

2006 Top 50 Retailers

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Retailers Rankings



Profiles of the largest propane retail marketers in the United States

1 AmeriGas

P.O. Box 965
Valley Forge, PA 19482
Phone: 610-337-7000 • Fax: 610-992-3253
Web site: www.amerigas.com
Founded: 1959
Owners: Publicly held
Outlets: 640
States: 46
Customers: 1,300,000

2005 fiscal year retail gallons: 1,034,900,000

2005 fiscal year wholesale gallons: 145,000,000
Employees: 6,332
Bobtails: 2,700
Transports: 526
Storage volume: N/A
Acquisitions: 5
Gallons acquired: 11,000,000
Fiscal year ends: 9-30-05

Officers: Lon R. Greenberg, chairman; Eugene V. N. Bissell, president and CEO; Richard W. Fabrizio, vice president of management information systems; Robert W. Krick, vice president and treasurer; William J. Stanczak, controller and chief accounting officer; William D. Katz, vice president of human resources; Robert H. Knauss, vice president, general counsel, and secretary; Jerry E. Sheridan, vice president of finance and CFO; David L. Lugar, vice president of supply and logistics; Carey M. Monaghan, vice president of sales and marketing; Joseph Powers, vice president of PPX; John A. Sette, vice president, northeast region; Randy A. Hannigan, vice president, south region; Colleen T. Fay, vice president, midwest region; John S. Iannarelli, vice president, upper midwest region; Margaret M. Calabrese, assistant secretary; Samuel R. Mauriello, assistant treasurer.

2 Ferrellgas Partners LP

7500 College Blvd., Suite 1000
Overland Park, KS 66210
Phone: 913-661-1500 • Fax: 913-661-1517
E-mail: investors@ferrellgas.com
Web site: www.ferrellgas.com
Founded: 1939
Owners: Publicly Held
Outlets: 133 customer service centers

States: 50 states, the District of Columbia, Puerto Rico and Canada
Customers: more than 1,000,000

2005 fiscal year retail gallons: 897,606,000

2005 fiscal year wholesale gallons: N/A
Employees: 3,704 full-time employees
Bobtails: 2,101
Transports: 330
Storage volume: N/A
Acquisitions: 7
Gallons acquired: N/A
Fiscal year ends: 7-31-05

Officers: James E. Ferrell, president and CEO; Kevin T. Kelly, senior vice president and CFO; Kenneth A. Heinz, senior vice president, corporate development; Stephen L. Wambold, senior vice president, operations; Jeffrey B. Ward, senior vice president, sales and marketing and president, Blue Rhino operations; Patrick J. Walsh, vice president and chief information officer.

3 Cenex Propane Partners

5500 Cenex Drive, Mail Station #585
Inver Grove Heights, MN 55077
Phone: 800-852-8186 Ext. 8428 • Fax: 651-355-8428

E-mail: andy.arendt@chsinc.com
Web site: www.chsinc.com/cenex

Founded: 1929
Owners: CHS Inc.
Outlets: 1,589
States: 42
Customers: 796,766

2005 fiscal year retail gallons: 549,142,587

2005 fiscal year wholesale gallons: 235,346,823
Employees: 6,850
Bobtails: 1,844
Transports: 718

Storage volume: 55,232,008 gallons
Acquisitions: 0
Gallons acquired: 0
Fiscal year ends: 8-31-05

Officers: Leon Westbrook, COO; Kevin Williams, senior vice president, marketing.

Operations Personnel: Monte Rockow, market-

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ing director; Steve Secory, sales director; Alan Groene, sales manager; John Duchscherer, sales.

4 Suburban Propane Partners LP

240 Route 10 West, P.O. Box 206
Whippany, NJ 07981

Phone: 973-887-5300 • Fax: 973-515-5994

Web site: www.suburbanpropane.com

Founded: 1928

Owners: Publicly held

Outlets: 370

States: 30

Customers: 1,000,000

2005 fiscal year retail gallons: 516,040,000

2005 fiscal year wholesale gallons:

44,800,000

Employees: 4,300

Bobtails: 1,148

Transports: 6

Storage volume: 82,000,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 9-24-05

Officers: Mark A. Alexander, CEO; Michael J. Dunn Jr., president; Robert M. Plante, vice president and CFO; Dennis W. Trautman, COO; Jeffrey S. Jolly, vice president and chief information officer; Michael M. Keating, vice president of human resources and administration; Mark Anton II, vice president of business development; Russell T. Rupp, vice president of support services; Douglas T. Brinkworth, vice president of supply; A. Davin D'Ambrosio, treasurer; Janice G. Sokol, vice president, general counsel and secretary; and Michael A. Stivala, chief accounting officer.

5 Inergy LP

Two Emanuel Cleaver II Blvd., Suite 200
Kansas City, MO 64112

Phone: 816-842-8181 • Fax: 816-471-3854

E-mail: info@inergyservices.com

Web site: www.inergypropane.com

Founded: 1996

Owner: Publicly held

Outlets: 342

States: 29

Customers: 700,000

2005 fiscal year retail gallons: 419,000,000

(Pro forma for retail acquisitions)

2005 fiscal year wholesale gallons:

391,300,000

(Pro forma for retail acquisitions)

Employees: 2,862

Bobtails: 1,273

Transports: 252

Storage volume: 29,000,000 gallons

Acquisitions: 6

Gallons acquired: 75,100,000

Fiscal year ends: 9-30-05

Officers: John J. Sherman, president and CEO; Phillip L. Elbert, executive vice president, operations; David G. Dehaemers Jr., executive vice president, corporate development; R. Brooks Sherman Jr., senior vice president and CFO; Carl A. Hughes, vice president, business development; William C. Gautreaux, vice president, supply; Kurt W. Kolbeck, vice president, wholesale; Laura L. Ozenberger, vice president, general counsel and corporate secretary; Stan A. Ross, vice president, corporate controller; Andrew L. Atterbury, vice president, corporate strategy; Richard C. Kreul, vice president, Inergy Services; Michael J. Campbell, vice president and treasurer; Jay Cates, vice president, South region; Ted Jeffcoat, vice president, East region; William R. Moler, vice president, midstream operations; Marlo Young, vice president, Midwest region.

