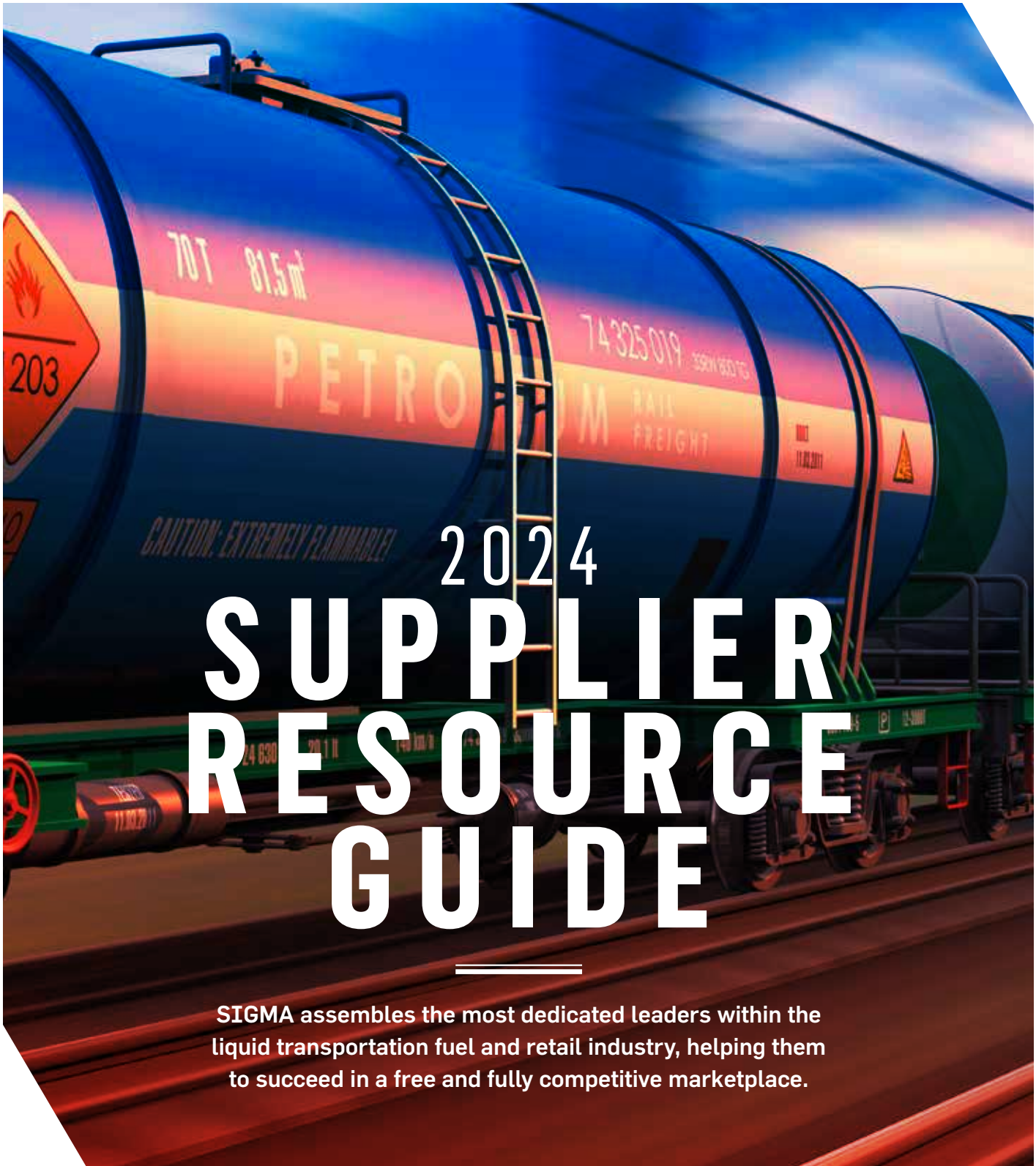




AMERICA'S LEADING FUEL MARKETERS

A photograph of a train of oil tankers at sunset. The tankers are blue with a yellow and red stripe. The word "PETRO" is visible on the side of the tankers. The sky is a mix of blue, orange, and red. The train is on tracks, and the wheels are visible. The overall scene is dramatic and industrial.

2024 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.



2024 ANNUAL CONFERENCE

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



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SIGMA

UPCOMING EVENTS!

A whiteboard with a red marker and a 'SAVE THE DATE' stamp. The stamp is a red circle with the text 'SAVE THE DATE' in red, handwritten-style capital letters. Above the stamp, the number '22' is written in black. The whiteboard has a grid pattern with black lines.

2024

FEBRUARY

February 5-7

SIGMA Executive Leadership Conference
Sun Valley Resort
Sun Valley, ID

MARCH

March 19-22

Foodservice & Retail Marketing Meeting
Southwest Georgia Oil
Tallahassee, FL

MAY

May 6-8

SIGMA Spring Conference
Omni Barton Creek Resort and Spa
Austin, TX

2025

FEBRUARY

February 2-5

SIGMA 2025 Executive
Leadership Conference
Vail, CO

APRIL

April 22-24

SIGMA 2025 Spring Conference
Scottsdale, AZ

NOVEMBER

November 4-6

SIGMA 2025 Annual Conference
Nashville, TN

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 Meredith James, VP of Business Partners & Strategic Development at mjames@sigma.org. 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 50-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 2024

ADD Systems celebrated 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. With this, plus 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 now and in the future.

ADD SYSTEMS

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

YEAR FOUNDED 1973

MAJOR PRODUCT/SERVICES
CATEGORIES Software

KEY CONTACT FOR
MORE INFORMATION

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

Experience that fuels the Future

Thank you to our clients for consistently collaborating with us to bring innovative software solutions to the industry.



