



Flyers Energy snags multi-station wholesale fuel deal in California

They will change the brand of the stations and become their wholesaler for a 10 year period.

Northern California fuel jobber Flyers Energy announces it has signed a multi-station contract with SAMCO in California and has reimaged three SAMCO convenience store stations under the Shell brand. Each reimage package comes with a ten-year distribution deal to be serviced by Flyers Transportation.

Flyers Energy delivers branded fuel and manages the relationship with brands Chevron, Shell, 76, Valero, and Flyers for 120 independent gas stations.

"Each deal requires a creative approach to determine and satisfy the needs of the station owner and the wants of the brand," said Shelly Thomas, Flyers Energy Wholesale Manager.

Major distributors usually have specific requirements like minimum volumes, driveway access, number of dispensers, and a minimum distance from sites of the same brand.

"A wholesale contract represents a long-term relationship, not a quick score. We want to have a respectful partnership with the dealer so that it benefits all parties. The dealer's success is what we consider a win," said Flyers Energy Director of Sales and Marketing Jay Galvin.

This year Flyers Energy, LLC celebrates 40 years in business, distributing approximately 2 million gallons of fuel per day via wholesale deliveries and cardlock sites and fuel networks.