

Increase Your Buying Power with the Petrocon Program and LICA

One of the ways the “big guys” maximize their dollars is through their ability to buy in volume. For the small contractor, that option has not been available ... until now. National LICA has joined with Petrocon, a national buying group, to give our contractor and associate members the ability to increase their purchasing power ... and at a significant savings!

What are the benefits of participating in the Petrocon Program?

Not only will members will receive a minimum savings of 10% on their oil, tires, and lubricants, the Petrocon annual membership fee of \$2,500 is waived!

The Petrocon/LICA program is:

- 1) Designed to reduce operating costs and expenses for LICA members by reducing prices from 10-40% for commodities such as: lubricants and greases, antifreeze, and tires; and
- 2) Designed for all size companies; from the one-man operation to the very large companies. This program is available to both the contractor and associate members in good standing, pending credit approval.

Once you enroll, you gain access to the National Oil Program with Conoco/Phillips and the National Tire Program powered by Goodyear Tire & Rubber. Petrocon is also working on adding a cell phone program.

Here's how it works:

After enrollment, you will be setup as a Petrocon National Account. This offers you a unique opportunity to buy direct from their suppliers through Petrocon as a “national account ship-to.” Their pricing is all wholesale, national account pricing. With some companies, this equates to \$1 up to \$4 per gallon savings on oil and antifreeze and up to 20% on commercial tires. You also gain access to programs available only to National Account Customers, such as Goodyear's FleetHQ and TireHQ Program. Many benefits arise from these national offerings.

After Petrocon receives the enrollment papers, it takes about three weeks to get all of the account setups completed. Then, you will receive a Petrocon Welcome Packet with program details, ordering instructions, pricing, and your Petrocon ID number.

This program is open to new customers for Conoco/Phillips and Goodyear Tire. If you purchase oil and lubricants and/or tires from a variety of different providers, then you are also able to join. The reason the program is closed to current customers is because neither Conoco/Phillips nor Goodyear want to cannibalize their own business nor take it from their own local distributors.

The Petrocon program is delivered through local distributors. Conoco/Phillips has around 10 local distributors for oil and Goodyear Tire Centers are nationwide. To help answer your questions on utilizing your current distributor, Petrocon needs to know what brand of oil and tires you are using, along with which local distributors you are using.

The Petrocon program is designed to help the little guy buy products like the big guy ... at discounted prices. They have a very aggressively priced program

There is no obligation to purchase after enrollment has been completed, but it's the only way to give you access to the programs. The account number becomes active only after you place your first order.

For more information or to join:

Malcolm (Mac) Phillips
Midwest National Account Manager
9610 Tower Road • Gosport, IN 47433
Toll Free: 866.548.8750 • Cell: 770.789.7509
Email: MacP@petrocon.org
Web: www.petrocon.org