**SOFTWARE FOR THE PETROLEUM &
CONVENIENCE STORE INDUSTRIES**



Learn more at addsys.com
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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 2024

As of March 28, 2022, Euler Hermes is now Allianz Trade. We have fully been a part of the Allianz Group since 2018, making this a timely and natural move for us. Allianz, according to Interbrand, is the number one insurance brand globally 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 NORTH AMERICA

800 Red Brook Blvd.
Owings Mills, MD 21117
allianz-trade.us
877.883.3224

YEAR FOUNDED 1893

MAJOR PRODUCT/SERVICES
CATEGORIES Trade Credit
Insurance

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Sales Vice President
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214-998-1750

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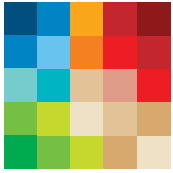
**SCAN NOW
TO GET INVOLVED**

**Talk is cheap...
Silence can cost your business.**

Unfair tobacco regulations and policies are being enacted that will impact your store's business. Click the button to join store owners across the country who are fighting for fair tobacco policies.

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

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Altria

Altria Group Distribution Company

ABOUT US

We have a leading portfolio of tobacco products for U.S. tobacco consumers age 21+. Our Vision by 2030 is to responsibly lead the transition of adult smokers to a smoke-free future (Vision). We are Moving Beyond Smoking™, leading the way in moving adult smokers away from cigarettes by taking action to transition millions to potentially less harmful choices - believing it is a substantial opportunity for adult tobacco consumers, our businesses and society.

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

Additionally, we have a majority-owned joint venture, Horizon Innovations LLC (Horizon), for the U.S. marketing and commercialization of heated tobacco stick products and, through a separate agreement, we have the exclusive U.S. commercialization rights to the IQOS Tobacco Heating System® and Marlboro HeatSticks® through April 2024.

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

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

ALTRIA GROUP DISTRIBUTION COMPANY

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

**MAJOR PRODUCT/
SERVICES CATEGORIES**
Tobacco

**KEY CONTACT FOR
MORE INFORMATION**
Krister Hampton
804.274.9817



ABOUT US

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

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

VALUE PROPOSITION

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

ANTEA GROUP

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

YEAR FOUNDED 1986

10 | 2024 SUPPLIER RESOURCE GUIDE



transaction due diligence support; Environmental, Social, and Governance (ESG) advisory and reporting services; compliance support including program development, SPCC & SWPP Plans, permitting, and web-based storage tank operator training; health & safety management system development; emergency response management; expert witness & legal support services.

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

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

ESG Advisory Services - From understanding what is most material to your business and how to establish baselines and goals, to developing roadmaps, tracking metrics and reporting on progress, our industry-leading, seven-step approach to developing and implementing an ESG program is robust and systematic yet flexible to fit the scope and scale of your business operations.

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

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

KEY CONTACT FOR MORE INFORMATION

Christopher Meyer
Sr. Consultant
christopher.meyer@anteagroup.us
845.671.0852



SIGMA.ORG



ABOUT US

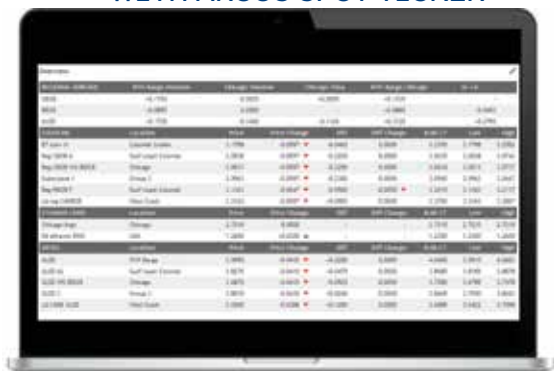
Argus has been the industry standard in "spot" gasoline, diesel fuel, and jet fuel assessments throughout the United States and internationally for more than 50 years. Refiners, trading companies, and the most high-profile fuel distributors trust Argus spot prices as a basis for fuel transactions. Our 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



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
Scott Berhang and Haden Santa Maria
Business Development
USdownstream@argusmedia.com

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 2024

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 2024

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
Rockville, MD 20850
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

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President, Axxis Software
rlisauskas@opisnet.com
603.553.0989

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

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

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

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Core services include*:

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

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

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

BATEam has helped dozens of clients from various facets of the industry.

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

BUSINESS ACCELERATOR TEAM

Scottsdale, Arizona
480.799.7623 | thebateam.com
Twitter: @The_BA_Team
LinkedIn: linkedin.com/company/the-ba-team

YEAR FOUNDED 2015

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

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INFORMATION
Kay Segal
Founder
kay@thebateam.com
480.799.7623

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.

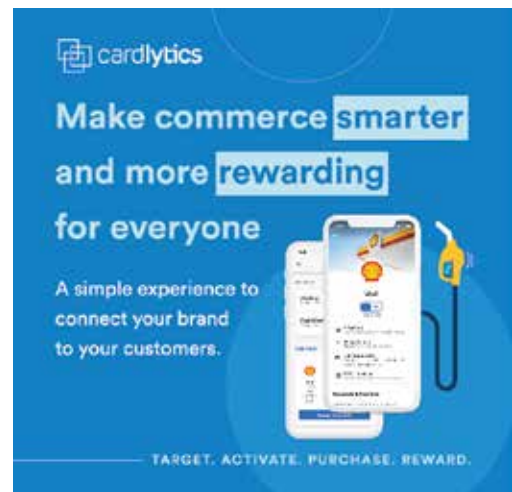
Sales Development

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

Cardlytics (NASDAQ: CDLX) is a digital advertising platform. We partner with financial institutions to run their banking rewards programs that promote customer loyalty and deepen banking relationships. In turn, we have a secure view into where and when consumers are spending their money. We use these insights to help marketers identify, reach, and influence likely buyers at scale, as well as measure the true sales impact of marketing campaigns. Headquartered in Atlanta, Cardlytics has offices in Palo Alto, New York, Los Angeles, and London.

VALUE PROPOSITION

Make Commerce Smarter and More Rewarding for Everyone.

