



AMERICA'S LEADING FUEL MARKETERS

A background image of an industrial refinery or chemical plant at dusk or dawn. The scene is filled with complex piping, storage tanks, and distillation columns. In the distance, a city skyline is visible under a dark, cloudy sky. The overall color palette is dominated by blues, greys, and a hint of orange from the low sun.

# 2024 FUEL SUPPLIER PARTNER PROSPECTUS

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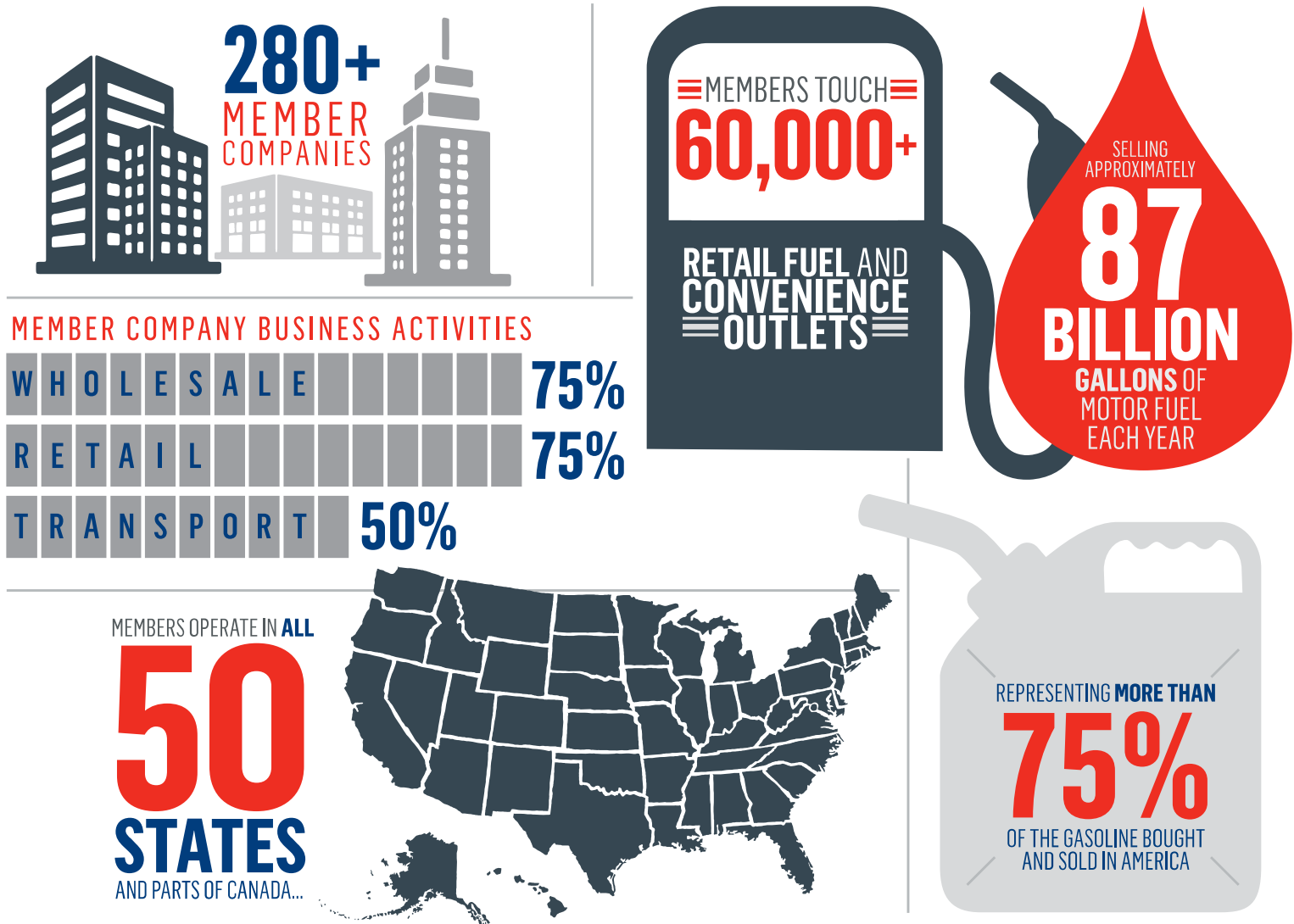
SIGMA assembles the most dedicated leaders within the liquid transportation fuel and retail industry, helping them to succeed in a free and fully competitive marketplace.

