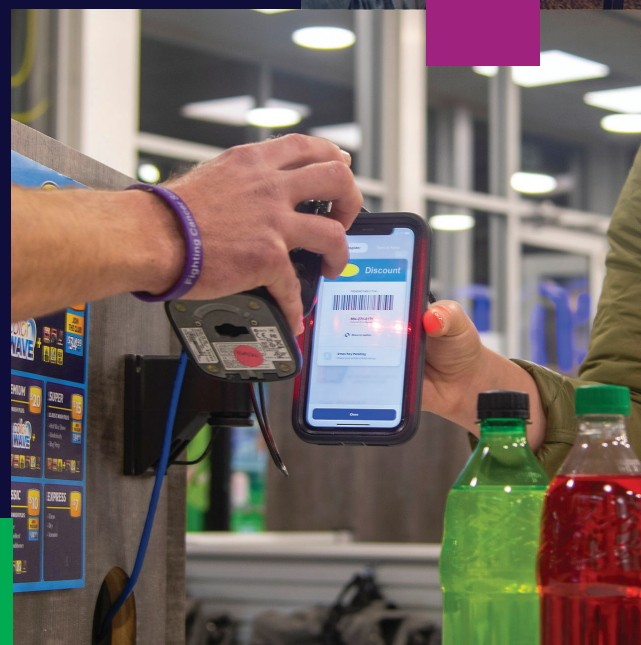


When Data Drives, Business Thrives

We're connecting convenience-centric businesses with the technology and data you need to excel.

- Engage Consumers
- Secure Your Business
- Expand Your Brand
- Increase Productivity
- Gain Insights
- Integrate Your Ecosystem

 pditechnologies.com/sigma





64%

of Americans would pay more at the pump if their carbon emissions were offset through sustainability efforts.

Easily Integrate Sustainability into your Loyalty or Payments Platforms

Increase brand loyalty and drive incremental profit by addressing your customers' sustainability concerns with a PDI Reduced Emissions Program.



Talk to a sustainability expert today.
Contact gp.sales@pditechnologies.com





- > Automatically aggregate fuel pricing data
- > Optimize fuel prices
- > Reduce manual pricing processes
- > Monitor price sign health and status
- > Increase gross fuel profits



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 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 2023

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 under served. 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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priceadvantage.com

YEAR FOUNDED 1970

**MAJOR PRODUCT/
SERVICES CATEGORIES**
Fuel Price Optimization Software
and Gas Price Signs

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> ABOUT US

Phillips 66 is a diversified energy manufacturing and logistics company with a portfolio of unique businesses in Refining, Midstream, Chemicals and Marketing and Specialties. Headquartered in Houston, we have over 14,000 employees committed to safety and operating excellence. With more than 150 years of experience, we are well positioned to help fulfill global energy needs.

We are excited about the future of energy. Our company consists of talented teams making responsible choices to adapt and explore the opportunities the changing market brings. We do this while living our values of safety, honor and commitment, and working to improve lives by providing access to affordable energy which is essential to a high standard of living and health throughout the world.

> 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 13 refineries, 200 terminals and over 7,500 branded sites. Our passion is fueled by quality assets, strong operations and excellent customer service.

> MAJOR INITIATIVES, EVENTS OR UPDATES IN 2022

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.

We offer bright, modern images, coupled with programs and operational support, designed to help elevate the consumer experience and keep them coming back.

Technology is changing the face of brand-consumer interactions and our award-winning Phillips 66 Mobile apps are designed with this in mind. Our My Phillips 66®, My 76® and My Conoco® apps offer more than transactions - they increase security, attract consumers and reward Loyalty.

In August of 2020, Phillips 66 announced Rodeo Renewed. Our Rodeo, CA refinery is converting to the world's largest production facility for renewable fuels. We're continuing to evolve as part of our commitment to provide the best high-quality fuels to ensure together, we have an iconic future.