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). Cardlytics powers the cashback rewards programs for the largest financial institutions in the U.S. Our exclusive view into competitive spend – at the pump, in-store, and online—unlocks profitable growth, precise targeting, and unmatched data access for our partners at scale.

Achieve incremental results you can trust in a brand-safe, fraud free environment.

- + No Integration
- + No App to Download
- + No Receipt to Scan

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 \$4.1T in purchase data for more than 180M 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 2024

Amit Gupta was appointed Cardlytics Chief Operating Officer in early 2023, reporting directly to Karim Temsamani, Chief Executive Officer. Gupta leads Cardlytics' overall operations, strategy, and business analytics, where he will closely align with sales, product, and engineering leadership to deliver an optimized platform that exceeds both advertiser and partner expectations. "Cardlytics is delighted to have attracted such a thoughtful, experienced and operationally strong executive," said Temsamani. "Amit and I worked together for several years at Stripe, where he always impressed me with his strategic and technical abilities. I look forward to resuming our partnership as we optimize and grow the potential of the Cardlytics business."

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



SIGMA 2024 EXECUTIVE LEADERSHIP CONFERENCE



February 5-7 • Sun Valley Resort • Sun Valley, ID

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www.sigma.org



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, TX, 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 807,000 barrels-per-day (bpd), CITGO is ranked as the fifth-largest, and one of the most complex independent refiners in the United States. CITGO transports and markets transportation fuels, lubricants, petrochemicals and other industrial products, and supplies a network of approximately 4,200 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 2024

- TriCLEAN TOP TIER gasoline makes CITGO the Good to Go brand for every consumer delivering on promises to maintain intake valve and fuel injector cleanliness while preventing performance-robbing valve deposits through its continuous use.
- Recent launch of the Club CITGO Rollback loyalty platform, CITGO Pay™ mobile payments and CITGO Instant Savings on the Rewards Card highlight the major changes at CITGO driving greater consumer loyalty and flexibility in savings!
- Newly designed and improved Illuminate stations are nearing 60% completion driving as much as 30% in volume growth.
- Free state-of-the-art Retailing Institute education programs for branded Retailers and Sales Advantage and product specific webinars for branded Marketers.
- Continued focus on building local community awareness and increasing access at the pump with the fuelService Disability Fueling Assistance app.
- Far-reaching community education initiatives including CITGO Innovation Academies, a robust STEM talent pipeline, and scholarship opportunities.

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

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*



Each day you are faced with important decisions that affect your bottom line – including which gasoline supplier to choose.

Let us support your individual way of doing business while helping you enhance your business model with

- ▶ Industry-Leading Brand Support
- ▶ Illuminate Brand Image
- ▶ TOP TIER™ TriCLEAN® Gasoline
- ▶ Loyalty program support with Club CITGO® and CITGO Pay™
- ▶ Educational Programs
- ▶ C-Store Image Programs

Let's Grow Together



Contact CITGO
Brand Marketing at
brndmktg@CITGO.com





SERVING UP TOTAL CONVENIENCE

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

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

Food Forward

Core-Mark and Performance Foodservice are changing the game when it comes to made-to-order, c-store menus. Our turnkey, 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 the same experience as other retail formats. Core-Mark meets consumer preferences with a variety of solutions. Contactless mobile checkout options offer retailers a frictionless mobile payment program, with choices for self-checkout kiosks and app-based ordering. Loyalty programs for all size stores and chains offer consumer rewards for spending in your stores and at your pumps, to keep shoppers coming back. And when they return, Core-Mark's capabilities in order solutions and replenishment prove a huge value for retailers, optimizing product assortment, build leading-edge planograms and delivering real-time, customized dashboards to monitor the health of their business.

Convenience Committed

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

CORE-MARK

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

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

**KEY CONTACT FOR MORE
INFORMATION**
Chad Beck
Vice President, Sales
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ABOUT US

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

VALUE PROPOSITION

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

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

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

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

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

DOVER FUELING SOLUTIONS

3814 Jarrett Way
Austin, Texas 78728
512.388.8311
doverfuelingsolutions.com

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

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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Burnsville, MN 55337
800.485.4000 | dtn.com

YEAR FOUNDED 1984

**MAJOR PRODUCT/
SERVICES CATEGORIES**
Information Services

**KEY CONTACT FOR MORE
INFORMATION**
Loretta Terranella
Commercial Leader of North
American Energy
402-659-0510
Loretta.terranela@dtm.com

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.

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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 warrantied for up to one full year.

ENERGY RECRUITERS

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

YEAR FOUNDED 2002

MAJOR PRODUCT/
SERVICES CATEGORIES
Executive Search

KEY CONTACT FOR MORE INFORMATION

Jason McAuliffe
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jasonm@er-inc.com
239.444.5283



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 ExxonMobil customers, we offer hardworking Mobil Diesel Efficient™ fuel and Mobil Biodiesel Efficient™ fuel, a fully formulated diesel fuels that are pre-additized at the terminal to help reduce greenhouse gas emissions, improve fuel economy and reduce maintenance costs.

EXXONMOBIL

5959 Las Colinas Blvd.
Irving, TX 75039
exxonmobil.com/

YEAR FOUNDED 1999

MAJOR PRODUCT/
SERVICES CATEGORIES
Petroleum Products

KEY CONTACT FOR MORE INFORMATION
exxonmobil.com/en/wholesale-fuels
C.J. Hinkle
U.S. Commercial Fuels Sales Manager
charles.j.hinkle@exxonmobil.com

Our downstream products include:

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

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

ExxonMobil remains determined to tackle head-on the challenge of strengthening energy supply security and reducing emissions to support a net-zero future. With advances in technology and the support of clear and consistent government policies, we aim to achieve net-zero operated Scope 1 and 2 greenhouse gas emissions by 2050 and we have taken a comprehensive approach to create emission-reduction roadmaps for our major operated assets.