Operations Personnel: Dave Bertelsen, president, Northern Ohio; Steve Boyle, president, Florida; Chris Cafarella, president, Mid-Atlantic; Craig Courts, president, Michigan; James Devens, president, Virginia, North Carolina; Mark Dmochowski, president, Southeast; Joe Donnell, president, L&L Transportation; Dave Feheley, president, Western New England; Tom Haiar, president, Mississippi, Alabama; Gary Komosa, president, Illinois; Dan Manson, president, Indiana; Steve Merhar, president, Eastern New England; John Miller, president, Eastern Ohio, Western Pennsylvania; Ed Moreno, president, Wisconsin; Bruce Tripp, president, New York, Pennsylvania; Mike Vaughn, president, Texas, Oklahoma; Dave Wright, president, Southern Ohio; Tom Wright, director fleet, purchasing, asset sales.

6 Heritage Propane

8801 South Yale, Suite 310

Tulsa, OK 74137

Phone: 918-492-7272 • Fax: 918-493-7290

E-mail: pbirch@heritagepropane.com

Web site: www.heritagepropane.com

Founded: 1989

Owners: Energy Transfer Partners LP (ETP: NYSE)

Outlets: 321

States: 34

Customers: 769,003

2005 fiscal year retail gallons: 406,333,755

2005 fiscal year wholesale gallons:

70,047,390

Employees: 2,747

Bobtails: 1,198

Transports: 60

Acquisitions: 10

Gallons acquired: 19.3 million

Fiscal year ends: 8-31-05

Officers: Energy Transfer Partners LP: Ray C.

Davis, co-chairman and co-CEO; Kelcy L. Warren, co-chairman and co-CEO; H. Michael Krimbill, president and CFO; John Daigh, vice president and treasurer. Heritage Propane: R.C. Mills, president and COO; Bradley K. Atkinson, vice president corporate development; Karen Hicks, vice president administration; Curtis Weishahn, vice president Western operations; Mark Darr, vice president Southern operations; Bill Powers, vice president Northeast operations; Paul Ward, vice president Northwest operations; George Palmer, vice president; and Tom Stikeleather, vice president Metrolift operations.

Operations Personnel: Managers: Jerry Lucas, vice president of safety and technical training; Randy Chitty and Pat West, directors of marketing; Lloyd Pope, Van Peterson, Wayne Canary, Bill Kiefer, Blaine Cronn, Bob Hill, Alan Wells, Mike Hainlin, Bill Tate, Trip Timberlake, Steve Sheffield, Jim Hamilton, Tony Provencio, Tony Slayden, Joe Rosengrant, Don Kendall, Jane Stroupe, Bob Young, Bob Spaniel, Bob Fritz, Phillip Comstock, Ryan Poole, Andy Smith, Carl Weeks, Dale Burgess, Sean Daugherty, Eddie Julian, Bill Cody and Norm Crook, vice presidents.

7 GROWMARK System

1701 Towanda Avenue

Bloomington, IL 61702

Phone: 309-557-6000 • Fax: 309-557-7145

E-mail: mailus@growmark.com

Web site: www.growmark.com

Founded: 1927

Owners: Farmer Cooperative

Outlets: 284

States: 13

Customers: N/A

2005 fiscal year retail gallons: 208,008,379

2005 fiscal year wholesale gallons: 8,484,000

Employees: N/A

Bobtails: N/A

Transports: 225

Storage volume: N/A

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 8-31-05

Officers: Bill Davisson, CEO; Steve Barwick, vice president, corporate marketing and operations; Dan Kelley, chairman of the board and president.

Operations Personnel: Shelly Kruse, energy division manager; Dwight Farber, director of energy business development; Kirk McCullick, marketing manager, propane.

8 Titan Propane LP

500 Meijer Dr. Suite 200

Florence, KY 41042

Phone: 866-536-7288 • Fax: 859-647-8582

E-mail: dross@titanlp.com

Web site: www.titanpropane.com

Founded: 1996
Owners: Private
Outlets: 146
States: 32
Customers: 340,000
2005 fiscal year retail gallons: 206,585,000
2005 fiscal year wholesale gallons: 4,444,000
Employees: 1,414
Bobtails: 630
Transports: 0
Storage volume: 13,000,000 gallons
Acquisitions: 1
Gallons acquired: 1,000,000
Fiscal year ends: 6-30-05
Officers: Bill Corbin, CEO; David Riggan, CFO; Paul Grady, COO.
Operations Personnel: Donald Moss, operations manager; Maryann Begay, executive administrator.

9 MFA Oil Co.

One Ray Young Drive
Columbia, MO 65205-0519
Phone: 573-442-0171 • Fax: 573-873-0321
E-mail: admin@mfaoil.com
Web site: www.mfaoil.com
Founded: 1929
Owners: Farmers Cooperative

Outlets: 112
States: 5
Customers: 103,500
2005 fiscal year retail gallons: 86,500,000
2005 fiscal year wholesale gallons: N/A
Employees: 365
Bobtails: 270
Transports: 30
Storage volume: 5,950,000 gallons
Acquisitions: 0
Gallons acquired: 0
Fiscal year ends: 8-31-05
Officers: Jerry Taylor, president; Ken Caspall, senior vice president, sales; Melvin Schebaum, vice president, supply and distribution; Jim Belcher, senior vice president, administration.
Operations personnel: Bob Barton, Joe Case, David Dunlap, Butch Burlbaugh, Jeff Goodwin, James Greer, Barry Oden, Julian Nichols, Floyd Ouderkirck, and Paul Romine, district sales managers; Dick Tuinstra, propane training and safety manager.

