

Phoenix Petroleum, an Asian American Owned Firm Has Delivered for 34 Years

Incorporated in 1980, Phoenix Petroleum Co. is an Asian American Minority Business Enterprise, certified by the Maryland and Pennsylvania Departments of Transportation and a host of other certifying agencies. Phoenix is a distributor of Gasoline, Diesel Fuel, bio-Diesel, Kerosene and Heating Fuels. Phoenix's market area is the six Mid-Atlantic states, VA, MD, (and Wash, DC), PA, DE, NJ, and NY. In Maryland -- and especially in the greater Baltimore area -- Phoenix has been developing a successful "wet hose" delivery program, fuel from Phoenix's Bulk Truck directly into the customer's vehicle or equipment; so companies with fleets of vehicles and contractors who need fuel delivered to their vehicles and equipment at the job site.

"Reliable and Dependable Service that you can count on" is the central aim of Phoenix's marketing philosophy, says founder and president, Steve Wang.

Before starting Phoenix, Steve worked as Vice President of marketing and trading for a small refiner. Previously, Steve worked as Manager of Business Planning and Director, Supply for Buckeye Petrofuels Co., a sister company to Buckeye Pipe Line Co., the largest independent common carrier petroleum products pipeline in the Northeast. All of these positions gave him grounding in the petroleum supply and delivery business.

But what gave him the most valuable training into oil pricing was his several years of service, sitting on the Petroleum Advisory Committee of the New York Mercantile Exchange... at a time when oil futures were in its infancy of being developed. Oil had just been decontrolled, so there was the need to have a price discovery mechanism for oil at a time when OPEC held firm control over oil prices -- and prices seemed to shoot up almost every day.

"During this start time when the oil future's contracts just started trading, there was a time," smiled Steve in recollection, "that on behalf of Buckeye Petrofuels [energy marketing division of Penn Central company], I held one-fourth of all the open contracts in heating oil, which believe it or not! -- was for just 25 contracts (i.e. 25,000 barrels of oil)!" Today, of course, billions of dollars of contracts for oil and energy are traded everyday on the NYMEX, making Energy Futures and Options the most actively traded commodity in the world, second only to Financial Futures and Options.

As a certified SDB/MBE, Phoenix would like to appeal to those companies who are seeking to diversify its supplier base to include more certified minority businesses ... and also appeal to utilities and other larger companies who not only would like to further diversify supplier base, but who also would like to encourage their contractors to do more business with qualified and certified MBEs.

Phoenix offers competitive pricing, a promise to do its very best to provide reliable and dependable service, and provide access to informed advice about oil technology and oil markets. "I assure each reader, that Phoenix will always do its very best to provide a high level of service they can depend on," said Wayne R. Frazier Sr., president of

MWMCA. For further information about Phoenix Petroleum Co., please call them at 610-687-1666 or email them at: Phoenix@PhoenixPetroleum.com.