Through 2027, we plan to invest approximately \$17 billion on initiatives to lower greenhouse gas emissions, an increase of nearly 15% from the amount we announced last year. Moreover, we grew and strengthened our Low Carbon Solutions business by focusing on competitively advantaged opportunities in carbon capture and storage, hydrogen, and biofuels. This included tripling the organization's size and signing the largest commercial agreement of its kind to capture and store CO₂.

For more than 140 years, we have been a leader in innovation, supplying the energy and products people need to live healthy, prosperous lives in the modern world. We are continuing this legacy of innovation by doing our part to provide energy security as well as remaining focused on providing products that support the energy transition, reducing our own carbon emissions and developing technologies to advance a lower-carbon emissions future.

Exxon Mobil Corporation has numerous affiliates, many with names that include ExxonMobil, Exxon, Mobil, Esso, and XTO. For convenience and simplicity, those terms and terms such as Corporation, company, our, we, and its are sometimes used as abbreviated references to one or more specific affiliates or affiliate groups. Abbreviated references describing global or regional operational organizations, and global or regional business lines are also sometimes used for convenience and simplicity. Nothing contained herein is intended to override the corporate separateness of affiliated companies.



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 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**
Patrick Cunningham
National Account Executive
pjcunningham@fedins.com
507-455-8935

Help Your Employees Make it Home Safe Today

Federated DriveSAFESM Telematics helps your employees improve their daily driving habits and return home safe at the end of the day.



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

IT'S OUR BUSINESS TO PROTECT SIGMA MEMBERS

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

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



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



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 2024

At Flint Hills Resources, we never cease to innovate as we constantly seek new and more efficient ways to produce and deliver the fuels and other products people depend on, while striving to consume fewer resources, minimize waste and improve the performance of our products and production processes. Recent 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

Todd Craig
Senior Vice President of Refined Fuels and Asphalt.

Regional Marketing Contacts: MIDWEST

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TEXAS AND WEST COAST
Nathan Brubaker | 817.685.3420

SOUTHEAST
Tom Garncarz | 770.625.3405



ENERGY POWERING YOUR SUCCESS



www.fhr.com

FLINT HILLS RESOURCES
MARKETING CONTACTS:

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NATHAN BRUBAKER
817-685-3420

SOUTHEAST
TOM GARNCARZ
770-625-3405

MIDWEST
DARREN TIEMSTRA
316-828-4849

FuelHub



ABOUT US

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

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

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

VALUE PROPOSITION

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

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

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

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

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

FUELHUB

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

YEAR FOUNDED 2020

MAJOR PRODUCT/
SERVICES CATEGORIES
Managed Fuel Services

KEY CONTACT FOR
MORE INFORMATION
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713.269.9277

SIGMA Marketer Legal Counsel Group



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

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

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

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

Annual Membership Fees:

\$2,000 (first company member) | \$1,000 (each additional member from the same company)

Benefits of Membership:

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

How to Join:

For more information on this program, please contact Liz Menz at LMenz@sigma.org or call the SIGMA office at 703.709.7000.



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

— *Tate Sideman, Vice President & General Counsel, The Fikes Company*



ABOUT US

Gilbarco Veeder-Root is the industry leader because we understand the fueling industry, our customers, and what today's business needs and demands. Our systems and solutions are designed and tested to work together seamlessly to deliver low cost of ownership and a seamless integration across products.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

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



GILBARCO VEEDER-ROOT

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

YEAR FOUNDED 1865

MAJOR PRODUCT/ SERVICES CATEGORIES

Fuel Equipment, C-Store Solutions

KEY CONTACT FOR MORE INFORMATION

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410-371-1329

**"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





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.

The Gravitate Online Selling Solution is a powerful mobile and desktop application designed specifically for refined products wholesalers and refiners. It empowers fuel marketers, refiners, and wholesalers to sell prompts (day deals) and fixed forwards (1–24-month forwards) fuel online, directly to customers, while streamlining internal deal capture. Optimize margins, reduce hedging costs, and automate manual processes.

The Gravitate Pricing Engine is a full featured calculation engine that allows your business to value inventory replacement cost, calculate real-time supply cost, or build-up and publish rack or delivered prices. Gravitate is built specifically for refined products and easily handles complex valuation formulas and pricing periods.

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

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

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 2023. 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 continued to develop the solution, building a carrier-integration platform, fuel reconciliation and freight payables.

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

620 N College Ave Ste 204
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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Tom@gravitate.energy



ABOUT US

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

VALUE PROPOSITION

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

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Leveraging existing resources and new resources for E15.

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2023

RVP relief
IRA Biofuel Infrastructure Funding

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

Heartland

Fuel your business

Heartland, a Global Payments company, is focused on providing the best payment processing experience in the industry

We offer:

-  Aggressive and transparent pricing for your convenience stores
-  Ecommerce processing for your company website for products like propane, heating oil, etc.
-  Mobile payments
-  Bill Pay
-  Restaurant processing and point of sale systems for QSR and table dining

We are committed to helping entrepreneurs like you succeed by providing innovative payment processing solutions, data security, 24-hour US-based customer service and more — with fair and upfront pricing.

Our innovative and leading edge technology:

- Seeks out the lowest possible interchange categories for each transaction
- Assures you of the lowest PIN debit rates available through our least-cost debit routing
- Provides EMV chip card acceptance through most popular POS systems
- World-class service based in Indiana with an average call to answer time 5 seconds or less
- Strong reporting capabilities along with DTN reporting integrated into your existing accounting software



To learn more, contact Alan Levine
727-543-5503 | alan.levine@e-hps.com

heartland.us

Heartland

ABOUT US

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

VALUE PROPOSITION

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

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

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

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

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

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

HEARTLAND

Oklahoma City, OK
727.543.5503
heartland.us

YEAR FOUNDED 1967

MAJOR PRODUCT/ SERVICES CATEGORIES

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

KEY CONTACT FOR MORE INFORMATION

Alan Levine
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ABOUT HASKEL THOMPSON & ASSOCIATES

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

VALUE PROPOSITION

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

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

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

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

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

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

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

HASKEL THOMPSON & ASSOCIATES LLC

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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

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President
Haskel@haskelthompson.com
239.565.2422



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!