10 Southern States Cooperative

6606 West Broad St.
Richmond, VA 23260
Phone: 804-281-1000 • Fax: 804-281-1362

Web site: www.southernstates-coop.com

Founded: 1923
Owners: Farmers Cooperative
Outlets: 84
States: 6
Customers: 78,655
2005 fiscal year retail gallons: 72,401,000
2005 fiscal year wholesale gallons: N/A
Employees: 411
Bobtails: 170
Transports: 0
Storage volume: 0
Acquisitions: 0
Gallons acquired: 0
Fiscal year ends: 6-30-05
Officers: Tom Scribner, CEO; Leslie Newton, CFO; Wesley Wright, COO; Hoppy Ancarrow Jr., general counsel and secretary.
Operations Personnel: Ray Works, vice president-petroleum business; Tracy Amburgey, operations-supply and distribution; Steve Knox, propane supply and distribution; Jennifer Updike, controller.

11 Blossman Gas Inc.

P.O. Box 1110, 809 Washington Ave.

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Ocean Springs, MS 39564
Phone: 228-872-8900 • Fax: 228-875-9307
E-mail: info@blossmangas.com
Web site: www.blossmangas.com

Founded: 1951
Owners: Blossman family and employees
Outlets: 74
States: 8
Customers: 121,160

2005 fiscal year retail gallons: 71,069,000

2005 fiscal year wholesale gallons: N/A

Employees: 602

Bobtails: 171

Transports: 0

Storage volume: 5,000,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 6-30-05

Officers: John Blossman, chairman; Stuart Weidie, president and CEO; Jessie Johnson, vice president, sales; Al Allen, senior vice president; David Reynolds, vice president, finance; Walt Stuart, vice president, field services.

Operations Personnel: Mark Denton, Scott Sturdivant, Todd Reinke, Felton Crews and Scott Prewitt, area managers; Don Singleton, safety and training director; Corky Crow, information technology director; Marty Beech, MIS manager; Karen Zwerg, accounting manager.

12 Lakes Gas Co.

655 South Lake St., Box 400
Forest Lake, MN 55025
Phone: 651-464-3345 • Fax: 651-464-7467
E-mail: info@lakesgasco.com
Founded: 1959

Owner: Howard E. Sargeant

Outlets: 43

States: 5

Customers: 76,000

2005 fiscal year retail gallons: 65,800,000

2005 fiscal year wholesale gallons:

48,000,000

Employees: 285

Bobtails: 126

Transports: 4

Storage volume: 4,780,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 6-30-05

Officers: Howard Sargeant, president; Steve Sargeant, vice president.

Operations Personnel: Pat Head, Dave Anderson, Bill Brown and Glenn Oberg.

13 United Propane Gas

P.O. Box 2450, 4200 Cairo Road
Paducah, KY 42002
Phone: 270-442-5557 • Fax: 270-444-6380
E-mail: info@upgas.com

Web site: www.unitedpropanegas.com

Founded: 1953

Owners: Privately held

Outlets: 50

States: 8

Customers: 125,000

2005 fiscal year retail gallons: 63,000,000

2005 fiscal year wholesale gallons: N/A

Employees: 350

Bobtails: 250

Transports: 55

Storage volume: 3,250,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 5-31-05

Officers: E. Small, president; C. Small, vice president; E. Gibson, general counsel; K. Willie, CFO; K. Hite, IT; D. Walsh, plant operations; J. Small, office operations; K. Walker, general manager; W. VanWyck, assistant general manager.

14 Liberty Propane

10740 Nail Avenue, Suite 201
Overland Park, KS 66211
Phone: 913-648-1588 • Fax: 913-648-5105
E-mail: kmiserner@libertypropane.com
Web site: www.libertyenergypartners.com

Founded: 2003

Owner: Privately Held

Outlets: 33

States: 9

Customers: 85,000

2005 fiscal year retail gallons: 54,000,000 (annualized)

2005 fiscal year wholesale gallons: 6,000,000 (annualized)

Employees: 315

Bobtails: 145

Transports: 10

Storage volume: 3,500,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: June-05

Officers: Kent A. Misemer, CEO; Larry A. Weinstein, CFO; Boyd H. McGathey, COO.

Operations Personnel: John Robert Mattocks, president, Jenkins Group; James R. Davis, vice president eastern region; David T. Cunningham, vice president western region.

15 Griffith Energy

760 Brooks Ave.
Rochester, NY 14619
Phone: 585-328-3930 • Fax: 585-328-7114
Web site: www.griffithenergy.com

Founded: 1922

Owner: Private Ownership

Outlets: 28

States: 3

Customers: 102,000

2005 fiscal year retail gallons: 380,400,000

2005 fiscal year wholesale gallons:

307,000,000

Employees: 554

Bobtails: 87

Transports: 42

Storage volume: 20,713,000 gallons

Acquisitions: 3

Gallons acquired: 1,800,000

Fiscal year ends: 6-30-05

Officers: John Hamilton, president and CEO; Christian Modesti, CFO; William Pfeiffer, vice president operations; Mark Turley, vice president supply and wholesale; Mike Sayers, controller; Rob Sant, general counsel; Bruce Ruppert, corporate business development.

Operations Personnel: Dean Crocker, region manager WNY; Dan Goble, region manager CNY; Kevin Fuess, region manager NNY.

16 Eastern Propane Gas

28 Industrial Way
Rochester, NH 03867
Phone: 603-332-2080 • Fax: 603-335-0545
Web site: www.eastern.com

Founded: 1932

Owner: Charles Vernon Clement III

Outlets: 7

States: 4

Customers: 80,000

2005 fiscal year retail gallons: 37,700,000

2005 fiscal year wholesale gallons:

17,000,000

Employees: 331

Bobtails: 80

Transports: 10

Storage volume: 2,130,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 6-30-05

Officers: Charles V. Clement III, president and CEO; Jeffrey Taylor, executive vice president and COO; James Hurley Sr., vice president, supply and business development; Peter W. Gowell, CFO and senior vice president, finance; Brian Boudreau, vice president, human resources and risk management; Denis Gagne, vice president, wholesale; Paul Daniels, vice president, retail operations; Kathy Ford, vice president, customer care.

Operations Personnel: Jeff Dillion, manager of Rochester; William Massey, manager of Loudon; Mike Schlosser, manager of Winchendon; Jim Blake, manager of Danvers; Bernie Moore, manager of Hudson; Chuck Gilbert, manager of Franklin.

