



2016 Retailer Rankings

Our annual listing of the largest retail propane companies in the United States, measured by 2015 gallon sales, along with the people who lead, manage them

1. AmeriGas Propane

460 North Gulph Road
King of Prussia, PA 19406
Phone: 610-337-7000
Email: news@amerigas.com
Website: www.amerigas.com

Founded: 1959
Owner: Publicly held
Outlets: 2,000
States: 50
Customers: 2,000,000
2015 FY retail gallons: 1,184,300,000
2015 FY wholesale gallons: 54,400,000
Employees: 8,500
Bobtails: 3,700
Transports: 1,000
Storage volume: Not provided
Acquisitions: 9

Gallons acquired: Not provided
FY ends: Sept. 30
Officers: Jerry E. Sheridan, president and CEO; Robert J. Cane, controller and chief administrative officer; Troy E. Fee, vice president, human resources and strategic initiatives; Hugh J. Gallagher, vice

president, finance and CFO; Monica M. Gaudiosi, vice president, general counsel and secretary; Anthony Rosback, vice president, COO; David L. Lugar, vice president, supply and logistics; Andrew J. Peyton, vice president, corporate development; Kathy L. Prigmore, vice president, operations support and customer advocacy; Kevin Rumbelow, vice president, supply chain



2. Ferrellgas

7500 College Blvd., Suite 1000
Overland Park, KS 66210
Phone: 913-661-1500 • Fax: 913-661-1517
Email: information@ferrellgas.com
Website: www.ferrellgas.com

Founded: 1939
Owner: Publicly held
Outlets: 913
States: 50 states, Washington, D.C. and Puerto Rico
Customers: About 1,000,000
2015 FY retail gallons: 720,398,000
2015 FY wholesale gallons: 158,448,000
Employees: 4,028
Bobtails: 1,462
Transports: 263
Storage volume: Not provided
Acquisitions: 4
Gallons acquired: Not provided
FY ends: July 31
Officers: James E. Ferrell, chairman; Stephen Wambold, president and CEO; Julio E. Rios II, executive vice president, Ferrellgas, and president and CEO of Bridger Logistics; Tod Brown, executive vice president, Ferrellgas, and president of Blue Rhino; Jeremy H. Gamboa, executive vice president, Ferrellgas, and COO of Bridger Logistics; Alan C. Heitmann, CFO and executive vice president; Thomas M. Van Buren, executive

RETAILERS TOLD US ...

During our Top 50 outreach, we asked propane retailers about the challenges that come with growing their operations and about the technologies that have made their operations more efficient. Here are some of their answers.

As a Top 50 company, what are the biggest challenges that come with serving so many customers? How do you overcome those challenges?

“We take great pride in providing an excellent experience to our customers and ensuring that quality of service is consistent across each of our 913 locations. This can be a significant challenge for any nationwide company. We’ve over-

come this challenge by identifying a number of customer service and quality-of-service measurements and compiling those in a service quality scorecard that is distributed to our retail teams. This scorecard gives us instant visibility into areas that need to be addressed and where they need to be addressed.” – **Ferrellgas, Overland Park, Kan.**

“Our biggest challenge is delivery efficiency. We overcome that challenge with route optimization.” – **MFA Oil Co., Columbia, Mo.**



vice president of Ferrell North America and midstream

Operations personnel: Randy Schott, senior vice president of retail operations; Ray Galan, senior vice president of division operations (West); Rob Ragle, senior vice president of division operations (North); Bryan Wright, senior vice president of division operations (South); Eric Ellis, vice president of retail operations (Northwest); Marcin Grucela, vice president of retail operations (Southeast); Ben Guzzi, vice president of retail operations (North Central); Tim Sayers, vice president retail operations (Northeast); Kevin Tobolski, vice president of retail operations (South Central); Pat Walsh, vice president of retail operations (Southwest)