SURETY BOND GROUP CAPTIVE PROGRAM

Offered to Sigma Members presented by
Higginbotham Insurance Agency, Inc. in partnership with
Talisman Insurance Company

Captive Overview:

The surety Bond Captive program is designed to benefit member companies by generating savings in bond costs.

Many SIGMA members will be familiar with insurance captives as a solution to control costs. Insurance captives are underwritten actuarially, with premiums and returns based on predicted and incurred insurance claims.

Surety is different in that bonds are underwritten similar to a bank credit.

Thus, the challenge is the secure regulatory approval using a credit underwriting model. one advantage of surety, unlike insurance, is that it is underwritten on the assumption that there will be no claims (i.e., a 0% loss ratio).

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
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(404) 626-2421

In reality, there are claims on surety bonds, but industry wide loss ratio for surety averages less than 15% annually.

Talisman Insurance Company is the leading provider of captive programs, and has a solid reputation among insurance regulatory agencies. Approval for the surety captive is in process with the Oklahoma Department of insurance.

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.



ABOUT US

At Hunt Brothers® Pizza, We Know Pizza.

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

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

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

A Nationally Branded Program for a Reasonable Investment

With over 9,000 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 Account Manager will rotate and restock inventory each week. They will even prepare your order for you and confirm quantities before restocking.

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

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

HUNT BROTHERS PIZZA

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

YEAR FOUNDED 1991

MAJOR PRODUCT/
SERVICES CATEGORIES
Foodservice

KEY CONTACT FOR MORE INFORMATION

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615.627.1724



ABOUT US

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

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



HUSKY 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.

A Modern Cloud Based ERP

Expertly built for your business



Financial & Accounting



Logistics



Inventory Management



Business Intelligence



Mobile Applications



Contract, Hedging & Risk Management

ERP Software

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

History

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

Global Offices

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

Contact us

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

LEARN MORE

www.irely.com





ABOUT US

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

VALUE PROPOSITION

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

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

We are iRely. Our business is to solve simply.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

iRely Petroleum and iRely Retail provide specialized software

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

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

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

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



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

YEAR FOUNDED 1983

**MAJOR PRODUCT/
SERVICES CATEGORIES**
Back-Office Software

KEY CONTACT FOR MORE INFORMATION

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Event and Marketing Coordinator,
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AND
Dylan Gamboa, SVP,
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ABOUT US

Kalibrate's decision-making solutions empower fuel and convenience retailers across the globe with the market intelligence, micro-local data, and precision pricing and planning tools they need to gain real competitive advantage. For decades, Kalibrate has been the chosen decision-making partner of hundreds of fuel and convenience retailers globally. Headquartered in Manchester UK, Kalibrate actively serves companies across industries in over 70 countries through office locations in the USA, Canada, Japan, India, and Australia.

VALUE PROPOSITION

We identify opportunities and understand risk, to make location-critical business decisions with confidence globally.

We're a strategic provider of location and pricing intelligence for retail and service-based organizations. Our customers range from the largest and most successful brands in the world to small but ambitious high-growth concepts. We deliver software platforms and consultancy services that are truly bespoke, with the ability to scale as our clients do. Whatever our customers' vertical, geography, or maturity, our market-leading capabilities allow them to operate successfully on a global scale.

Our solutions are driven by data science that delivers strategic actionable insight to help our customers make location-critical business decisions with confidence.

MAJOR PRODUCTS, BRANDS, AND SERVICES

Kalibrate Fuel Pricing

Kalibrate Fuel Pricing is the pricing software tool used by fuel retailers in over 40 countries to set agile price strategies, balance volume and margin and maximize fuel profits.

Kalibrate Fuel Planning

Kalibrate Fuel Planning gives you total visibility over your fuel and convenience retail network, empowering you to make better decisions.

Fuel Market Data

In-depth fuel and convenience data that reveals exactly where you are versus the competition. Stay multiple steps ahead in a rapidly changing market.

Fuel Site Analysis

Kalibrate's Fuel Site Analysis provides dependable site analysis and fuel volume projections. Maximize your site's potential with a gas station feasibility study.

MAJOR INITIATIVES, EVENTS, AND UPDATES IN 2024

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 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

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Suite 100
Lincoln, Rhode Island 02865
401.272.2600
kalibrate.com

YEAR FOUNDED 1993

**MAJOR PRODUCT/
SERVICES CATEGORIES**
Data, software, and consultancy
for fuel retailers.

KEY CONTACT FOR MORE INFORMATION
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Senior Account Executive
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UNCOMMONLY INDEPENDENT.

What makes Lockton stand apart is also what makes us better: independence. Unconstrained by the rigidness commonly associated with our industry, we challenge the norms of what a brokerage can be. We are Uncommonly Independent. How does independence make Lockton different? In short: Our clients come first. Our Associates feel like part of the family. Our leadership continues to stand the test of time.

As the world's largest privately owned, independent insurance broker, Lockton Companies serves more than 65,000 clients across six continents with insurance brokerage, risk management, employee benefits consulting, captive consulting, and private client services. Lockton's 9,500+ Associates are committed to helping clients achieve the goals that make their businesses safer, smarter and more profitable. That dedication helps us **retain 97% of our clients annually**, the best record in the business. Your company is one of a kind; don't settle for off-the-shelf solutions.

LOCKTON GLOBAL ENERGY

Deep expertise

Lockton Global Energy (LGE) is a cohesive and collaborative global team of handpicked energy specialists. Harnessing deep expertise, we act as a trusted partner to our clients, securing cost-effective, bespoke insurance and risk solutions. Our depth and experience cross the entire energy industry in 32 countries: Upstream, Midstream, and Downstream. Together, our associates place >\$1B in premium into the marketplace annually. With these numbers, Lockton Global Energy (LGE) is one of the top 3 Energy brokers globally.