PRINT & DIGITAL ADVERTISING • EVENT SPONSORSHIPS

# ABOUT SIGMA

Founded in 1958 as the Society of Independent Gasoline Marketers of America (SIGMA), SIGMA has become a fixture in the fuel marketing industry. After more than 60 years of leadership, SIGMA is the national trade association representing the most successful, progressive, and innovative fuel marketers and chain retailers in the United States and Canada. From the outset, the association has served to further the interests of both the branded and unbranded segments of the industry while providing information and services to members.

## MEMBERSHIP STATISTICS



**“For those who wish to enhance their business and knowledge of the petroleum industry, SIGMA offers what you need through vast networking opportunities, up-to-date political advocacy, and leadership.”**

**CHARLES MICHAEL THORNBRUGH | QUIKTRIP CORPORATION**



# CALENDAR OF EVENTS

**EXECUTIVE LEADERSHIP  
CONFERENCE**  
FEBRUARY 5-7, 2024

**SPRING CONFERENCE**  
MAY 6-8, 2024

**ANNUAL CONFERENCE**  
NOVEMBER 12-14, 2024



## EXECUTIVE LEADERSHIP CONFERENCE

FEBRUARY 5-7, 2024 | SUN VALLEY, ID

SIGMA's Executive Leadership Conference is a kick off to the New Year. Nestled into snowcapped mountains, this event focuses heavily on executive-level future planning and peer-to-peer sharing.

**150+**  
ATTENDEES

**50+**  
MARKETERS & RETAILERS

**95%**  
SENIOR LEADERSHIP

## SPRING CONFERENCE

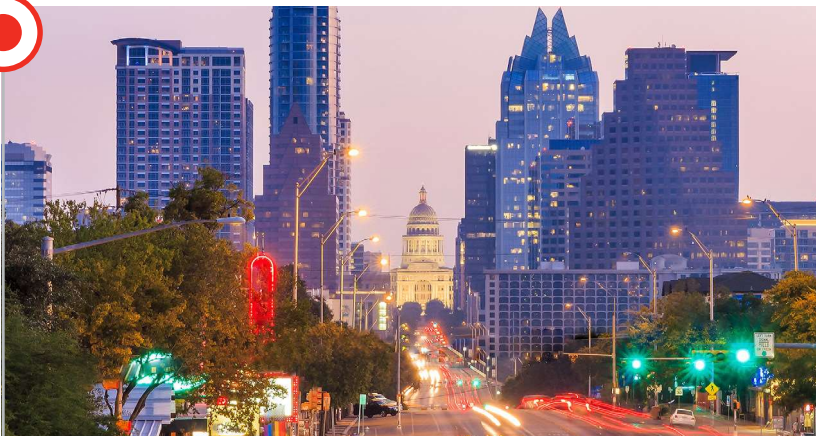
MAY 6-8, 2024 | AUSTIN, TX

SIGMA's Spring Conference is a casual networking opportunity that offers an environment to sharpen your business edge. Share insights and best practices with other fuel industry leaders and walk away with information that will help your business grow.

**580+**  
ATTENDEES

**230+**  
MARKETERS & RETAILERS

**70%**  
SENIOR LEADERSHIP



## ANNUAL CONFERENCE

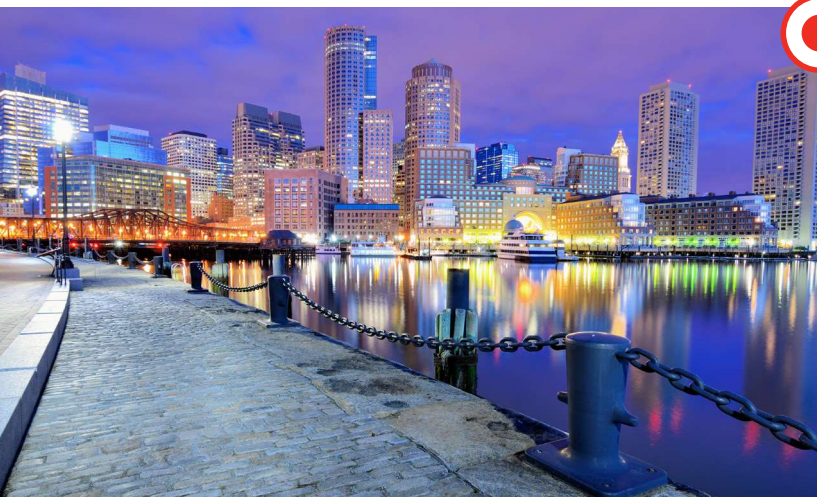
NOVEMBER 12-14, 2024 | BOSTON, MA

SIGMA's Annual Conference is the largest gathering of SIGMA members throughout the year. CEO's, presidents and knowledge leaders in the fuel marketing sphere attend this unparalleled forum for in-depth education, networking and innovative business strategy reviews. SIGMA education sessions bring you up to speed on issues of interest and SIGMA's latest advocacy initiatives, while preserving time for marketers to network with fuel suppliers and their peers.