This summer, Phillips 66 hosted its highly anticipated 2022 Marketing Conference for customers in Las Vegas. The event gave valuable marketing insights and tools from Phillips 66 that will help customers take their business to the next level and power ahead.

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Houston, TX 77042 | Phillips66.com

YEAR FOUNDED : 2012

MAJOR PRODUCT/SERVICES :
CATAGORIES Petroleum Products

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Sunny Lopez
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THE FUTURE HAS ARRIVED

Giving our Phillips 66®, Conoco® and 76® customers the resources they need to own their tomorrow drives the work we do. We're actively piloting programs that apply our industry research to today's cutting-edge technology. Rather than waiting to see what tomorrow brings, we're striving to be the future of energy, and we want you to join us as we Power Ahead.



Call us at 844.736.8427
or explore more at
phillips66fuelsupplier.com



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The PROS Platform for the Energy Industry

Value Proposition

There aren't many industries as large, complex, and volatile as the energy industry. Today's market demands that you weather through unprecedented change, compete fiercely, and act quickly. To be successful over the long term—and drive maximum revenue and profits—you need visibility. With no time for manual spreadsheets or second guesses, no insight into customer buying preferences, pricing, and product availability, you are unable to take quick, decisive action. Discover an optimal way of analyzing and incorporating multiple sources of data into your pricing and understand the value that your customers derive from your products.

PROS energy digital transformation solutions combine simplicity with an AI-fueled competitive pricing strategy to align supply, demand, and pricing decisions. Bottom line: increase margins and profit with powerful data science.

Major Initiatives, Events or Updates in 2022

PROS has a long history of delivering solutions within the energy industry and we will continue to innovate to meet the specialized needs of our energy customers. Leveraging our momentum from last year's launch of the PROS Platform with next-generation SaaS editions, we plan to introduce more connected capabilities in 2022, including rebate and subscription management, new industry-specific analytics to drive more pricing insights, as well as mobility extensions for capturing 3rd-party competitive data (i.e. retail fuel prices). These new enhancements will drive more collaboration and deliver fast and tailored offers for every buyer across all commerce channels.

PROS EXTENSIBLE-AI™

Industry-first PROS Extensible-AI™ empowers businesses to balance proprietary innovation with ongoing system maintenance and management. PROS Extensible-AI™ helps extend the value of the PROS Platform, reduces total cost of ownership of AI, allows customers to run their own science algorithms, and helps fuel digital selling capabilities. PROS customers can deploy their own models on the PROS science service, as well as partner with our data science teams to create custom models that meet specific business needs if there isn't an internal model currently built.

Major Products, Brands, and/or Services

Built on industry leading AI, the PROS Platform is comprised of PROS Smart Price Optimization and Management as well as PROS Smart Configure Price Quote. Each of these solutions offers a set of interconnected capabilities and insights that help accelerate revenue growth, drive channel harmonization, provide pricing and quote efficiencies, and much more.

With the PROS Platform, energy companies can:

- Accurately understand market dynamics at every terminal
- Set margin and volume optimal strategies based on the latest market conditions with the click of a button
- Understand marketability for every rack, change prices in real-time and use patented forecasting algorithms to accurately predict the volume and margin impact of every price move
- Compare the profitability of contracts with various benchmarks using analytics and enable your customers with real time pricing triggered by SPOT differential strategies, profiles, and booked volume

PROS Drives Results:

1. A multinational oil and gas company improved margins by \$350 million with the ability to react quickly to market forces and prevent destructive price erosion.
2. A global energy company tripled margin improvements projected by executive management by more accurately setting market prices.
3. A Fortune 100 fuel supplier delivered \$1.8M of incremental revenue within the first 6 months of using PROS pricing science.

MAJOR PRODUCT/SERVICES CATEGORIES:

Pricing, Forecasting, Selling, and eCommerce Platforms powered by Artificial Intelligence (AI).

Let's get together to transform your end-to-end sales process.

