

Winter Magazine 2018

## Silver State Summary

### NEVADA Joins WPMA Scholarship Foundation to Give Away \$4,000

*Nevada Petroleum Marketers & C-Store Association and the WPMA Scholarship Foundation* are proud to announce their **“Four Thousand Dollar Scholarship”** that will be awarded to a Nevada high school senior in May 2019. Please promote this scholarship to an eligible son or daughter from your company. But, the student must apply to be considered! Associate members may also participate in the WPMA Associate-at-large scholarship.

**Applications are due MARCH 1ST 2019! Applications are available on the WPMA website.** Please go to [www.wpma.com/scholarship](http://www.wpma.com/scholarship) for an application form.

Since we are Nevadans, many of us like to look at the odds - whether at the tables, sports books or this scholarship. In the past, typically only one or two students from Nevada have applied each year. Talk about odds: 1 out of 2 are the best odds in Nevada! Promotional materials for your employees are available from WPMA at the same website listed above or call 801-263-9762.

### FREE WEBINAR

*Nevada hosted a tank upgrade webinar* in September. More than 160 members and other UST owners and managers joined the association-sponsored event hosted by the Nevada Division of Environmental Protection. Feedback was very positive, and the webinar was a great public service, earning NPM&CSA a great deal of statewide visibility.

### CREDIT CARD FRAUD/SKIMMING

*NPM&CSA in partnership with NACS* hosted a fraud and skimming workshop at the NACS show in Las Vegas in early October. In attendance were legislators, law enforcement (including the US Secret Service), the Nevada Department of Agriculture, C-store members, Connexus and NACS staff.

Las Vegas is a ‘hot bed’ for skimming, according to the Las Vegas police, or METRO, as they are known. Retailers are being hit at least three times a week according to METRO and that’s only the ones they know about! **If your company does any volume of credit/debit card business it’s a sure bet you have been a target already.**

During the workshop METRO highlighted the efforts of our member Terrible Herbst Oil for best practices which have included video upgrades to approximately 1080p HD cameras, elimination of camera-blind spots, and dispenser lock upgrades, according to Matt Osa, VP Operations and Charlie Karagienakos, VP Security. *“We are treating credit/debit card fraud and skimming as the crime that it is, and we are doing everything possible to protect our customers and our business,”* Matt said.

### NPM&CSA: Who We Are

The Nevada Petroleum Marketers & Convenience Store Association (NPM&CSA) is a statewide trade association that represents an extensive membership of liquid fuel and lubricant distributors, transporters, retailers and convenience store owners.

Our mission is to advance the role of our members as positive contributors to the economic, social and philanthropic infrastructure of their Nevada communities.

The fuel distribution, transportation, retailing and the convenience industry are critical components of Nevada’s economy with stations and stores in every county, Senate and Assembly district. Nevada has more than 1229 C-stores employing more than 18,000 employees. Annual gross sales are more than \$4.7 billion with fuel sales accounting for \$2.6 billion. Total gallons sold in 2017 was 1.1 billion. Our members travelled more than 46 million miles delivering fuel in Nevada.

### We’ve Got Your Back

Fueling Nevada is the lobbying arm for NPM & CSA. Capitol Partners, LLC, our contract lobbying and government relations firm – [www.capitolpartners.org](http://www.capitolpartners.org), provides our members with alerts about legislative and regulatory changes that affect their business. During the Nevada legislative session members received weekly emails on bills that impact not only petroleum and C-stores but small business legislation as well.

### Become a Member

Becoming a member of the NPM&CSA is easy! Check out our “Become A Member” page to learn more about the benefits of membership and what we do for fuel distributors, retailers, transporters and C-stores owners.

## **Why Join NPM&CSA?**

We give your business leverage, offer you access to best industry practices, winning business strategies and more political clout in Carson City and with your local government. In short, membership offers you knowledge; enhances your reputation; provides personal connections with suppliers, vendors and fellow marketers; increases your purchasing power by utilizing the services of preferred vendors; and gains political clout and power by being part of our grassroots coalition of petroleum marketers.

### **Strong Network**

Our members participate in business and social functions hosted by the organization. Members participate in the annual Western Petroleum Marketers Association (WPMA) Convention and Expo in February of each year in Las Vegas, Nevada, ([www.wpmaexpo.com](http://www.wpmaexpo.com).) These events are great networking and grassroots opportunities for members to stay current and up-to-date.

### **Active Voice**

We provides a strong voice to government agencies and legislators on behalf of our members. We keep our members informed on the state, federal and local issues that affect your business interests, and we strive to protect those interests.

### **Don't Forget Education & Scholarships**

High schoolers of full-time employees of our members are eligible for a \$4,000 merit-based scholarship through the WPMA. The program helps our youth receive aid to assist with higher education and can be used for a college/university and/or a vocational/technical school. To download an application please visit the scholarship link: [www.wpma.com/scholarship](http://www.wpma.com/scholarship). All applications **MUST** be received at the WPMA office no later than **MARCH 1ST**.