**800+**  
ATTENDEES

**300+**  
MARKETERS & RETAILERS

**70%**  
SENIOR LEADERSHIP



# SPONSORSHIP OPPORTUNITIES

## FUEL SUPPLIER PARTNER PROGRAM

Relationship building is the foundation of SIGMA. Promote your brand and show your industry support as a Signature Fuel Supplier Partner. Benefits include:

**COMPLIMENTARY REGISTRATIONS • ENGAGEMENT OPPORTUNITIES • HIGH IMPACT BRANDING**

ELEMENTS	3 AVAILABLE	4 AVAILABLE	10 AVAILABLE
	MARQUIS	ELITE	EXECUTIVE
Signature exposure (TOP-BILLING) at ELC, Spring or Annual	•		
Customization of one Significant event (i.e. All-Industry Reception)	•		
Profile article in IGM with call-out on front cover	•		
One special invite to the Board of Directors events at the Spring and Annual	•		
Complimentary meeting room at Spring or Annual Conference	•		
Sponsorship activation at ELC (Mutually Agreed)	•		
Sponsorship activation at Spring Conference (Mutually Agreed)	•	•	
Special Invite(s) to the New Members Reception at Spring and Annual	2	1	
Programmatic Digital Advertising to SIGMA's Audience (25,000 Impressions)	•	•	
Ads in the conference program at ELC, Spring and Annual	•	•	
Company promoted on the SIGMA Calendar of events – Quarterly Email	•	•	
Weekly Report banner ads (# of weeks)	4	2	
Sponsorship activations at Spring and Annual (Mutually Agreed)	•	•	•
Advertisements in IGM Magazine	6	4	2
Included badges @ Spring Conference	6	4	2
Included badges @ Annual Conference	6	4	2
Recognition and signage at ELC, Spring Conference and Annual Conference	•	•	•
Recognition on SIGMA.org, and conference app throughout the year	•	•	•
Profile in Supplier Resource Guide (# of pages)	2	2	1
Inclusion on the fuel supplier scrolling banner on SIGMA home page	•	•	•
	\$100,000	\$40,000	\$20,000

**“SIGMA meetings are where our company establishes business contacts that result in long-term business relationships.”**

SCOTT HARTMAN | RUTTER'S

FOR MORE INFORMATION, CONTACT STEVEN WHELOCK AT [SWHELOCK@SIGMA.ORG](mailto:SWHELOCK@SIGMA.ORG) OR 832.845.3265

# SPONSORSHIP OPPORTUNITIES

## A LA CARTE

ELEMENTS	VALUE	PARTNER COST
All Industry Reception	\$85,000	\$65,000
App Sponsorship	\$15,000	\$10,000
Après Ski Party at Executive Leadership Conference	\$25,000	\$15,000
Buffet Breakfast	\$7,500	\$5,000
Buffet Lunch	\$7,500	\$5,000
Business Meeting & General Session Sponsorships	\$25,000	\$15,000
Charging Stations	\$7,500	\$5,000
Coffee Break at Education Sessions	\$7,500	\$5,000
Coffee Break at Legislative Sessions	\$7,500	\$5,000
Donated Bottled Water	\$10,000	\$7,500
Golf Scramble at Spring Conference	\$25,000	\$15,000
Headshot photobooth	\$7,500	\$5,000
Hotel Key Cards	\$10,000	\$7,500
Lanyards	\$10,000	\$7,500
Hosted Late Night Gathering	\$12,500	\$7,500
Lunch on the Mountain at Executive Leadership Conference	\$15,000	\$5,000
Mints at Registration Desk	\$5,000	\$2,500
New Member's Orientation	\$7,500	\$7,500
New Member's Reception	\$10,000	\$7,500
Oxygen Bar at Executive Leadership Conference	\$7,500	\$5,000
Pen Sponsorship	\$7,500	\$5,000
Pool Side Bar at Spring Conference	\$7,500	\$5,000
Registration & Hospitality	\$7,500	\$5,000
Room Drop	\$7,500	\$5,000
SIGMAPAC Reception	\$25,000	\$15,000
Special Dinner Event at Executive Leadership Conference	\$7,500	\$5,000
Sponsored Notebook	\$7,500	\$5,000
Stress Reduction Activities at Executive Leadership Conference	\$7,500	\$5,000
Uber Coupon Codes	\$10,000	\$7,500
Welcome Reception	\$85,000	\$65,000
Welcome Reception at Executive Leadership Conference	\$25,000	\$15,000
Wi-Fi Sponsorship	\$10,000	\$7,500