Visit our website: <https://pros.com/industries/chemicals-energy/>
Talk to an Expert +1 713-335-5105 | energy@pros.com
PROS, Inc. | 3200 Kirby Drive, Suite 600 | Houston, TX 77098

Contact Us pros.com | [f](#) [t](#) [i](#) [l](#) | info@pros.com

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Quantum Services

ABOUT US

At Quantum Services, we provide inventory audits solely to the convenience store industry and just celebrated our 50th year in business. We have an average tenure of 4 years per standard auditor and an entirely full-time audit staff. We partner with 200+ convenience store chains across the country.

VALUE PROPOSITION

We have an average tenure of 4 years per standard auditor and an entirely full-time audit staff. 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 an item level audit and turn it into 5-10 pages of actionable data for our clients to process and make impacts to reduce theft, inventory loss, and shrinkage in their stores. Our SIGMA clients include RaceTrac, Refuel, Sheetz, JD Streett, Family Express, Robinson Oil, Boyett Petroleum, Murphy USA, and Yesway.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Item level audits, retail audits, hybrid audits. Cash audits, LP audits. Mystery shops, specs reports.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

Quantum Services will be attending the 2022 Outlook Leadership Conference, Apex Grocery Conference 2022, The PDI Users Conference 2022, and the SIGMA Annual Meeting.

QUANTUM SERVICES

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YEAR FOUNDED 1971

MAJOR PRODUCT/SERVICES CATEGORIES

Inventory Auditing Services

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Platts[®]

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 support@platts.com

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

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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spglobal.com/commodityinsights

YEAR FOUNDED 1909

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

KEY CONTACT FOR MORE INFORMATION

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An aerial photograph of a coastline. The top half of the image shows a lush green landscape, likely a golf course, with various fairways and greens. The bottom half shows a sandy beach meeting the ocean. White-capped waves are breaking along the shore, creating a dynamic contrast with the dark blue-green water. The overall scene is captured from a high angle, looking down at the land and sea.

The story of progress |

110 years in the making, this is
the story of next generation price
assessments and benchmarks.

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



ABOUT US

The StoneX Energy Team can help you learn to manage your risk, increase your volume, and potentially grow your margins, so you can concentrate on what you do best: running your business. Working within the FCM Division of StoneX Financial Inc., we provide unparalleled, global boots-on-the-ground market intelligence, high-touch advisory service and expertise, and full-service 24-hour futures and options clearing and execution all major commodity exchanges worldwide. StoneX Financial Inc. - FCM Division is subject to oversight by the CFTC. StoneX Financial Inc. is a subsidiary of StoneX Group Inc. (NASDAQ: SNEX) and part of the StoneX global financial services network.

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.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

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

STONEX FINANCIAL INC. - FCM DIVISION

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YEAR FOUNDED 1924

**MAJOR PRODUCT/
SERVICES CATEGORIES**
Risk Management,
Financial Services

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HEDGING & ADVISORY SERVICES FOR: Crude Oil • Natural Gas • Refined Products Renewable Fuels • NGLs • Petrochemicals

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.



Clearing and Execution Services

We offer clearing and execution services to clients around the world and access to both domestic and foreign markets on 33 global exchanges.



Advisory Services

We offer commodity advisory services ranging from physical supply contracts and shipping services to RFQ's and customized procurement programs.



OTC Product Offerings

We offer a full suite of OTC products that are flexible and tailored to meet our clients' needs. Volume, tenor, grade and geographic location are customizable to match client objectives.



Commodity Solutions

We offer inventory sales/repurchase arrangements, transactional commodity finance arrangements and processing and tolling arrangements. Our goal is to help clients optimize their fixed assets, such as storage facilities, terminals, pipelines and processing facilities.



Market Intelligence

Our Market Intelligence platform provides extensive fundamental and technical market information, forecasting, news, econometric analysis and insights in nearly every widely traded commodity.