3. Suburban Propane Partners LP

240 Route 10 West, P.O. Box 206

Whippany, NJ 07981

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

Email: pteshima@suburbanpropane.com

Website: www.suburbanpropane.com

Founded: 1928

Owner: Publicly held

Outlets: 700

States: 41

Customers: 1,100,000

2015 FY retail gallons: 480,400,000

2015 FY wholesale gallons: 30,543,000

Employees: 3,646

Bobtails: 1,157

Transports: 13

Storage volume: 22,000,000 gallons

Acquisitions: 1

Gallons acquired: 1,700,000

FY ends: Sept. 26

Officers: Michael A. Stivala, president and CEO, member of the board of supervisors; Michael A. Kuglin, CFO and chief accounting officer; Mark Wienberg, chief development officer; Paul Abel, senior vice president, general counsel and secretary; Steven C. Boyd, senior vice president of operations; Douglas T. Brinkworth, senior vice president of product supply, purchasing and logistics; Michael M. Keating, senior vice president; Neil Scanlon, senior vice president of information services; A. Davin D'Ambrosio, vice president and the

Top 50 Propane Retailers

RANK	RETAILER	HEADQUARTERS	2015 GALLONS
1	AmeriGas Propane	King of Prussia, Pa.	1,184,300,000
2	Ferrellgas	Overland Park, Kan.	720,398,000
3	Suburban Propane Partners LP	Whippany, N.J.	480,400,000
4	Growmark Inc.	Bloomington, Ill.	298,691,088
5	CHS Inc.	Eagan, Minn.	223,318,782
6	NGL Energy Partners LP	Tulsa, Okla.	158,000,000
7	MFA Oil Co.	Columbia, Mo.	100,033,466
8	Blossman Gas Inc.	Ocean Springs, Miss.	94,000,000
9	Southern States Cooperative Inc.	Richmond, Va.	74,100,000
10	Empire Gas Co. Inc.	San Juan, Puerto Rico	74,000,000
11	Pinnacle Propane	Irving, Texas	68,000,000
12	Dead River Co.	South Portland, Maine	65,000,000
13	Lakes Gas Co.	Forest Lake, Minn.	54,000,000
14	Paraco Gas	Rye Brook, N.Y.	52,350,000
15	Superior Plus Energy Services Inc.	Rochester, N.Y.	52,000,000
16	ThompsonGas	Frederick, Md.	47,200,000
17	Eastern Propane & Oil	Rochester, N.H.	41,000,000
18	Hawaii Gas	Honolulu	28,000,000
19	Matheson	Basking Ridge, N.J.	26,884,000
20	Sharp Energy	Dover, Del.	25,800,000
21	Co-Alliance LLP	Avon, Ind.	24,967,353
22	Energy Distribution Partners	Chicago	24,900,000
23	Federated Co-ops Inc.	Princeton, Minn.	23,170,000
24	Crystal Flash	Grand Rapids, Mich.	20,000,000
25	Scott Petroleum Corp.	Itta Bena, Miss.	19,000,000
26	Landmark Services Cooperative	Cottage Grove, Wis.	17,800,000
27	Delta Liquid Energy	Paso Robles, Calif.	17,325,000
28	Dooley's Petroleum Inc.	Murdock, Minn.	16,800,000
29	Anderson's Propane	Harrison, Ark.	14,500,000
30	Premier Cooperative	Mt. Horeb, Wis.	14,230,000
31	Herring Gas Co. Inc.	Meadville, Miss.	14,100,000
32	Diversified Energy	Boone, N.C.	12,572,000
33	Tri-Gas & Oil Co. Inc.	Federalsburg, Md.	12,289,000
34	United Cooperative	Beaver Dam, Wis.	10,300,000
T35	APP Propane	Tacoma, Wash.	9,500,000
T35	EnergyUnited Propane	Statesville, N.C.	9,500,000
T35	Key Cooperative	Sully, Iowa	9,500,000
38	Williams Energy Group	New Bern, N.C.	8,225,000
39	Martindale Propane	New Holland, Pa.	8,100,000
40	Milton Propane	Milton, Wis.	7,700,000
41	Worley & Obetz Inc.	Manheim, Pa.	7,402,066
42	Northern Star Cooperative Services	Deer River, Minn.	7,144,000
43	Northwest Propane Gas Co.	Carrollton, Texas	7,049,355
44	South Alabama Gas	Evergreen, Ala.	7,000,000
45	Burkardt's LP Gas	Polo, Ill.	6,876,479
46	Pico Propane and Fuels	San Antonio	6,750,000
47	Hamilton's Propane Inc.	Ortonville, Mich.	6,600,000
48	D.F. Richard Energy	Dover, N.H.	6,260,000
49	Enderby Gas Inc. dba Bishop Energy	Gainesville, Texas	6,244,182
50	Cole Oil & Propane	Lomira, Wis.	5,980,000

The LP Gas Top 50 propane retailers are ranked by retail gallons sold in fiscal year 2015. Companies self-report their data or have disclosed their gallon sales to LP Gas.

