



August 3, 2023

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**75th Annual Meeting September 24-26**  
*Room Reservation Deadline is August 28*



Members are reminded to register to attend the association's 75th Annual Meeting. This event will be held at the Virginia Beach Oceanfront Marriott. The program will recognize many of those who have given their time and efforts to build and grow your association over the years. Monday will feature an address from Virginia Attorney General Jason Miyares, an educational session on investing in your business from Federated Insurance, and our annual open forum issue group addressing the ongoing effort to ban fossil fuels and the activities of those seeking to electrify everything in the Commonwealth. Tuesday's session will be devoted exclusively to one of the most important issues facing the industry in its history – a proposed change to Virginia law to classify jobber distributors as major oil company refiners. There will also be plenty of time for networking with industry colleagues at Sunday's reception and banquet, a tour and tasting at the Cavalier Hotel's distillery (additional fee) and a Monday evening oceanfront reception.

To register for the meeting, [click here](#). To reserve a room (starting at \$204/night) [click here](#). **Room block will end August 28!**

To view a full meeting program, [click here](#).

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**Customer Service Training Seminars Upcoming in October**

In conjunction with the National Oilheat Research Alliance, VPCMA will be providing Customer Service Training with Steve Coscia. As many of you know from the past, Steve provides an exhilarating half day of training that will keep your students focused on providing great customer service. Ideas and practices change constantly as today's customers change their expectations. Send your people to learn what's new in customer service from an industry expert. You can learn more at his website [www.coscia.com](http://www.coscia.com)

We will be holding morning classes on October 3<sup>rd</sup> and 4<sup>th</sup> in Hillsville and on October 5 in South Hill. Morning and afternoon sessions will be held October 6<sup>th</sup> in Gloucester Point and we will conclude with morning sessions in Mt Jackson on October 10 and 11. Please text or email Rob Bailey - 804-873-1900 or [rob@vpcma.com](mailto:rob@vpcma.com) to reserve spots in any of those

locations.

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## Thank You EMA PAC Contributors

Last month we wrote to the membership requesting your support of the Energy Marketers of America (EMA) Political Action Committee. EMA is a federation of state and regional petroleum marketing associations, and as a member of Virginia Petroleum and Convenience Marketers Association, you are automatically a member of EMA (formerly PMAA).

We depend on the EMA to provide us with important regulatory information emanating from federal agencies that can impede members' ability to compete and thrive in the challenging marketplace facing the industry in 2023. Additionally, EMA's staff are our voice in the halls of Congress, assuring that the concerns of independent petroleum marketers are heard by our congressmen and senators.

Political contributions are important because they allow EMA to serve you better. In addition to meeting requests from our Virginia delegation, the staff carefully targets congressmen and senators who are on key committees impacting petroleum related issues.

Federal requirements mandate that all contributions to the PAC are made with private funds. We hope that you will join your colleagues below in sending a **personal check for \$150.00** made out to "EMA PAC," and send to the office address, 7275 Glen Forest Drive, Suite 204, Richmond, Virginia 23226. Thank you to the following who have already contributed:

Nancy Allen  
Mark Anderson  
Mike Andrews  
Bob Claytor  
Danny Cockerham  
Julie DeShazo  
Jim Emmart  
Tim Hutchens  
Rick Koontz  
Tracy Little  
Elizabeth McCormick  
Wayne Mears  
Herbie Milby  
Tim Murphy  
Mike O'Connor  
Charlie Parker  
John Phillips  
Jim Pollard  
Paul Pollard  
Corey Russell  
Herman Sadler, Jr.  
Gordon Sutton  
Stan Terhune  
Lewis Wall  
Dave Walsh  
Stratford Ward

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## **Welcome New Members**

### **Shine Transportation Inc.**

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**Chris Greene** - [chrisg@shinetransportation.com](mailto:chrisg@shinetransportation.com)

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