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



A TRUSTED ADVISOR

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

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

UNDERSTANDING YOUR RISK

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

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

LOCKTON INSURANCE BROKERS

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

YEAR FOUNDED 1966

MAJOR PRODUCT/ SERVICES CATEGORIES

Insurance Brokerage, Risk
Management, Employee benefits,
Captives

KEY CONTACT FOR MORE INFORMATION

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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. Industries served include petroleum marketing & distribution; propane distribution; heating oil distribution; lubricants distribution; petroleum logistics; terminals and car washes. Group members are dedicated to these industries 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 300 engagements with a total transaction value of more than \$15 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 results 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, Debt and Equity Capital Raises and Strategic Planning Engagements

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

Matrix is celebrating its 35th anniversary in 2023.

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, Mergers and
Acquisitions

KEY CONTACT FOR MORE INFORMATION

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Fiercely Committed to Achieving Client Goals



Downstream Energy & Convenience Retail Group

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Advisory Services

- Mergers & Acquisitions
- Capital Raising
- Valuations
- Strategic Advisory

www.matrixcmg.com

Richmond • Baltimore • New York

MATRIX
CAPITAL MARKETS GROUP

We're Known By The Work We Do.

Celebrating
35 YEARS



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.

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

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

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

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

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

KEY CONTACT FOR MORE INFORMATION

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ABOUT US

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

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

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

COMMUNITY

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

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

MCLANE COMPANY, INC.

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mclaneco.com

YEAR FOUNDED 1894

MAJOR PRODUCT/
SERVICES CATEGORIES
Distribution

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ABOUT US

Headquartered in Houston, Texas, Motiva refines, distributes and markets petroleum products throughout the United States. The company's Port Arthur Manufacturing Complex (PAMC) in Port Arthur, TX, is comprised of North America's largest refinery with a crude capacity of 630,000 barrels a day, the country's largest lubricant plant, and an adjacent chemical plant. Under exclusive, long-term brand licenses with Shell and Phillips 66 (for the 76® brand), Motiva's marketing operations support more than 5,000 retail gasoline stations. The company's 2,500 U.S. employees are dedicated to delivering excellence and having fun making a difference. Motiva is wholly owned by Saudi Aramco.

VALUE PROPOSITION

Motiva is a full-service marketer and distributor of unbranded diesel, heating oil and gasoline to commercial customers such as end use businesses, fleets and wholesalers. We provide rack sales and delivery of bulk products via pipelines, rail, and water and can service your needs, regardless of the scale of your operation. With Motiva as your distributor, you will have access to a competitive and reliable supply of unbranded product. We are the supplier of choice because we consistently provide quality products, timely delivery and competitive pricing. We coordinate with extensive supply points to efficiently get your trucks loaded and on the road. We also support our wholesalers with a 24/7 loading support desk should you have any questions with your orders.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Motiva markets fuel through approximately 5,000 Shell-branded service stations across Texas, most of Florida, the Southeast and the Mid-Atlantic market. We also offer the 76® brand to 26 Eastern and Gulf Coast states, as well as Washington D.C.

MOTIVA ENTERPRISES

Motiva Enterprises
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www.motiva.com

YEAR FOUNDED 1998

**MAJOR PRODUCT/
SERVICES CATEGORIES**
Downstream refiner/fuel supplier

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QUICK. NIMBLE. RELIABLE.

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



MOTIVA

INTERESTED IN LEARNING MORE ABOUT MOTIVA'S UNBRANDED FUELS? CONTACT MARK MAGEE (713) 427-3498 | MARK.MAGEE@MOTIVA.COM

MAKE MOTIVA YOUR SUPPLIER OF CHOICE • www.motiva.com

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:** Get next-generation data analytics of trade area, customer demographics, customer loyalty rates, cross-shopping and seasonality.
- **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 2024

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

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

OPIS, A DOW JONES COMPANY

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opisnet.com

YEAR FOUNDED 1980

**MAJOR PRODUCT/
SERVICES CATEGORIES**
Fuel pricing, analysis,
news and training

KEY CONTACT FOR MORE INFORMATION

OPIS Customer Service
energycs@opisnet.com
888.301.2645



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

Paragon Solutions is a Branding and Design Done Right. At Paragon, we work with all types of C-Store and Travel Center Operators. Whether you are a single store or well-known brand, we want to add value to your brand. It's purposeful design focused on your success. We are strategists and designers that understand retail. Our award-winning, multidisciplinary team combines insight, imagination, and expertise to create powerful brand experiences.

VALUE PROPOSITION

Give them more than a store. Give them an experience that drives sales.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Site Planning, Store Layout, Equipment Specification, Interior/Exterior Design, Material/Fixture Specification, Conceptual Design, Branding, Logo's, Store Naming, Brand Application

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

2023 Cstore Decisions Best New Store Design Award Winner

PARAGON SOLUTIONS

201 Main Street, Ste. 1150
Fort Worth, Texas 76102
817.927.7171
www.paragon4design.com

YEAR FOUNDED 1986

MAJOR PRODUCT/ SERVICES CATEGORIES

Branding, Design, Consulting

KEY CONTACT FOR MORE INFORMATION

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- > 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 2024

PriceAdvantage recently launched a new subscription service – Market Share Business Intelligence, a cloud-based solution that provides critical market share data, including visit counts for both company stores and for the competition. Convenience retailers can now make better decisions for their entire convenience store business – not just fuel – based on reliable data. Retailers can learn strategic market information, such as their market share and outlet share relative to the competition, how customer visits fluctuate by day of the week, and which markets are saturated and those that are 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

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 2024

Celebrating its 40th year, 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 regions. In addition, PDI hosts one of the largest private training and networking events for the convenience and petroleum wholesaler ecosystem with its annual user 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

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YEAR FOUNDED 1983

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

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Your business is complex. We can help simplify it.

From robust wholesale fuel software to the daily store operations of convenience retail, PDI can help solve the unique challenges you face every day.

Discover how compelling insights, reliable data, and the ability to adapt faster can simplify the way you do business.