Retailers on overcoming customer service challenges

“Customer expectations continue to evolve, and we need to keep pace with those demands. Providing options and solutions that are flexible are key. We also recognize that our customers expect communication and responses in a more real-time environment. We are continuing to work hard on capturing emails and cell phone numbers to assist in the communication process. We also address these issues by local management having full decision-making authority. These entrepreneurial-minded leaders and their teams are engaged and incented to provide the customer with exceptional service and grow their customer base.” – **Energy Distribution Partners, Chicago**

“Price shoppers that have their own tank and natural gas expansion [are challenges]. Offering hassle-free service, fair and consistent pricing, and treating customers with respect are [how we overcome those challenges].” – **Cole Oil & Propane, Lomira, Wis.**

“With a goal to keep all of our customers warm and safe, our top challenge is staying ahead of propane safety requirements. We continue to strive to have a 100 percent propane safety checks completion rate for our customers’ systems.” – **Co-Alliance LLP, Avon, Ind.**

“The biggest challenge we face is doing more with less. With ever-increasing costs associated with operations, we are continually looking for ideas to gain efficiency on our routes and in our office. Technologies such as on-board computers and tank monitoring have helped us in these areas.” – **Northern Star Cooperative Services, Deer River, Minn.**

treasurer; Keith P. Onderdonk, vice president of operational support; Sandra N. Zwickel, vice president of human resources; Daniel S. Bloomstein, controller

4. **Growmark Inc.**

1701 Towanda Ave., P.O. Box 2500
Bloomington, IL 61701
Phone: 309-557-6000 • Fax: 309-557-7497
Email: bhornblower@growmark.com

Website: www.growmark.com

Founded: 1927

Owner: Farmer cooperative

States: 16

2015 FY retail gallons: 298,691,088

2015 FY wholesale gallons: 37,324,056

Transports: 300

Storage volume: Not provided

Acquisitions: 0

FY ends: Aug. 31

Officers: Jim Spradlin, CEO; John Reifsteck, chairman of the board and president
Operations personnel: Kevin Carroll, vice president, energy and logistics; Dan Pannier, manager, propane operations; Kyle Fecht, manager, propane supply; Becky Hornblower, manager, propane marketing and technical services

5. **CHS Inc.**

3020 Denmark Ave.
Eagan, MN 55121
Phone: 1-800-852-8186
Email: matt.kumm@chsinc.com

Website: www.chsinc.com

Founded: 1929

States: 48

Customers: Not provided

2015 FY retail gallons: 223,318,782

2015 FY wholesale gallons: 572,195,594

Employees: 10,750

Transports: 379

Storage volume: Not provided

Acquisitions: 0

FY ends: Aug. 31

Officers: Drew Combs, vice president of propane operations

Operations personnel: Monte Rockow, director of supply; Dennis St. Aubin, sales manager, West; George Lipford, sales manager, East; Ron Batey, director of propane risk and asset development; Ben Lyden, director of trading; Matt

Kumm, marketing manager

6. **NGL Energy Partners LP**

6120 S. Yale Ave., Suite 805

Tulsa, OK 74136

Phone: 918-481-1119

Website: www.nglenergypartners.com

Founded: 2010

Outlets: 99

States: 26

Customers: 315,500

2015 FY retail gallons: 158,000,000

2015 FY wholesale gallons: 1,200,000,000

Employees: 1,180

Bobtails: 388

Transports: 43

Storage volume: 11,600,000 gallons

Acquisitions: 4

Gallons acquired: 9,500,000

FY ends: March 31

Officers: Michael Krimbill, CEO; Atanas Atanasov, CFO; Shawn Coady, president, retail division; Vincent Osterman, president, Eastern retail operations; Todd Coady, vice president, administration; Aaron Reece, senior vice president, NGL liquids; Tim Osterman, vice president retail operations and business development