17 All Star Gas Corp.

119 W. Commercial St.
Lebanon, MO 65536
Phone: 417-532-3103 • Fax: 417-532-9827

E-mail: mail@allstargas.com
Web site: www.allstargas.com

Founded: 1963

Owner: Privately held

Outlets: 52

States: 8

Customers: 45,000

2005 fiscal year retail gallons: 33,275,000

2005 fiscal year wholesale gallons: 0

Employees: 245

Bobtails: 115

Transports: 4

Storage volume: 5,000,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 6-30-05

Officers: John R. Gordon Jr., president and CEO; Jeff Finstad, vice president and CFO; Brad Beneke, senior vice president; Kris Lindsey, executive vice president.

Operations Personnel: Lynn Brown, Steve Fry, Bob Silva, Steve Swillum, Brett Mahan, regional sales managers.

18 The Gas Company LLC

P.O. Box 3000

Honolulu, HI 96802-3000

Phone: 808-535-5900 • Fax: 808-535-5944

Web site: www.hawaiigas.com

Founded: 1904

Owners: HGC Gas Holdings LLC

Outlets: 7

States: 1

Customers: 30,947

2005 fiscal year retail gallons: 30,754,420

2005 fiscal year wholesale gallons: N/A

Employees: 313

Bobtails: 34

Transports: 7

Storage volume: 2,400,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 6-30-05

Officers: Jim R. Yates, president.

Operations Personnel: Thomas Young, director, gas operations; Charles Calvet, manager, engineering; Craig Furuta, manager, LPG supply and distribution; George Lee, manager, asset management and new service installation; Robert Miyasaki, manager, gas technology; Roy Yoshimoto, manager, transmission and distribution; Lance Lam, division manager, Neighbor Islands/east Hawaii; Marvin Min, branch manager, west Hawaii; Mustafa Demirbag, branch manager, Maui County; Glen Takenouchi, branch manager, Kauai.

19 Paraco Gas

2975 Westchester Ave.

Purchase, NY 10577

Phone: 914-696-4427 • Fax: 914-696-4443

E-mail: contactus@paraco-gas.com

Web site: www.paraco-gas.com

Founded: 1968

Owner: Armentano family

Outlets: 16

States: 3

Customers: 58,092

2005 fiscal year retail gallons: 28,893,509

2005 fiscal year wholesale gallons: 4,623,000

Employees: 200

Bobtails: 50

Transports: 0

Storage volume: 916,000 gallons

Acquisitions: 5

Gallons acquired: 3,750,000

Fiscal year ends: 7-31-05

Officers: Pat Armentano, chairman; Joseph Armentano, CEO; John Armentano, vice president corporate development and acquisitions; Michael Gioffre, vice president, sales and marketing; Mark Zimora, vice president operations;

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Arthur Ravo, product supply and logistic manager; Steve Baier, controller; Mike DiGiorgio, director of safety.

20 Valley National Gases Inc.

P.O. Box 6628
Wheeling, WV 26003
Phone: 304-232-1542 Fax: 304-234-4464
E-mail: r_swoger@vngas.com
Web site: www.vngas.com

Founded: 1958
Owners: Publicly held
Outlets: 31
States: 14
Customers: N/A

2005 fiscal year retail gallons: 28,000,000

2005 fiscal year wholesale gallons: N/A
Employees: N/A
Bobtails: 77
Transports: 0
Storage volume: 1,000,000 gallons
Acquisitions: 2
Gallons acquired: N/A
Fiscal year ends: 6-30-06

Officers: James P. Hart, president and CFO; W. A. Indelicato, CEO; Gerald W. Zehala, executive vice president and COO.

Operations Personnel: Rod Swoger, purchasing manager.

21 Federated Propane

Box 477
Cambridge, MN 55008
Phone: 763-689-1751 • Fax: 763-689-1756
Founded: 1942
Owners: Federated Co-ops Inc.

Outlets: 15
States: 2
Customers: 24,500

2005 fiscal year retail gallons: 21,600,000

2005 fiscal year wholesale gallons: 500,000
Employees: 58
Bobtails: 43
Transports: 7
Storage volume: 970,000 gallons
Acquisitions: 0
Gallons acquired: 0
Fiscal year ends: 12-31-05

Officers: Jim Bartz, president; Abdon Peterson Jr., secretary.

22 Sharp Gas

520 Commerce Street
Salisbury, MD 21804
Phone: 443-260-1520 • Fax: 443-260-1538
E-mail: bzola@chpk.com
Web site: www.chpk.com

Founded: 1981
Owners: Chesapeake Utilities Group
Outlets: 9

States: 4

Customers: 35,000

2005 fiscal year retail gallons: 21,000,000

2005 fiscal year wholesale gallons: 4,000,000
Employees: 121
Bobtails: 42
Transports: 3
Storage volume: 2,500,000 gallons
Acquisitions: 1
Gallons acquired: 1
Fiscal year ends: 12-31-05

Officers: S. Robert Zola, president.

Operations Personnel: Adrien Turcotte, operations manager; Ron Patrick, facilities manager; Joe Cumiskey, supply manager; Eric Mays, community gas system manager.

23 Herring Gas Co. Inc.

P.O. Box 308
Meadville, MS 39653
Phone: 601-384-5833 • Fax: 601-384-2205
E-mail: eherring@herringgas.com

Founded: 1946
Owner: Herring family
Outlets: 20
States: 2
Customers: 40,000

2005 fiscal year retail gallons: 18,500,000

2005 fiscal year wholesale gallons: N/A
Employees: 168
Bobtails: 72
Transports: 4
Storage volume: 1,559,000 gallons
Acquisitions: 0
Gallons acquired: 0
Fiscal year ends: 9-30-05
Officers: Ed Herring, COB; Bob Kimbrough, CEO; Jody Herring, president; Amy Smith, controller; Richard Graves, MIS.

Operations Personnel: Mike Carraway, Eddie Stebbins, Don Cavin, operations managers; Tommy Smallwood, fleet safety manager.