Engage consumers



Secure your business



Expand your brand



Increase productivity



Gain insights



Integrate your ecosystem



pditechnologies.com



THE FUTURE HAS ARRIVED

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



Call us at 844-736-8427
or explore more at
phillips66fuelsupplier.com





ABOUT US

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

VALUE PROPOSITION

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

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

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

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

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

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

PHILLIPS 66

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**MAJOR PRODUCT/
SERVICES CATEGORIES**
Petroleum Products

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YEAR FOUNDED 2012



ABOUT US

PROS delivers AI-powered pricing and quoting solutions that accelerate their customer's ability to achieve profitable growth through digital selling and eCommerce channels. With predictive and prescriptive guidance, companies have the freedom to dynamically price, configure and sell their products and services across all channels with speed, precision, and consistency. PROS customers, who are leaders in their markets, benefit from decades of data science expertise infused into industry solutions.

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.

With the PROS Platform, 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 Profitable Growth

A new Forrester Consulting Total Economic Impact™ study details how our customers are overcoming challenges associated with their existing pricing and selling processes and have realized significant business benefits with PROS, including these remarkable results from a Refined Fuels customer:

- **\$275K financial impact** over three years PV
- **2,037 hours saved annually** through pricing automation

"With PROS, we can do the analytical work when we come up with a theory with sales. We can see the price elasticity, what the impacts are, and whether we would get the outcomes we thought we would get. Because the data is there to see, we can either roll with the strategy or get rid of it if it doesn't work." –
Director of Pricing and Economics, Refined Fuels

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

PROS has a long history of delivering solutions within the industry and we will continue to innovate to meet the specialized needs of our energy customers. We are introducing more connected capabilities in 2023, including rebate and subscription management, Gen IV neural network-based AI for price optimization and bid price estimation, 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. Additionally, we are making significant investments in out-of-box data integrations to expedite implementations, as well as advancing self-service by delivering out-of-box analytics for user adoption, user action tracking and value analytics. These continued investments in will allow our customers to stay ahead of volatility and innovate rapidly.

PROS Price Optimization and Management powered by Gen IV AI

Our latest advancement in AI science brings a new approach to price optimization that uses all available data and attributes to generate winning price recommendations. This allows companies to drive margins in negotiated frameworks such as unbranded term contracts or refined products such as lubricants or solvents. While segmentation-based models can struggle with data sparsity and market volatility, Gen IV AI can discern patterns across the full dataset and senses variations over time (inflation/deflation seasonality, etc.). Gen IV AI can also incorporate market indices (commodity prices) into the model to discern correlations between market prices and outgoing prices. These correlations are used to improve accuracy and deliver highly adoptable price optimizations.

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.

PROS, INC.

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MAJOR PRODUCT/SERVICES CATEGORIES

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

KEY CONTACT FOR MORE INFORMATION

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Quantum Services

ABOUT US

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

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

VALUE PROPOSITION

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

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

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

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

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



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

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

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

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

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

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

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

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

QUANTUM SERVICES

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YEAR FOUNDED 1971

MAJOR PRODUCT/SERVICES CATEGORIES

Inventory Auditing Services

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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

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.

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

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YEAR FOUNDED 1909

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

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

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

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

MAJOR INITIATIVES, EVENTS, OR UPDATES IN 2024

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

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

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



ABOUT US

Sinclair Oil, an HF Sinclair brand 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.

Sinclair is committed to delivering products that help fill up the lives of our customers, with over 1,700 independent Sinclair-branded stations in more than 30 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 2024

Our strategic initiative is to grow our brand and supply chain in new markets such as the Western United States. 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.

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

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FUEL GOOD FEELINGS

They come for the DINO, they come back for our DINOPAY® app loyalty discounts and DINOCARE®, our TOP TIER™ gasoline. And with seven complex refineries as a part of HF Sinclair, we're one of the most reliable suppliers in the nation.

Let's talk.

Chris Gonzalez

Christopher.Gonzalez@HFSinclair.com

385-295-6543

SinclairOil.com



More about us



ABOUT US

SkyBitz, Inc. is the leader in commercial telematics for transportation and logistics, oil and gas, and industrial markets. Our asset tracking and monitoring solutions deliver precise, real-time data and analytics to customers from purpose-built, smart IoT sensors that enable optimal decision making and automate workflows associated with trailer assets, containers, and tank inventories. SkyBitz Inc. is a fully owned subsidiary of Telular Corporation, a business unit of AMETEK, Inc. (NYSE: AME), a leading global manufacturer of electronic instruments and electromechanical devices with annualized sales of approximately \$4.8 billion. For more information, visit www.skybitz.com

VALUE PROPOSITION

For fuel distribution fleet operators, SkyBitz remotely monitors, tracks, measures, and analyzes equipment and people to get product to the right places at the right time – all leading to the highest level of profitability.

MAJOR PRODUCTS, BRANDS, AND/OR SERVICES

Petroleum Dispatch & Delivery. Designed by fuel marketers for petroleum, lubricant, and propane customers, SkyBitz offers a digital logistics platform that helps control costs while managing your entire distribution and dispatch business. Improve your operation using seamless digital technology built for the petroleum market.

Tank Monitoring
Trailer & Asset Tracking
Fleet Management

SKYBITZ

2300 Dulles Station Blvd.
6th Floor
Herndon, VA 20171
866.875.9248
skybitz.com

YEAR FOUNDED 1992

MAJOR PRODUCT/ SERVICES CATEGORIES

Asset Management Solutions. Trailer Tracking.
Tank Monitoring. Petroleum Dispatch &
Delivery. Fleet Management

KEY CONTACT FOR MORE INFORMATION

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The SIGMA Membership Team needs your help!



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

Let's work together to make that happen!

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



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

CONTACT SIGMA AT SIGMA@SIGMA.ORG AND BE PART OF THE MEMBERSHIP MOMENTUM.