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StoneX Group Inc. provides financial services worldwide through its subsidiaries in accordance with applicable law in the jurisdictions where services are provided. All references to and discussion of OTC products or swaps are made solely on behalf of StoneX Markets LLC ("SXM"), a member of the National Futures Association ("NFA") and provisionally registered with the U.S. Commodity Futures Trading Commission ("CFTC") as a swap dealer. SXM's products are designed only for individuals or firms who qualify under CFTC rules as an 'Eligible Contract Participant' ("ECP") and who have been accepted as customers of SXM. All references to exchange-traded futures and options are made solely on behalf of the FCM Division of StoneX Financial Inc., a member of the NFA and registered with the CFTC as a futures commission merchant.

The trading of derivatives such as futures, options, and over-the-counter (OTC) products or "swaps" may not be suitable for all investors. Derivatives trading involves substantial risk of loss, and you should fully understand those risks prior to trading. © 2022 StoneX Group Inc. All Rights Reserved.



ABOUT US

Tanknology Inc. the world's largest provider of environmental compliance testing, inspection services, corrosion prevention and fuel quality solutions, services more than 85,000 petroleum fueling and storage facilities per year. Tanknology offers more than 30 compliance-related service offerings and holds 22 patents for leak detection and tank monitoring technology. Internationally, Tanknology licensees span more than 20 countries, providing services to the largest petroleum operators in the world.

VALUE PROPOSITION

Tanknology Inc. the world's largest provider of environmental compliance testing, inspection services, corrosion prevention and fuel quality solutions, services more than 85,000 petroleum fueling and storage facilities per year.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Tanknology Inc. the world's largest provider of environmental compliance testing, inspection services, corrosion prevention and fuel quality solutions, services more than 85,000 petroleum fueling and storage facilities per year.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

On May 15, 2020, Tanknology Inc. announced the acquisition of Compliance Testing and Technology, Inc. (CT&T), a Cedarburg, Wisconsin-based provider of aboveground storage tank (AST) and underground storage tank (UST) compliance services.

TANKNOLOGY

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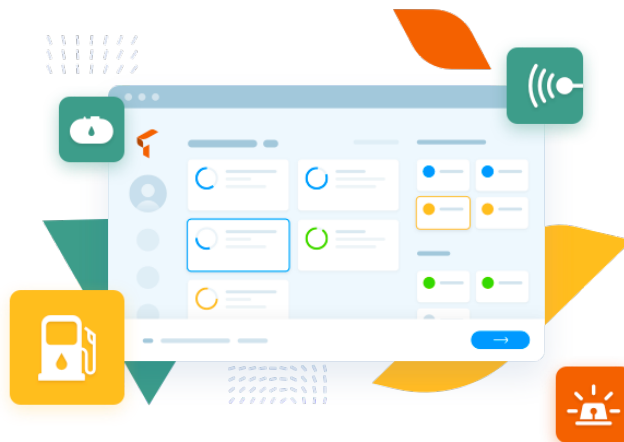
YEAR FOUNDED 1988

MAJOR PRODUCT/SERVICES

CATEGORIES Tanknology Inc. the world's largest provider of environmental compliance testing, inspection services, corrosion prevention and fuel quality solutions, services more than 85,000 petroleum fueling and storage facilities per year.

KEY CONTACT FOR MORE INFORMATION

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ABOUT US

We connect people, equipment and facilities to maximize the operational efficiency and minimize the environmental impact of every fueling facility in the world.

VALUE PROPOSITION

Lack of real-time visibility into your tanks can turn minor issues into major problems, affecting your customers, compliance efforts, and business operations. At Titan Cloud, we cut through the noise of all the different systems involved with fueling to provide clear, current, and actionable operational intelligence. The result is a simplified and scalable process that boosts your environmental compliance, fuel planning, and maintenance efforts.

OUR SOLUTIONS

Perfect Gallon

We reduce runouts by providing real-time fuel visibility, minute-to-minute forecasts, and advanced fuel analytics. The end-customer will always pull-up to a working tank, a working nozzle, and a fast flowrate: increasing fuel sales for the operator and creating a simple and fast fueling experience for the customer.