24 Diversified Energy

3973-A Market St.
Wilmington, NC 28403
Phone: 910-332-0380 • Fax: 910-332-0381
E-mail: contactus@divenergy.com
Web site: www.divenergy.com

Founded: 2000
Owners: 19 North Carolina electric cooperatives
Outlets: 10
States: 4
Customers: 25,000

2005 fiscal year retail gallons: 17,480,000

2005 fiscal year wholesale gallons: 5,440,000
Employees: 87
Bobtails: 42
Transports: 2
Storage volume: 1,088,000 gallons
Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 6-30-05

Officers: Kirk Bailey, CEO; Bob Troop, vice president; Joe Staton, controller.

Operations personnel: Marilyn Oakes, operations coordinator; Sam Newberry, Steven Rhodes, Lenny Hall, area sales managers; John Huggins, construction manager; Bob Bartlett, Cecil Hammonds, Dennis Stein, Patsy Witherspoon, John Eastwood, Jimmy Miizell.

25 Scott Petroleum Corp.

102 Main St.
Itta Bena, MS 38941
Phone: 662-254-9024 • Fax: 662-254-6660
E-mail: sasii@tecinfo.com

Web site: www.scottpetroleuminc.com

Founded: 1935

Owner: Solon A. Scott Jr.
Outlets: 24
States: 3

Customers: 30,000

2005 fiscal year retail gallons: 16,000,000

2005 fiscal year wholesale gallons: N/A
Employees: 130
Bobtails: 54
Transports: 6

Storage volume: 2,400,000
Acquisitions: 2
Gallons acquired: 800,000
Fiscal year ends: 12-31-05

Officers: Solon Scott Jr., president; Solon Scott III, vice president; Mike Tuttle, secretary and CFO.

Operations Personnel: Harold Johnson, general manager; Vince McDaniel, credit manager; David McClusky, transport manager; Donna Overby, controller.

26 Anderson's Propane

Rt. 1, Box 199B
Hindsville, AR 72738
Phone: 501-789-5188 • Fax: 501-789-5566
Founded: 1988

Owners: Don and Doug Anderson
Outlets: 6
States: 3
Customers: 39,000

2005 fiscal year retail gallons: 15,500,000

2005 fiscal year wholesale gallons: N/A
Employees: 62
Bobtails: 30
Transports: 5
Storage volume: 1,027,000,000 gallons
Acquisitions: 0
Gallons acquired: 0
Fiscal year ends: 12-31-05

Officers: Don Anderson and Doug Anderson, owners and operators.

27 Delta Liquid Energy

P.O. Box 3068
Paso Robles, CA 93447
Phone: 805-239-0616 • Fax: 805-239-1327
E-mail: billp2@deltaliquidenergy.com
Web site: www.deltaliquidenergy.com
Founded: 1936
Owner: Platz family
Outlets: 9
States: 1
Customers: 14,807
2005 fiscal year retail gallons: 14,592,866
2005 fiscal year wholesale gallons: 3,667,507
Employees: 108
Bobtails: 28
Transports: 3
Storage volume: 430,000 gallons
Acquisitions: 0
Gallons acquired: N/A
Fiscal year ends: 9-30-05
Officers: D. Frank Platz, chairman; William Platz, president.

28 Tri-Gas & Oil Co. Inc.

P.O. Box 465, 3941 Federalsburg Highway
Federalsburg, MD 21632

Phone: 410-754-8184 • Fax: 410-754-1015
E-mail: kcmcahan@trigas-oil.com
Web site: www.trigas-oil.com
Founded: 1963
Owners: Keith A. McMahan
Outlets: 6
States: 2
Customers: 25,200
2005 fiscal year retail gallons: 13,680,192
2005 fiscal year wholesale gallons: 18,365,843
Employees: 165
Bobtails: 28
Transports: 15
Storage volume: 924,000 gallons
Acquisitions: 0
Gallons acquired: 0
Fiscal year ends: 9-30-05
Officers: Keith A. McMahan, president; Lee Nash McMahan, secretary/treasurer; Earl F. Slacum, executive vice president, assistant secretary/treasurer.
Operations Personnel: Peter Ryan, COO; Mark Heckler, CFO; Tony Kenton, Rick Shorter, Dick Barrow, Frank Marshall, district managers; Lee N. McMahan, director, wholesale/transport.

29 Penn Fuel Propane LLC

2 N. Ninth St.
Allentown, PA 18101
Phone: 570-620-3353 • Fax: 570-620-3313
E-mail: hjschmidt@pplweb.com
Founded: 1950
Owners: PPL Corp.
Outlets: 11
States: 4
Customers: 33,500
2005 fiscal year retail gallons: 13,409,000
2005 fiscal year wholesale gallons: 309,000
Employees: 83
Bobtails: 30
Transports: 0
Storage volume: 760,000 gallons
Acquisitions: 0
Gallons acquired: 0
Fiscal year ends: 12-31-05
Officers: Robert Geneczko, president; Jack Preston, vice president.
Operations Personnel: Herb Schmidt, LP division manager; Denise Browning, LP financial specialist; Beth Donovan, LP supervisor of administration and policy.

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30 G&B Energy

P.O. Box 811, 667 N. Bridge St.
Elkin, NC 28621

Phone: 336-835-3607 • Fax: 336-835-2117

E-mail: rcaudle@gbenergy.com

Web site: www.gbenergy.com

Founded: 1930

Owner: Family owned

Outlets: 7

States: 2

Customers: 23,000

2005 fiscal year retail gallons: 13,395,000

2005 fiscal year wholesale gallons: N/A

Employees: 118

Bobtails: 31

Transports: 4

Storage volume: 510,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 4-30-05

Officers: Fred Eidson, owner, secretary, treasurer; Jeff Eidson, owner, president; Rick Caudle, vice president, operations; Kelly Douglas, vice president, finance; Jeff Steelman, vice president, gasoline retail operations.

Operations Personnel: Travis Brown, Kevin Campbell, David Warren, Danny Hobson, district managers. Ravaughn Ashley, Lyn Ashley, commissioned agents.

