

# 2011

## Top 50 Propane Retailers

1. AmeriGas Propane
2. Ferrellgas
3. Heritage Propane
4. Inergy LP
5. Suburban Propane Partners LP
6. Growmark Inc.
7. CHS
8. NGL Energy Partners LP
9. MFA Oil Co.
10. Blossman Gas Inc.
11. United Propane Gas
12. Southern States Cooperative Inc.
13. Lakes Gas Co.
14. Superior Plus Energy Services Inc.
15. Paraco Gas
16. Eastern Propane Gas Inc.
17. JS West and Co.
18. JP Energy Partners LP
19. Matheson
20. ThompsonGas
21. Sharp Energy
22. Federated Co-ops Inc.
23. Scott Petroleum Corp.
24. Anderson's Propane
25. Delta Liquid Energy
26. Herring Gas Co. Inc.
27. Diversified Energy
28. Como Oil & Propane
29. EnergyUnited Propane
30. G&B Energy
31. APP Propane
32. Gas Inc.
33. South Alabama Gas
- T34. Milton Propane
- T34. Northern Star Cooperative Services
36. Williams Energy Group
37. Mirabito Energy Products
38. Hamilton Energy
39. Northwest Propane Gas Co.
40. Gas Distribution Systems Inc.
41. Arizona Propane Co.
42. Enderby Gas Inc. dba Bishop Energy
43. Linden's Propane Inc.
44. Marsh LP Gas
- T45. Southern LP Gas Inc.
- T45. Townsend Energy
47. Mountain View Co-op
48. Vanderyacht Propane Inc.
49. Nelson Propane Gas Inc.
50. Stephenson Service Co.

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# Retailer Rankings



Heritage Propane makes its final Top 50 appearance after AmeriGas closed on the mega deal last month

### 1. AmeriGas Propane

460 North Gulph Road  
King of Prussia, PA 19406  
Phone: 610-337-7000  
*Website: [www.amerigas.com](http://www.amerigas.com)*  
Founded: 1959  
Owner: UGI Corp., public shareholders  
Outlets: 1,200  
States: 50  
Customers: 1,300,000  
**2011 FY retail gallons:** 874,200,000  
2011 FY wholesale gallons: 124,800,000  
Employees: 5,000-plus  
Bobtails: 2,600  
Transports: 658  
Storage volume: Not provided  
Acquisitions: 16  
Gallons acquired: 15,580,000  
FY ends: Sept. 30  
**Officers:** Eugene V.N. Bissell, president and CEO; Jerry E. Sheridan, vice president – finance and CFO; John S. Iannarelli, vice president – field operations; William D. Katz, vice president – human resources; David L. Lugar, vice president – supply and logistics; Andrew Peyton, vice president – sales and marketing; William J. Stanczak, controller and chief accounting officer; Kevin Rumbelow, vice president – operations support; Steven A. Samuel, vice president – law, associate general counsel; Robert W. Krick, vice president – treasurer and assistant secretary; Warren J. Patterson, vice president – sales; Richard W. Fabrizio, vice president – chief information officer; Joseph B. Powers, vice president – AmeriGas Cylinder Exchange

### 2. Ferrellgas

7500 College Blvd., Suite 1000  
Overland Park, KS 66210  
Phone: 913-661-1500 • Fax: 913-661-1517  
Email: [information@ferrellgas.com](mailto:information@ferrellgas.com)  
*Website: [www.ferrellgas.com](http://www.ferrellgas.com)*  
Founded: 1939  
Owner: Publicly held  
Outlets: 843  
States: 50 states, Washington, D.C., and Puerto Rico  
Customers: About 1,000,000  
**2011 FY retail gallons:** 823,564,000  
2011 FY wholesale gallons: 76,119,000  
Employees: 3,588  
Bobtails: 1,775  
Transports: 301  
Storage volume: Not provided  
Acquisitions: 5  
Gallons acquired: Not provided  
FY ends: Aug. 31  
**Officers:** James E. Ferrell, chairman; Steve Wambold, president and CEO; Tod Brown, president, Blue Rhino, and senior vice president, Ferrellgas; George Koloroutis, president, Ferrell North America, and senior vice president, Ferrellgas; Ryan VanWinkle, senior vice president and CFO  
**Operations personnel:** Boyd McGathey, North Division president; Randy Schott, West Division president

### 3. Heritage Propane

5000 Sawgrass Village Circle, Suite 4  
Ponte Vedra Beach, FL 32082  
Phone: 904-280-1996 • Fax: 904-280-8107  
Email: [dmclean@heritagepropane.com](mailto:dmclean@heritagepropane.com)

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**Officers:** Kirk E. Bailey, CEO; Joe Staton, CFO; and Marilyn Oakes, operations coordinator

**Operations personnel:** John Huggins, construction manager; Tom Curry, PA sales manager; Lenny Hall, area sales manager; Sam Newberry, area sales manager; Rachel Reist, product supply