Environmental Compliance

Minimize leaks, reduce environmental impact, and ensure that you're always in compliance. From release detection to site remediation, we automate your compliance process and unify everything onto one centralized platform – creating a single source of truth for all compliance needs.

Connected Facility

Digitize your facility management process overnight – helping you modernize your operations in a snap. Easily connect real-time readings from your site's equipment (e.g., ATG) and 3rd parties on-site (via our mobile inspection app, APIs) with our enterprise software platform to gain actionable insights that reduce dispatches, increase uptime, and extend your maintenance budget.

TITAN CLOUD

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Franklin, TN 37067
615.372.6000
titancloud.com/contact

YEAR FOUNDED 2012

MAJOR PRODUCT/SERVICES CATEGORIES

Fuel, environmental,
and maintenance software

KEY CONTACT FOR MORE INFORMATION

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ABOUT US

Upside is a retail technology that puts retailers in front of thousands of customers they've never seen, and serves those customers compelling, margin-bound incentives that change their buying behavior. Without any IT or operational changes, retailers maximize net profit with new customers and more in-store purchases.

VALUE PROPOSITION

Upside identifies which nearby customers aren't visiting your station and c-store, and uses personalized cash-back offers via a mobile app and network of partner apps to attract them to your location. These unique offers are based on the data you already have, and your profit is guaranteed.

Upside:

- **Delivers new customers**, gallons, and c-store transactions
- **Reaches the 99% of customers** who aren't buying from you today
- **Takes gallons from your competitors** & blocks them from joining the program
- **Does the work for you:** no staff training, operational changes, or IT lift
- **Listens:** Many dealers & wholesalers helped build the product & still advise us today

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Drive proven profit and capture new customers across your entire business, including: fuel, c-store, car wash, and quick serve restaurants with Upside's personalized promotions, generated by our proprietary machine learning algorithm.

Upside's fleet solution delivers compelling discounts to fleets across the largest fuel network in the US.

SCAN TO LEARN MORE



UPSIDE

1701 Rhode Island NW Ave.,
Floor 7
Washington, D.C. 20036
upside.com/business/gas

YEAR FOUNDED 2016

MAJOR PRODUCT/SERVICES CATEGORIES Technology

KEY CONTACT FOR MORE INFORMATION

With only 30% of stations available to participate in the Upside program, markets are closing fast! To learn more about how you can help your sites and dealers win new gallons, new profit, and new customers, email profit@upside.com.



ABOUT US

Valero is the best-in-class producer of fuels and products essential to modern life. Not just today, but for generations to come. The world requires reliable, affordable and sustainable energy, and we see this as an opportunity. We are committed to advancing the future of energy through innovation, ingenuity, and unmatched execution.

We are the largest independent petroleum refiner in the world and the world's second largest renewable fuels producer. We're proud of fueling lives while protecting our communities and the environment with industry-leading safety records and continued efforts to reduce emissions.

Valero is a multinational manufacturer and marketer of petroleum-based and low-carbon liquid transportation fuels and petrochemical products. 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 asphalt and petrochemicals. These products are sold in wholesale markets across the country and/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 2023

Earlier this year, Valero introduced ValeroPay+, our mobile payment app offering a secure and robust payment platform that keeps your business future-forward. It's the latest investment in our brand and our continued commitment to helping our business partners meet the demands of the modern-day consumer.

Valero continues to increase its brand presence in Mexico by supplying refined products into high-growth markets from its refineries along the U.S. Gulf Coast.

VALERO MARKETING AND SUPPLY COMPANY

One Valero Way
San Antonio, TX 78249
210.345.2000
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

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ABOUT US

Velostics is a logistics and supply chain enterprise Software-as-a-Service (SaaS) company specializing in automating manual and paper-based truck scheduling, check-in and order entry processes for terminals, warehouses and plants. The Velostics® AI platform automates communication between carriers and facilities systems and logistics teams to schedule, check-in, and load vehicles faster and error-free. The location-specific Velostics Pass™ technology enables required shipment data to be exchanged contactlessly and eliminates delays and paperwork from check-in, shipping and receiving process. Velostics solutions have a proven track record of minimizing delays and demurrage, reducing errors, and increasing operational efficiency and throughput so that companies may achieve strong ROI in just a few months. To learn more, please visit www.velostics.com.