31 Gas Inc.

P.O. Box 1223, 107 Mattox Court

LaGrange, GA 30241

Phone: 706-885-9573 • Fax: 706-885-9720

Founded: 1947

Owners: N/A

Outlets: 14

States: 3

Customers: 34,000

2005 fiscal year retail gallons: 13,184,965

2005 fiscal year wholesale gallons: 2,000,000

Employees: 116

Bobtails: 0

Transports: 3

Storage volume: 1,975,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 9-30-05

Officers: Betty Mattox, chairman; Ken Mattox Jr., CEO; Bob Hetzler, vice president, operations; Forest Shepherd, treasurer.

32 EnergyUnited Propane LLC

317 Sanford Ave.

Mocksville, North Carolina 27028

Phone: 800-822-0197 Ext. 2201

Fax: 704-832-0117

E-Mail: don.schalk@energyunited.com

Web site: www.energyunited.com

Founded: 2000

Owner: EnergyUnited

Outlets: 14

States: 2

Customers: 22,000

2005 fiscal year retail gallons: 11,200,000

2005 fiscal year wholesale gallons: N/A

Employees: 80

Bobtails: 36

Transports: 0

Storage volume: 800,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 12-31-05

Officers: Donald F. Schalk, president and general manager; H. Wayne Wilkins, COO; Alec Natt, CFO; Sarah Wallace, secretary.

Operations Personnel: Donald F. Schalk, gen-

eral manager; Frank Perry, Boyce Cleary, Bill Riggins, Richard Glander, Mac Hudgins, Dewey Jackson and Bernard Simmons, market managers.

33 Country Gas Co.

P.O. Box 1269

Sumiton, AL 35148

Phone: 205-648-3237 • Fax: 205-648-4111

E-mail: ken@countrygas.com

Web site: www.countrygas.com

Founded: 1969

Owner: Drummond & Watson Families

Outlets: 12

States: 2

Customers: 21,000

2005 fiscal year retail gallons: 9,150,000

2005 fiscal year wholesale gallons: N/A

Employees: 110

Bobtails: 25

Transports: 7

Storage volume: 800,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 8-31-05

Officers: Rabon Watson and Mitchell

Drummond, owners; Ken Watson, president,

Country Gas Inc.; Brad Drummond, vice president, Country Gas Inc.; Steve Watson, secretary, Country Gas Inc.; Phillip Drummond, treasurer, Country Gas Inc.; Rex Watson, owner, president, Country Gas of Madison County Inc.; Rabon Watson, president, Country Gas of Madison County Inc.; Mitchell Drummond, secretary, treasurer, Country Gas of Madison County Inc.

Operations Personnel: Brad Drummond, Sumiton; Steve Watson, Jasper; Gerald Williams, Blountsville; Jayne Roberts, Nesmith; Deb Blankenship, Moulton; Jim Conner, Albertville; Lynn Furgeson, Sylvania, Shannon Turrentine, Hartselle; Jimmy Bush, Barry Johnson, Huntsville; Zach Watson, Brentwood; Marilyn Pulliam, Safety.

34 Propane Central LLC

514 N. 9th Street

Salina, KS 67401

Phone: 785-823-2287 • Fax: 785-823-0822

E-mail: davep@propanecentral.com

Web site: www.propanecentral.com

Founded: 2001

Outlets: 5

States: 1

Customers: 12,000

2005 fiscal year retail gallons: 9,107,956

2005 fiscal year wholesale gallons: 0

Employees: 45

Bobtails: 17

Transports: 0

Storage volume: 543,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 7-31-05

Officers: David Payne, chairman; Dean Sparks, vice chairman; Ann Payne, Dwight Baer, Darvin Marti and Alan Stewart, board members.

Operations Personnel: David Payne, general manager; Lee Parker, director of operations; Ann Payne, director of finance; Eric Payne, director of communications; Amanda Michaelis, director of administration.

35 Milton Propane

3992 E. Vincent St.

Milton, WI 53563

Phone: 608-868-9710 • Fax: 608-868-6786

E-mail: jarndt@miltonpropane.com

Founded: 1967

Owner: John C. Arndt

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Outlets: 5

States: 3

Customers: 9,900

2005 fiscal year retail gallons: 8,107,000

2005 fiscal year wholesale gallons: N/A

Employees: 42

Bobtails: 17

Transports: 3

Storage volume: 498,000

Acquisitions: 1

Gallons acquired: 775,000

Fiscal year ends: 12-31-05

Officer: John C. Arndt, president.

Operations Personnel: Tim Goers, sales manager; Scott Aylesworth, Waupun manager; Rob Horn, Milton manager; Jim Kenney, Rochelle manager; Jeff Schmidt, Sayner manager; Larry Dobson, Kaukauna manager.

36 Thompson Gas

6708 Old National Park

Boonsboro, MD 21713

Phone: 301-432-6611 • Fax: 301-432-7147

E-mail: rthomp@thompsongas.com

Web site: www.thompsongas.com

Founded: 1946

Owner: James G. Thompson, J. Randall

Thompson

Outlets: 14

States: 9

Customers: 17,000

2005 fiscal year retail gallons: 8,000,000

2005 fiscal year wholesale gallons: 250,000

Employees: 142

Bobtails: 25

Transports: 0

Storage volume: 1,500,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 6-30-05

Officers: J. Randall Thompson, president; G. Jeffrey Kerns, executive vice president; James G. Thompson, secretary and treasurer; Tom Butler, regional vice president.

Operations Personnel: Gary Nouse, distribution manager; Mark Ruggiero, regional manager.

37 CAP-Trico Oil & Propane Cooperative

3959 Main Street

Kettle River, MN 55757

Phone: 218-273-4850 • Fax: 218-273-6130

E-mail: markg@cap-trico.com

Founded: 1929

Owners: Member owned

Outlets: 7

States: 1

Customers: 9,850

2005 fiscal year retail gallons: 7,900,000

2005 fiscal year wholesale gallons: 0

Employees: 32

Bobtails: 24

Transports: 0

Storage volume: 430,000

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 4-30-05

Officers: Board of Directors

Operations Personnel: Bruce Munter, general manager; Mark Grave, LP department manager.