FOR MORE INFORMATION, CONTACT STEVEN WHELOCK AT [SWHELOCK@SIGMA.ORG](mailto:SWHELOCK@SIGMA.ORG) OR 832.845.3265



# ADVERTISING OPPORTUNITIES



## IGM MAGAZINE

IGM or Independent Gasoline Marketing magazine, is provided as a benefit to our members. This publication serves the owners, CEO's, and key executives of our member companies, offering an in-depth look at the current state of the fuel industry along with special member company profiles. This bi-monthly magazine has a circulation of over 2500+ people.

### RATES & SPECS

IGM Magazine\*

RATE WIDTH HEIGHT

\$2,500 8.25" 10.75"

\*Include .125" bleed all sides

## IGM CALENDAR

### JANUARY / FEBRUARY

AD DEADLINE:  
DECEMBER 15

### MARCH / APRIL

AD DEADLINE:  
FEBRUARY 15

### MAY / JUNE

AD DEADLINE:  
APRIL 14

### JULY / AUGUST

AD DEADLINE:  
JUNE 15

### SEPTEMBER / OCTOBER

AD DEADLINE:  
AUGUST 15

### NOVEMBER / DECEMBER

AD DEADLINE:  
OCTOBER 13

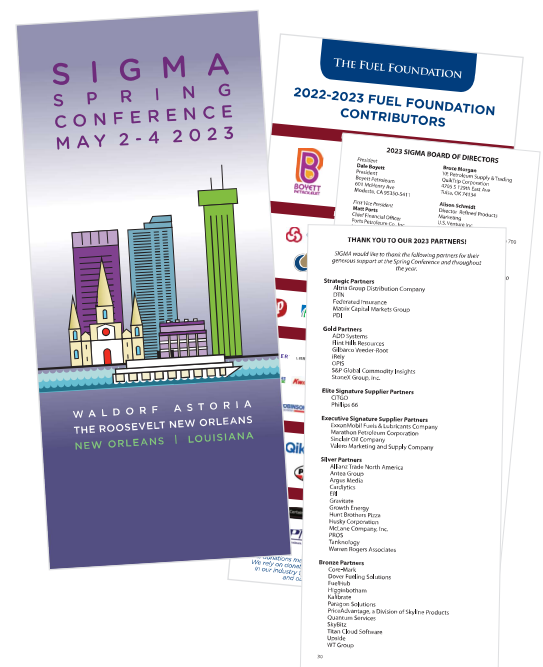
## CONFERENCE PROGRAM BOOKS

Program books are printed and distributed at our Executive Leadership, Annual, and Spring Conferences touching a combined audience of 1500+ decision makers in the fuel and convenience industry. The conference program is used to share agendas, attendees list and other need-to-know info with all attendees.

**AD SUBMISSIONS FOR THE PROGRAM BOOKS ARE DUE ONE MONTH BEFORE THE START OF EACH EVENT.**

### RATES & SPECS

	RATE	WIDTH	HEIGHT
ELC Program	\$1,250	8.5"	11"
Spring Conference Program	\$1,250	4"	9"
Annual Conference Program	\$1,250	4"	9"



FOR MORE INFORMATION, CONTACT STEVEN WHEELLOCK AT [SWHEELLOCK@SIGMA.ORG](mailto:SWHEELLOCK@SIGMA.ORG) OR 832.845.3265

# SUPPLIER RESOURCE GUIDE

## TELL YOUR STORY

In 2024 SIGMA will distribute a new Supplier Resource Guide to all members that will list key Fuel and Business Service Suppliers.

*Distribution will include:*

- 800+ attendees at Annual Conference 2024
- Included with the November / December issue of IGM Magazine in 2024 and mailed to all 2500+ members
- Available to members digitally on Sigma.org
- For SIGMA sponsors: the profile will be available on the sponsors individual page in the conference app.