VALUE PROPOSITION

All Terminals, Carriers, Suppliers and Marketers may benefit from adoption of the Velostics platform. Terminals improve customer loyalty and load trucks 12-15% faster. Carriers eliminate costs, delays and administrative burden while increasing employee satisfaction and improving customer service. Suppliers will enhance their ability to innovate and meet the customer technology expectations. Velostics will streamline all market Marketers' supply chain and order-to-cash processes.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Velostics provides the downstream petroleum industries best and most complete platform tying together dispatchers, trucking, terminals, distributors and retailers in seamless and valuable product. Velostics requires no change in behavior anywhere on the value chain yet enables tremendous advancements in technology and innovation.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

A large sample of companies throughout the value chain will implement Velostics in 2022.

VELOSTICS

4201 Main St.
Houston, TX 77002
832.664.7917
Velostics.com

YEAR FOUNDED 2019

MAJOR PRODUCT/SERVICES CATEGORIES

SaaS Logistics Optimization
Velostics Energy

KEY CONTACT FOR MORE INFORMATION

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PRECISION FUEL SYSTEM DIAGNOSTICS

Fueling your profitability.

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.

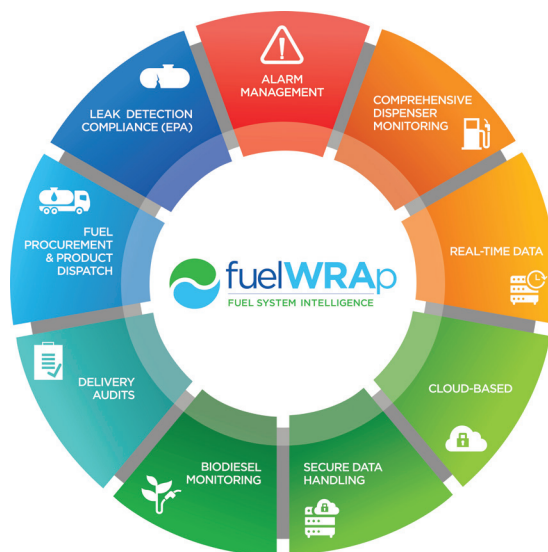
MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

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.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

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 realtime 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.



WARREN ROGERS ASSOCIATES

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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

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ABOUT US

Formed in 1971, the WT Group grew from humble, entrepreneurial beginnings to a full-service firm committed to providing world-class 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.

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. Our priority is to assess, guide, problem solve and service each project to meet the needs and requirements of the client. From concept to budgeting, permitting to construction, WT Group's Team will lead you through the process to complete a safe, functional, and aesthetically pleasing project. Our team has an in-depth knowledge of mechanical, plumbing, electrical, structural, civil engineering, land surveying, accessibility consulting, and construction. Our knowledge, experience and skill ensure that your project will comply with the Americans with Disabilities Act (ADA) and all rigorous regulations, standards and certificates. Our commitment is excellence.

MAJOR INITIATIVES, EVENTS OR UPDATES IN 2023

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.

In 2021, WT Group celebrated the firm's 50th anniversary - one of its most significant accomplishments has been the growth of a two-man garage startup into a best-in-class design and engineering consultancy. In 2022, WT Group announced a joint venture with Greenwich Energy Solutions, one of the premier providers of independent energy solutions in the Northeast. This joint venture will create a scalable footprint to provide single-source energy services that will help building owners and tenants upgrade their systems and capitalize on the need to view their buildings as opportunities to be more energy and carbon efficient.

WT GROUP

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wtgroup.com

YEAR FOUNDED 1971

MAJOR PRODUCT/ SERVICES CATEGORIES

Engineering, Architecture,
Consulting

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