38 Northwest Propane Gas Co.

11551 Harry Hines Blvd.

Dallas, TX 75229

Phone: 972-247-6121 • Fax: 972-241-2555

E-mail: sales@northwestpropane.com

Web site: www.northwestpropane.com

Founded: 1946

Owners: Privately held

Outlets: 4

States: 1
Customers: 16,000
2005 fiscal year retail gallons: 7,404,753
2005 fiscal year wholesale gallons: 2,723,047
Employees: 44
Bobtails: 18
Transports: 6
Storage volume: 399,000 gallons
Acquisitions: 0
Gallons acquired: 0
Fiscal year ends: 8-31-05
Officers: Jay B. Wood, president; Tim L. Wood, vice president; Jerry Hatzfeld, manager.

39 Superior Gas Inc.

P.O. Box 308
Roanoke, AL 36274
Phone: 334-863-2138 • Fax: 334-863-4950
Founded: 1948
Owners: Rainer family
Outlets: 10
States: 3
Customers: N/A
2005 fiscal year retail gallons: 6,925,000
2005 fiscal year wholesale gallons: N/A
Employees: 71
Bobtails: 29

Transports: 3
Storage volume: 1,246,000 gallons
Acquisitions: 0
Gallons acquired: 0
Year ends: 1-31-05
Officers: James W. Rainer III, president; Anne Montgomery, vice president and secretary; Bill Montgomery, general manager.
Operations Personnel: Deke Foy, controller.

40 Burkardt's LP Gas

12420 W. Penn Rd.
Polo, IL 61064
Phone: 815-946-3081 • Fax: 815-946-3081
E-mail: bburkardt@frontiernet.net
Founded: 1982
Owners: Bill and Beverly Burkardt
Outlets: 1
States: 1
Customers: 5,000
2005 fiscal year retail gallons: 6,837,935
2005 fiscal year wholesale gallons: N/A
Employees: 17
Bobtails: 9
Transports: 0
Storage volume: 233,000 gallons (in four locations)

Acquisitions: 0
Gallons acquired: 0
Fiscal year ending: 9-30-05
Officers: Bill Burkardt, president, general manager, dispatcher; Beverly Burkardt, secretary/treasurer, office manager, director of supply acquisition
Operations Personnel: Mike Faivre, service manager, supplies purchasing.

41 Florida Public Utilities Co. - Propane Operations

401 S. Dixie Hwy.
West Palm Beach, FL 33401
Phone: 561-838-1767 • Fax: 561-833-8562
E-mail: mls@fpuc.com
Founded: 1949
Owners: Public Company
Outlets: 4
States: 1
Customers: 12,576
2005 fiscal year retail gallons: 6,833,687
2005 fiscal year wholesale gallons: 246,391
Employees: 38
Bobtails: 19
Transports: 0

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Storage volume: 552,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 12-31-05

Officers: John T. English, president and CEO;
Chuck L. Stein, senior vice president and COO;
George W. Bachman, CFO.

Operations Personnel: Marc L.
Schneidermann, director of corporate services;

Barry E. Kennedy, general manager, south florida division; Donald E. Kitner, general manager, central florida division; Keith Pomoroy, district manager, west florida division; Cliff Schaak, district manager, northeast florida division.

42 Cooperative Propane Inc.

811-B West Bypass

Andalusia, AL 36420

Phone: 334-428-2342 • Fax: 334-222-2331

E-mail: benny.gay@powersouth.com

Web site: www.cooperativepropane.com

Founded: 1948

Owner: Cooperative Services Inc.

Outlets: 9

States: 2

Customers: 15,000

2005 fiscal year retail gallons: 6,700,000

2005 fiscal year wholesale gallons: N/A

Employees: 54

Bobtails: 26

Transports: 0

Storage volume: 1,163,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 12-31-05

Officers: Benny Gay, general manager.

Operations Personnel: David Marcum, controller; John Owens, operations manager.

43 Linden's Propane Inc.

14219 LaGrange Rd.

LaGrange, OH 44050

Phone: 440-458-5155 • Fax: 440-458-5157

Founded: 1958

Owners: Phil and Holly Linden

Outlets: 2

States: 1

Customers: 7,000

2005 fiscal year retail gallons: 6,500,000

2005 fiscal year wholesale gallons: N/A

Employees: 12

Bobtails: 7

Transports: 2

Storage volume: 180,000 gallons

Acquisitions: N/A

Gallons acquired: N/A

Fiscal year ends: 8-31-05

Officers: Philip G. Linden, president-owner;
Holly M. Linden, secretary-treasurer.

Operations Personnel: John Linden, plant manager; Terri Seabold, office manager; Rich Hershey, service manager.

44 Southeast Propane LLC

350 West Hwy. 13, P.O. Box 426

Gwinner, ND 58040-0426

Phone: 701-678-2416 • Fax: 701-678-2615

E-mail: robinsep@drtel.net

Founded: 2000

Owners: Farmers Union Coop Oil Co. Lisbon ND; Farmers Union Oil Co. Lidgerwood, ND

Outlets: 6

States: 2

Customers: 3,000

2005 fiscal year retail gallons: 6,500,000

2005 fiscal year wholesale gallons: 366,175

Employees: 11

Bobtails: 8

Transports: 0

Storage volume: 303,500 gallons

Acquisitions: 0
Gallons acquired: 0
Fiscal year ends: 9-30-05

Officers: Weldon Hoesel, president; Don Olson, secretary; Richard Score, Mark Bopp, directors.

Operations Personnel: Robin Rehborg, general manager.

45 E.O. Sharp Butane Co. Inc.

108 Main St.
Smithville, TX 78957
Phone: 512-237-2521 • Fax: 512-360-2648
E-mail: smckay@sharp-propane.com
Web site: www.sharp-propane.com

Founded: 1949
Owner: Michael D. Sharp Jr.

Outlets: 10
States: 1
Customers: 11,500

2005 fiscal year retail gallons: 6,420,454

2005 fiscal year wholesale gallons: 960,274

Employees: 65
Bobtails: 17
Transports: 0
Storage volume: 793,850 gallons

Acquisitions: 823,850
Gallons acquired: 131,871
Fiscal year ends: 12-31-05

Officers: Michael D. Sharp Jr., CEO; Steve McKay, COO.

