



SUMMER 2014

U.S. VETERANS MAGAZINE

Providing Business, DVBE & Employment Opportunities

**TOP 10
REASONS
TO HIRE
VETS**

**BEST
OF THE
BEST
TOP—**

**VETERAN-FRIENDLY
COMPANIES
SUPPLIER DIVERSITY
PROGRAMS
SDVBOS & DVBOS
GOVERNMENT & LAW
ENFORCEMENT AGENCIES
VETERAN-FRIENDLY
SCHOOLS**

**SOLDIERS
WHO SALSA!**

**NMSDC
PROFILES**

**STEM IN
ACTION**

**GENE
SIMMONS**

A ROCKIN', ROLLIN' PATRIOT





DONALD SHEFFIELD

ATLANTIC PETROLEUM & MINERAL RESOURCES INC.

THIS FORMER MARINE STILL HAS MOTIVATION, DETERMINATION AND PERSEVERANCE

Donald Sheffield built his company, Atlantic Petroleum & Mineral Resources, Inc. (APMR), through sheer motivation, determination and perseverance—all traits that stemmed from his military experience. He enlisted in the U.S. Marine Corps while still in high school and served as an active-duty Marine for the next 23 years. He held numerous leadership, supervisory and management positions within his military career while serving his country throughout the world.

Smooth Transition

“Because recruiting put me in the middle of the civilian community while wearing the uniform, I transitioned easily from the military to civilian life,” explains Sheffield. “My biggest challenge was accepting that while it’s always been about the team and the mission in the military, it’s sometimes about you as an individual and your job security in the civilian world.”

He quickly adapted to the “civilian world,” and when an opportunity arose for him in the oil and gas sector with a major contract drilling company, he took it. Global Marine Offshore Drilling hired Sheffield to penetrate the military bases and recruit quality transitioning service members to hire for offshore positions on their drilling rigs.

“When recruiting the transitioning military members into the oil drilling industry, I would always tell them to just be themselves,” Sheffield says. “The military trains you for what its specific needs are at that particular time. You have already proved that you are trainable, so be open to new ideas and options, and never be content with just having a ‘job’ when you have so much more to offer.”

Hard Work and Higher Education

After much success with the quality of men and women who were sourced from the military, Sheffield proceeded to source and hire U.S. Coast Guard licensed mates and engineers from the maritime academies all across the United States.

At the same time, Sheffield was attending the University of Phoenix, where he obtained



APMR Co-Owner, President and CEO Donald Sheffield

his bachelor’s degree in business management, in addition to working part time as a licensed loan officer for National Lending Corporation. After obtaining his degree, he transitioned over to Pride International Offshore Drilling while assuming the same role and responsibilities as with Global Marine, but in a broader arena within the international marketplace.

Value of Certification

Meanwhile, Sheffield was also growing his own company, APMR, in conjunction with his full-time job. He finally left corporate America to pursue his goals, dreams and aspirations of building a legacy and becoming one of the premier petroleum suppliers in the world. APMR has grown—with no support from financial institutions—to become a sought-after supplier for fuels, oils and lubricants in the city of Houston. Sheffield has built a team that

now provides products and fuel transportation services for numerous local, state and federal contracts that include domestic and international opportunities through the company’s designation as MBE/DBE/SBE/SVOB/SDVOB-certified.

“I think our being certified through the National Minority Supplier Diversity Council (NMSDC) has given larger companies a certain comfort level when working with us,” states Sheffield. “I believe it takes away some of the fear, from a risk-assessment standpoint, that a company has gone through a rigorous vetting process, and now, it is willing to take the chance on these small businesses.” He says this is beneficial, because it enables his company to “be a part of the conversation in the planning phase of the projects, as opposed to being forced to them just to satisfy the numbers to win a bid.”

Entrepreneurial Spirit

To other veterans looking to start their own businesses, Sheffield advises, “Think about your military accomplishments—you did not get there alone. You had a supporting cast, by way of your drill instructors, fellow recruits and family back at home, waiting for you.” He suggests, “You won’t reinvent the wheel, so surround yourself with like-minded people who you can learn from, and gravitate to them. Truly successful people will get just as much satisfaction as you will if they know you have worked to earn it.”

Sheffield plans to do many great things in the energy sector while maximizing his relationships with the NMSDC, Small Business Administration and U.S. Commercial Service while reflecting on his past, grasping the present and being proactive for the future.