### 28. Como Oil & Propane

4330 West First St., Suite A  
Duluth, MN 55807

Phone: 218-722-6666 • Fax: 218-628-7301

Email: [jstariha@comolp.com](mailto:jstariha@comolp.com)

**Website:** [www.comooilandpropane.com](http://www.comooilandpropane.com)

Founded: 1946

Owner: East Central Energy

Outlets: 10

States: 2

Customers: 17,869

**2011 FY retail gallons:** 10,954,452

2011 FY wholesale gallons: 694,321

Employees: 85

Bobtails: 23

Transports: 14

Storage volume: 480,000 gallons

Acquisitions: 0

FY ends: December

**Officers:** Joe Stariha, senior vice president and CFO; Will Norman, COO

### 29. EnergyUnited Propane

567 Mocksville Highway

Statesville, NC 28625

Phone: 800-822-0197

Email: [jeff.ruffner@energyunited.com](mailto:jeff.ruffner@energyunited.com)

**Website:** [energyunitedpropane.com](http://energyunitedpropane.com)

Founded: 2000

Outlets: 13

States: 2

Customers: 24,000

**2011 FY retail gallons:** 9,350,000

2011 FY wholesale gallons: 0

Employees: 78

Bobtails: 35

Transports: 0

Storage volume: 650,000 gallons

FY ends: Dec. 31

**Officers:** Jeff Ruffner, general manager; Darrin Shaffer, operations manager

**Operations personnel:** Josh Orr, Joe Greco, Johnny Mabe, Bernard Simmons, Don Young, Paul Pipkin, market managers

### 30. G&B Energy

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

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

Email: [rcaudle@gbenergy.com](mailto:rcaudle@gbenergy.com)

**Website:** [www.gbenergy.com](http://www.gbenergy.com)

Founded: 1930

Owner: Family owned

Outlets: 8

States: 2

Customers: 22,500

**2011 FY retail gallons:** 8,700,000

2011 FY wholesale gallons: 0

Employees: 87

Bobtails: 28

Transports: 4

Storage volume: 570,000 gallons

Acquisitions: 0

FY ends: April 30

**Officers:** Fred Eidson, owner, secretary/treasurer; Jeff Eidson, owner, president; and Rick Caudle and Kelly Douglas, vice presidents

**Operations personnel:** Travis Brown, Kevin Campbell, David Fletcher, Danny Hobson, Gary Hollifield, Charles Rogers, Anthony Sebastian, branch managers

### 31. APP Propane

2320 Milwaukee Way

Tacoma, WA 98401

Phone: 253-627-6179

Email: [dgkolls@associatedpetroleum.com](mailto:dgkolls@associatedpetroleum.com)

**Website:** [www.apppropane.com](http://www.apppropane.com)

Founded: 2002

Owner: Luke P. Xitco and Frank Pupo Jr.

Outlets: 5

States: 1

Customers: 12,500

**2011 FY retail gallons:** 8,595,000

2011 FY wholesale gallons: 1,250,000

Employees: 26

Bobtails: 17

Transports: 3

Storage volume: 264,000 gallons

Acquisitions: 0

FY ends: Oct. 31

**Officers:** Luke P. Xitco, president and CEO; Frank Pupo Jr., executive vice president and COO; and John M. Xitco, director of development

**Operations personnel:** Ken Freeman, commercial and wholesale sales manager;

Don Kollmansberger, domestic sales and marketing manager; Red Anderson, commercial sales and operations manager

### 32. Gas Inc.

107 Mattox Court

LaGrange, GA 30241

Phone: 706-885-9573

**Website:** [www.gasinc.net](http://www.gasinc.net)

Founded: 1947

Outlets: 14

States: 4

Customers: More than 22,000

**2011 FY retail gallons:** 7,579,102

2011 FY wholesale gallons: 1,600,000

Storage volume: 1,500,000 gallons

FY ends: September

**Officers:** Kendrick W. Mattox Jr., CEO; Robert Hetzler, vice president

### 33. South Alabama Gas

714 West Front St.

Evergreen, AL 36401

Phone: 251-578-2740 • Fax: 251-578-5412

Email: [wcaylor@southalabamagas.org](mailto:wcaylor@southalabamagas.org)

**Website:** [www.southalabamagas.org](http://www.southalabamagas.org)

Founded: 1962

Owner: Municipality

Outlets: 14

States: 3

Customers: 55,000

**2011 FY retail gallons:** 7,500,000

2011 FY wholesale gallons: 50,000

Employees: 127

Bobtails: 27

Transports: 0

Storage volume: 1,300,000 gallons

Acquisitions: 5

Gallons acquired: 1,500,000

FY ends: Sept. 30

**Officers:** Mark Burgess, CEO; and Woody West, CFO

**Operations personnel:** Wayne Caylor, director of propane operations

### T34. Milton Propane

3992 E. Vincent St.

Milton, WI 53563

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

Email: [cor@miltonpropane.com](mailto:cor@miltonpropane.com)

**Website:** [www.miltonpropane.com](http://www.miltonpropane.com)

Founded: 1967

Owner: John C. Arndt

Outlets: 6