

Recent Meeting Topics

- Collecting Difficult Accounts Receivables and Bad Debt
- Preparing for DOT Audits
- E-Mail Etiquette and Retention in the Workplace
- Building Better Contracts for Offsite Deliveries and Equipment Leasing
- Employment Practices Liability
- Fuel Theft & Fraud Prevention

APMA HAS A PROVEN RECORD OF HELPING PETROLEUM MARKETERS STAY COMPETITIVE IN CHANGING TIMES, ADAPTING FOR GREATER FUTURE SUCCESS!

APMA Scholarship Foundation

APMA members are able to extend the amazing benefit of continuing education scholarships to their employees and the children of their employees residing in Arizona.

Since its inception in 2007, over \$50,000 has been awarded in scholarships. In 2010, the APMA Scholarship Foundation provided more than any other petroleum organization in the country including regional and national organizations. The APMA Scholarship Foundation holds an annual golf tournament to raise money for and awareness of the scholarship award program.

The APMA Scholarship Foundation is a 501 (c)3 organization and operates completely with volunteers and all of the money raised goes directly to educational scholarships.



Key Benefits

LEADERSHIP - APMA connects you with industry leaders from all areas of the petroleum marketing industry who are willing to help you grow and adapt your business for even greater success. Become a better leader by surrounding yourself with other industry leaders.

REPRESENTATION - Be involved so your voice and concerns are heard. APMA provides you with access to clarification on state legislation and regulations likely to impact the industry. Join fellow Arizona marketers with visits to DC as part of our national association's Day on the Hill. Participate in the active APMA legislative committee and help shape our legislative priorities.

EDUCATION - Focused membership-driven topics at each monthly membership meeting. Valuable workshops, seminars and speakers on a variety of industry topics including safety, finance, legal issues and human resources at APMA's three day annual conference. Individual safety sessions to address specific petroleum related risks. Plenty of time for questions during meetings to allow members to take provided information and better understand how it applies to their unique business and situation.

APMA

The Arizona Petroleum Marketers Association

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www.apma4u.org

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Who Are We?

APMA is a non-profit trade association with over one hundred and fifty members. APMA's primary purpose is to protect and advance its members legislative and regulatory interests in Arizona and Washington DC, while providing members with business and networking opportunities.

APMA Represents:

- Over 1.9 billion gallons of fuel distributed annually
- Over 4,500 employees statewide
- Bulk storage plants (USTs, ASTs and loading racks)
- Card locks, convenience stores and truck stops
- Arizona's first and only ethanol plant
- Petroleum terminals and transmix refining facilities
- Fast Food Franchises
- Auto & Truck Repair Shops
- Varied businesses serving the Arizona petroleum industry.



"Providing petroleum marketers, retailers, suppliers and their vendors and customers a unique venue to meet, network and exchange ideas."

APMA not only provides our company with an opportunity to network with current and potential customers, but allows us a channel through which we can provide support for these customer's political and economic causes.

*Randy Miller - General Manager
Polar Service Centers*

Having a quality organization with top tier, knowledgeable leaders, gives all of us members peace of mind knowing we are represented on key issues by the best organization and people available.

*Paul Carter - Carter Oil Company Inc.
Flagstaff, AZ*

We opened Parker Oil in 1989. Without APMA I do not think our success would have been so immediate. We met not only suppliers but leaders in our industry. A total benefit for any business.

*Rick Fuscardo - President/CEO
Parker Oil Products, Inc.*

Strong relationships are the foundation of success - in all economic climates, good and bad. Through my participation in APMA, I have been fortunate to build friendships with an excellent group of professional Marketers.

Brian Cook - Lovitt-Touche

Business is developed through trust and APMA offers an environment to nurture that while also providing a common voice to educate the public about industry issues.

Bill Aust - Biltmore Bank of Arizona

The ability to extend scholarship opportunities to my employees and their children is a real value-added benefit of APMA membership. I've never heard of another state association able to provide that many scholarships annually!

Warren Lueth - Union Distributing

Strength, knowledge and positive energy is created when like-minded people gather to combine their ideas and express their individual voices. APMA serves as an excellent vehicle in which business owners and managers alike gather to work on issues that impact the industry and our businesses. Together, many individual voices harmonize to become one voice and give tenor to the APMA that is heard from the State Capital all the way to our nation's Capital. Our participation in the safety and legislative committees has proven invaluable to our day to day work lives. Joining APMA is one of the best decisions a business owner can make. Tools, A Common Voice, Positive Energy...that is the APMA today!

*Susie Ingram
Western States Petroleum*

Membership Meetings

APMA holds monthly membership meetings where members check-in, network and enjoy lunch. An invited "expert" guest speaks on an industry topic for about 30 minutes with an informal Q&A session. Additionally, APMA holds a three-day annual conference and golf tournament where members can develop relationships with fellow marketers, fuel suppliers and vendors. The annual conference provides a forum to exchange ideas and discover new ways to increase your bottom line through one-on-one networking and education workshops and seminars. Attending the annual conference is a great way to learn from leaders in the petroleum industry and stay current on relevant industry issues.

Annual Marketing Dues: Based on Arizona volume of fuel sales

Annual Associate Dues: \$450

Monthly Membership Meeting: \$33-Members, \$45-Non-Members

Location

Meeting venues vary. For specific meeting information please visit www.apma4u.org

Contact APMA

www.apma4u.org • 480-460-1561 • apma@cox.net