### EACH COMPANY 1 PAGE PROFILE WILL INCLUDE:

Company Logo

"About Us" Statement\*

Targeted value proposition Statement for SIGMA Members\*

2024 Added value meeting / events, special pricing or other offerings\*

Contact Information (Company & Individuals)

**COST: \$5,000**  
**(INCLUDES PROFILE AND ADVERTISEMENT)**

*\*(100 words or less)*



FOR MORE INFORMATION, CONTACT STEVEN WHELOCK AT [SWHELOCK@SIGMA.ORG](mailto:SWHELOCK@SIGMA.ORG) OR 832.845.3265

# FUEL FOUNDATION OPPORTUNITIES

## OPPORTUNITIES FOR YOU WITH SIGMA'S FUEL FOUNDATION

### THE FUEL FOUNDATION

The Fuel Foundation is SIGMA'S charitable arm and recognized as a 501(c)(3). The Fuel Foundation would not be possible without the generous support of individuals and businesses within our industry.

Funds raised are used for a variety of purposes to achieve our goals, from research and grants related to studies on topics that affect our industry, to our scholarship programs.

All donations are tax-deductible to corporations and individuals. Your company will also be recognized on The Fuel Foundation's website, in the app, and on signage throughout the year.



### LEVELS OF GIVING [BASED ON ANNUAL CONTRIBUTIONS]

**DIAMOND**  
\$25,000 + PER YEAR

**PLATINUM**  
\$10,000

**GOLD**  
\$5,000

**SILVER**  
\$2,500

**BRONZE**  
\$1,000

**PATRON**  
\$500

### EXECUTIVE LEADERSHIP CONFERENCE

At SIGMA's ELC Conference we always try to find a fun and unique way to collect donations for the foundation. Last year we did a Superbowl Squares Game that was a huge hit.

This is a great opportunity offering visibility for sponsors via signage set up at the entrance and being able to engage with members as they enter the reception. You will also receive recognition from SIGMA CEO Ryan McNutt when the winners are announced during the event.

#### *Sponsorship Opportunities:*

- Be the overall sponsor of the Event/Game
- Provide prizes for winners

### SPRING CONFERENCE

At SIGMA's Spring Conference we either do an auction or an event like a cornhole tournament. This is a great opportunity that provides visibility throughout the conference and a way to network with attendees.

#### *Sponsorship Opportunities:*

- Be the overall sponsor of the Event/Game
- Donate an Item
- Sponsor an Item
- Provide prizes for winners

FEEL FREE TO CONTACT GINNY GRIFFIN AT [GGRIFFIN@SIGMA.ORG](mailto:GGRIFFIN@SIGMA.ORG) OR 703.375.0495 WITH ANY QUESTIONS OR TO INQUIRE ABOUT THE SPECIAL FUEL FOUNDATION RATE.

### ANNUAL CONFERENCE

At SIGMA's Annual Conference we always do a silent auction. You receive great visibility during the conference with signage and our online platform. The auction is promoted to everyone, not just attendees.

#### *Sponsorship Opportunities:*

- Donate an Item
- Sponsor an Item

### SCHOLARSHIP PROGRAMS

We offer two scholarship programs. Our Pay It Forward Scholarship offers 9 scholarships that total \$25,000 and our Boyett-Greinke Industry Scholarship that offers two \$5,000 scholarships. Our scholarship programs are offered to all SIGMA member employees and their families. These scholarships change the lives of young people and are only possible with charitable donations each year.


#### *2023 Pay It Forward Winners:*

- Aditi Chopra – Sun Coast
- Kaleb Cartwright – Hightowers Petroleum
- Shriya Anumarlu - SC Fuels
- Aiden Anderson- Wawa
- Julia Nitz - Wawa
- Braydon Newman - Parkland Refining BC Limited
- Alexandra Drovetsky – BASF Corporation
- Andrew Sanft- Global Partners

#### *2023 Boyett-Greinke Winners:*

- Junior Oscar – Racetrac Petroleum
- Jessica Schreckhise - Gasamat Oil (Smoker Friendly)





**“SIGMA IS THE  
LARGEST SHARE GROUP  
IN THE PETROLEUM  
INDUSTRY, A PLACE FOR  
NETWORKING  
AND EDUCATION AS  
WELL AS POLITICAL  
ADVOCACY.”**

**BRAD DOUGLASS | DOUGLASS DISTRIBUTING**



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