ABOUT US

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

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

1251 NW Briarcliff Pkwy
Suite 800
Kansas City, MO 64116
816.410.3311
stonex.com

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

KEY CONTACT FOR MORE INFORMATION

Josh Brockway
Vice President
816.410.3311

YEAR FOUNDED 1924

StoneX®

Hedging & advisory services for:

Crude oil ▪ Natural gas

Refined products ▪ Renewable fuels

NGLs ▪ Petrochemicals



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



Clearing and execution services

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



Advisory services

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



OTC product offerings

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



Market Intelligence

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

Josh Brockway | Vice President - Energy
StoneX Financial Inc. - FCM Division
1-816-410-3311 | Joshua.Brockway@StoneX.com

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. © 2023 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

- **22 Patents** on UST leak detection equipment and monitoring technologies.
- **Proprietary Testing Equipment** that is designed and manufactured by us and it is independently third-party certified to meet or exceed applicable regulatory standards.
- **Experienced Technicians** are the most experienced in the industry and undergo a rigorous training and certification program. Their testing protocols and procedures are rooted in the highest level of safety standards in the industry.
- **TANCS system** is available to you 24/7 online retains permanent files with all or your test records.

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

On April 20, 2023, Tanknology Inc. announced the acquisition of Northwest Tank and Environmental Services (Northwest Tank), a Woodinville, Washington-based provider of underground storage tank (UST) compliance services and meter calibrations.

Northwest Tank provides UST compliance services in Washington, Oregon, Idaho and Montana and conducts meter calibrations in Washington, Oregon, California, Idaho, Montana, Hawaii, Nevada, Utah, New Mexico, Wyoming, Colorado, Arizona, Minnesota and Wisconsin.

TANKNOLOGY

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Austin, TX 78759
800.964.0150
tanknology.com

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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VP of Marketing
cbouldin@tanknology.com



ABOUT US

We connect people, equipment, and facilities to maximize operational efficiency and minimize the environmental impact of fueling facilities across the world. Our software-first, hardware-agnostic solution offers unrivaled device connectivity, operational flexibility and scale, allowing organizations to simplify and proactively manage their ever-evolving fuel ecosystem. Trusted by a customer base that includes the biggest names in the retail petroleum industry and commercial fleet market, our software platform currently monitors 50% of all U.S. consumer gasoline throughput and covers more than 85,000 facilities. Whether it's environmental compliance, maintenance and testing, or frictionless fuel delivery to the customer, Titan is digitizing all things fuel to enable enterprise-wide fuel asset optimization.

VALUE PROPOSITION

It's time to take control of your data. Lack of real-time visibility into your tanks can turn minor issues into major problems, impacting your customers, compliance efforts, and business operations. At Titan Cloud, we help you focus on the data that matters by cutting through the noise across siloed systems to provide clear, current, and actionable operational intelligence. The result is a strategic and scalable process along with unprecedented visibility and control that boosts your environmental compliance, fuel planning, and maintenance efforts. At Titan, you gain a team of experts that are with you every step of the way. From dedicated account managers to implementations designed around your unique business processes, we take a customer-first approach to deliver solutions that solve even the most complex business problems.

OUR SOLUTIONS

Frictionless Fuel

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

Maintenance

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 third 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

4031 Aspen Grove Dr, Ste 240
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

ROI@titancloud.com
615.372.6000



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.

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 2024

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

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

Valero 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 ended 2022 with over 200 Valero branded locations in Mexico.

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

Melinda Farias
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Marty Schimcek
Executive Director Wholesale Marketing Central and East Coast Sales
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210.345.3061



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 2024

Warren Rogers' recent initiatives include the deployment of an enhanced **fuelWRAP** application, viewable on desktop, tablet, and

mobile. Improvements include an updated user-friendly dashboard, with exception-based summary reporting as well as detailed views of dispenser/tank activity and sensor status. See real-time inventory levels on the dashboard as well as tank water levels across the enterprise. When it comes to 30-day compliance, **fuelWRAP** captures Veeder Root gauge CSLD, PLLD, sensor, and interstitial results each period. The user is informed of any outstanding tests and reports are prepared and archived for state regulatory compliance. Other recent improvements include 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

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

YEAR FOUNDED 1979

MAJOR PRODUCT/SERVICES CATEGORIES

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

KEY CONTACT FOR MORE INFORMATION

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



ABOUT US

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 2024

Architectural/Structural/MEP Drawings, Specifications, Equipment Plans, Interior Design, Signage Coordination, Permitting, Fuel Drawings, Cost Estimation, Owners Representation, Site Planning, Master Plans, Zoning Process, Site Analysis, Site Lighting, Landscape Design, Prototype Programming, Renderings, ALTA/ACSM Surveys, Shop Drawing Review, EV Charging and Solar Design.

In May of 2023, draftPros and WT Group, two leading firms in the infrastructure engineering industry, announced a partnership aimed at combining draftPros' expertise in the telecommunications sector and WT Group's expertise in the Engineering and Architecture sector. This partnership will enhance their service offering to allow the companies to better address the ever-evolving needs of their customers and the industry as a whole.

WT GROUP

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

YEAR FOUNDED 1971

MAJOR PRODUCT/
SERVICES CATEGORIES
Engineering, Architecture,
Consulting

KEY CONTACT FOR MORE INFORMATION

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THE FUEL FOUNDATION

2022-2023 FUEL FOUNDATION CONTRIBUTORS

DIAMOND LEVEL (\$25,000)



PLATINUM LEVEL (\$10,000)



GUTTMAN ENERGY



GOLD LEVEL (\$5,000)



SILVER LEVEL (\$2,500)

BOOSTER®

CHRISTENSEN



Kwik Trip



QiknEZ



ROBINSON OIL
corporation

SUNOCO LP®

TACenergy

WALLIS
COMPANIES

WOCO
Warrenton Oil Co.

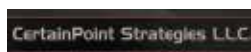
BRONZE LEVEL (\$1,000)



Liberty



PATRON (\$500)



CHAMBLISS L.L.L.P.





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