Operations Personnel: Managers: Bob Hornbeck, Ft. Worth; Jason Peck, Marble Falls, Georgetown; Scott Smagacz, Austin; Robert Trevino, Bastrop; Derrell Ragsdale, community systems; Don Nichols, Hearne, La Grange, Flatonia, Carmine; Mark Smith, Seguin.

46 Enderby Gas Inc. (dba Bishop Energy)

P.O. Drawer 717
Gainesville, TX 76241-0717
Phone: 940-665-3457 • Fax: 940-665-8484
E-mail: jim@enderbygas.com
Web site: www.enderbygas.com

Founded: 1945
Owner: Jim Bishop
Outlets: 4
States: 2
Customers: 11,500

2005 fiscal year retail gallons: 6,250,000 (approx. annualized with aquisition)

2005 fiscal year wholesale gallons: 12,644,608

Employees: 62
Bobtails: 20
Transports: 15
Storage volume: 648,000 gallons

Acquisitions: 1
Gallons acquired: 450,000
Fiscal year ends: 8-31-05

Officers: Jim Bishop, president; Ken Bishop,

secretary-treasurer; Betty Jarrell, assistant secretary.

Operations Personnel: Max Eubanks, manager of distribution and supply; B. B. Reedy, Raymond Johnson, branch managers; Ronnie Clough, service manager.

47 CityServiceValcon

640 W. Montana
Kalispell, MT 59901

Phone: 406-755-4321 • Fax: 406-756-8591

E-mail: quality@cityservicevalcon.com

Web site: www.cityservicevalcon.com

Founded: 1990

Owners: Dallas Herron, Kary Tonjum and Dave Waatti.

Outlets: 4

States: 3

Customers: 5,100

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2005 fiscal year retail gallons: 5,998,978

2005 fiscal year wholesale gallons: 738,689

Employees: 21

Bobtails: 11

Transports: 2

Storage volume: 258,000 gallons

Acquisitions: 1

Gallons acquired: 6,300,000

Fiscal year ends: Oct.-05

Officers: Dallas Herron, CEO; Kary Tonjum, operations manager.

48 Southern LP Gas Inc.

P.O. Box 1010, 512 E. Stillwell

DeQueen, AR 71832

Phone: 870-642-2234 • Fax: 870-642-8282

E-mail: ronmoore39@alltel.net

Web site: www.southernlpgas.com

Founded: 1946

Owner: Lou Gray

Outlets: 13

States: 2

Customers: N/A

2005 fiscal year retail gallons: 5,457,255

2005 fiscal year wholesale gallons: 227,344

Employees: N/A

Bobtails: 41

Transports: 0

Storage volume: 1,113,423 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 3-31-05

Officers: Lou Gray, CEO; Ron Moore, president;

Ray Still, vice president, operations; Cathy

Sennett, vice president, administration; Julie

Brown, secretary/treasurer.

Operations Personnel: John Volner, district

manager, Arkansas; Al Cadwallader, district

manager, Louisiana.

49 Consolidated Energy LLC

2411 North Stadium Drive

Columbia, MO 65202

OTHER RESPONDENTS

51 Oklahoma Liquefied Gas Co. Inc.

Seminole, OK

2005 fiscal year retail gallons: 4,802,420

52 Hamilton Energy

Hamilton, MI

2005 fiscal year retail gallons: 4,750,000

53 Marsh LP Gas Co.

Greeneville, TN

2005 fiscal year retail gallons: 4,430,000

54 South Alabama Gas

Evergreen, AL

2005 fiscal year retail gallons: 4,000,000

55 Hotflame Gas Co.

Carney, MI

2005 fiscal year retail gallons: 3,900,000

56 Consolidated Energy Co. LLC

Jesup, IA

2005 fiscal year retail gallons: 5,137,293

57 TenBrook Sales Inc.

Kokomo, IN

2005 fiscal year retail gallons: 3,000,000

Phone: 573-445-7159 · Fax: 573-445-5258
E-mail: tculver@consolidatedenergyllc.com
Web site: www.ThePropaneGuys.com
Founded: 2000
Owners: MFA Oil, two electric cooperatives and two farm cooperatives
Outlets: 4
States: 1
Customers: 5,800

2005 fiscal year retail gallons: 3,752,510

2005 fiscal year wholesale gallons: 149,699

Employees: 19

Bobtails: 7

Transports: 0

Storage volume: 178,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 6-30-05

Officers: Byron Jahn, chairperson; Roger Clark, vice chairperson; Jeff Raetz, secretary; Steve Forbis, treasurer.

Operations Personnel: Terry Culver, general manager; Wayne Windmann, manager; Bill Hassard, manager.

50 Ken Gas

Rt. 4, Box 185, Albany, KY 42602

Phone: 606-387-6142 · Fax: 606-387-7832

Founded: 1974

Owner: Kenneth and Phyllis Turner

Outlets: 4

States: 2

Customers: 5,555

2005 fiscal year retail gallons: 5,000,000

2005 fiscal year wholesale gallons: N/A

Employees: 24

Bobtails: 10

Transports: 5

Storage volume: 156,000 gallons

Acquisitions: 0

Gallons acquired: 0

Fiscal year ends: 12-31-05

Officers: Kenneth Turner, president; Dennis Turner, vice president; Phyllis Turner, secretary. □

58 Porco Energy Corp.

Marlboro, NY

2005 fiscal year retail gallons: 2,510,000

59 L.A. Bexten Inc.

Ottawa Lake, MI

2005 fiscal year retail gallons: 2,400,000

60 Southern Indiana Propane Inc.

Jasper, IN

2005 fiscal year retail gallons: 2,187,457

61 Farmland Cooperative

Oakes, ND

2005 fiscal year retail gallons: N/A

62 Roy Bros. Oil & Propane

Ashburnham, MA

2005 fiscal year retail gallons: 1,571,353

63 AAA Propane, Inc.

Pagosa Springs, CO

2005 fiscal year retail gallons: 1,000,000

Check our website at
www.lpgasmagazine.com
for complete details on all
propane retailers who
responded to this year's survey.

online 