

How Many of Your  
Investments Have an Annual  
Return of 500% or More?



Take a Closer Look...

**PEI** membership dues aren't simply the 'price of admission' to association events, news and industry information. By engaging in PEI's programs and services throughout the year, your dues have a positive return that translate directly to your company's bottom line. PEI provides its member companies with the latest industry and regulatory information, business management tools and valuable networking opportunities, year round, to help you be more successful every day.

## What's My\* Company's Return on Membership?

- ✓ \$2,400 PEI Convention @ the NACS Show
- ✓ \$250 Membership Directory
- ✓ \$450 The Tulsa Letter
- ✓ \$500 The PEI Brand
- ✓ \$850 PEI Recommended Practices Manuals

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$$\frac{\$4450 \text{ Member Benefits}}{\$650 \text{ Annual Dues}} =$$

**685%**  
Return On Investment

**PEI**  
PETROLEUM EQUIPMENT INSTITUTE

\*sample PEI member

# PEI BENEFITS

## **\$2,400\*** PEI CONVENTION at the NACS Show

PEI's Annual Meeting & Convention provides a valuable forum for the exchange of industry ideas and fosters relationships with industry peers and leaders.

## **\$450\*** TULSALETTER

The *TulsaLetter* keeps members informed on relevant news, regulatory information and updates affecting the industry and the association

## **\$120\*** SAFETY NEWSLETTERS

## **\$250\*** PEI JOURNAL

A quarterly magazine written specifically for PEI members.

## **\$650\*** YOUNG EXECUTIVE PROGRAM

A separate forum created for young business leaders poised to be tomorrow's owners and managers.

## **\$250\*** PEI MEMBERSHIP DIRECTORY

Published annually, the directory provides a complete listing of members with their contact information, key personnel, e-mail addresses and branch locations.

## **\$250\*** WWW.PEI.ORG ONLINE RESOURCE

## **\$1,500\*** 10-GROUPS

A peer advisory program for distributor, service & construction, and affiliate company CEOs/owners/ managers.

## **\$500\*** OSHA GUIDELINES

PEI condensed lengthy federal guidelines pertinent to the petroleum handling equipment industry.

## **\$800\*** PUBLIC POLICY ACTION & MONITORING

Through PEI's association with NAW, members have a powerful voice in Washington, DC on legislative and regulatory issues affecting our industry.

## **\$700\*** NAW MEMBER SERVICES

NAW offers PEI members benefits and services including sponsored services and discount programs, industry publications and research reports.

## **\$800\*** PEI DISTRIBUTOR PROFITABILITY & STATISTICAL REPORTS

Distribution operational information is regularly collected and reported in concise format, allowing you to evaluate your own performance in comparison with others in the industry.

## **\$500\*** THE PEI BRAND- PROMOTING MEMBER IMAGE & IDENTITY

PEI is a recognized, international name in the energy equipment industry. PEI press coverage and advertising enhances the image for all members.

## **\$850\*** PEI RECOMMENDED PRACTICES

Highly respected PEI technical manuals & procedures work with industry experts to develop best practices in service, installation, maintenance and testing.

## **\$250\*** INDUSTRY TRAINING MATERIALS

Educational resources that include the latest reports on wholesale distribution, sales, and management.

## **\$500\*** PEI FREIGHT MANAGEMENT PROGRAM

PEI members can increase profits by lowering administrative and payable expenses through PEI's endorsed freight management program.

## **\$500\*** PEI POLLUTION/ LIABILITY INSURANCE PROGRAMS

PEI endorsed providers offer services such as safety and educational training programs and professional risk analysis.

The dollar value (shown with an asterisk \*) of each PEI service is the estimated market value of each of the benefits derived from use of the described product or service. Add up the dollar value for each of the benefits or services that appeal to your company. Compare that number to your annual dues amount to see how valuable your annual PEI membership can be.

# How Much Is Your PEI Membership Worth?

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