Operations personnel: Mike Rentmeester, vice president, Western retail operations; Joe Rosengrant, director retail acquisitions; Stan Bugh, vice president wholesale truck supply; Mark McGinty, vice president wholesale pipeline supply; Bryan Lehman, vice president wholesale pipeline supply and sales; Ed Joski, vice president wholesale sales

7. **MFA Oil Co.**

1 Ray Young Drive

Columbia, MO 65201

Phone: 573-442-0171 • Fax: 573-876-0321

Email: abower@mfaoil.com

Website: www.mfaoil.com

Founded: 1929

Owner: Farmer cooperative

Outlets: 120

States: 14

Customers: 190,000

2015 FY retail gallons: 100,033,466

2015 FY wholesale gallons: 0

Employees: 480

Bobtails: 302



Transports: 0
Storage volume: 7,400,000 gallons
Acquisitions: 5
Companies acquired: Georgia LP Gas Co., New Hampton Implement and Propane, PB's Propane, Basin Propane Systems and Cunningham Propane
Gallons acquired: 5,500,000
FY ends: Aug. 31
Officers: Mark Fenner, president and CEO; Robert Condron, CFO; Kenny Steeves, vice president of bulk and propane plant operations; John Ihler, vice president of sales and marketing; James Greer, vice president of supply and distribution

8. Blossman Gas Inc.

P.O. Box 1110
Ocean Springs, MS 39564
Phone: 228-872-8900 • Fax: 228-875-9307
Email: info@blossmangas.com
Website: www.blossmangas.com
Founded: 1951
Owner: Blossman family and employees
Outlets: 67
States: 10
Customers: 149,000
2015 FY retail gallons: 94,000,000
2015 FY wholesale gallons: 0
Employees: 720

Bobtails: 190
Transports: 0
Storage volume: 4,000,000 gallons
Acquisitions: 2
Gallons acquired: Not provided
FY ends: June 30
Officers: Stuart Weidie, chairman and CEO; David Reynolds, COO; Jessie Johnson, vice president for research, development; Randy Doyle, CFO; Todd Reinke, vice president of administration
Operations personnel: James Harris, Scott Prewitt, Scott Sturdivant, Steve McCoy – all regional vice presidents

9. Southern States Cooperative Inc.

6606 West Broad St.
Richmond, VA 23230
Phone: 804-281-1000 • Fax: 804-281-1362
Email: tracy.amburgey@sscoop.com
Website: www.southernstates.com
Founded: 1923
Owner: Farmer cooperative
Outlets: 82
States: 6
Customers: 99,000
2015 FY retail gallons: 74,100,000
2015 FY wholesale gallons: 0
Acquisitions: 0

FY ends: June 30
Officers: Jeffrey Strobarg, president and CEO; Fred Jezouit, executive vice president and CFO; Jerry Walker, executive vice president, sales and retail operations; Anne Clingenpeel, vice president of retail operations; Tracy Amburgey, vice president of petroleum
Operations personnel: Charlotte Tate, manager, supply and distribution

10. Empire Gas Co. Inc.

P.O. Box 363651
109 Andes St.
San Juan, PR 00936-3651
Phone: 787-751-5725 • Fax: 787-751-9904
Email: jsisco@empigas.com
Website: www.empiregaspr.com
Founded: 1967
Owner: Ramón González Cordero
Outlets: 100
States: 3
Customers: 2,000
2015 FY retail gallons: 74,000,000
2015 FY wholesale gallons: 36,000,000
Employees: 500
Bobtails: 100
Transports: 55
Storage volume: 20,000,000 gallons
Acquisitions: 0

Retailers on overcoming customer service challenges

“Maintaining the family culture while the business expands. Keys to our success include upgrading our management team and focusing in on developing our employee skillsets.”
– **Paraco Gas, Rye Brook, N.Y.**

“In our industry, nothing is more important than how we serve our customers. Our team is passionate when it comes to providing quality products and exceptional customer service. It can be challenging to educate our customers on market fluctuations and how it affects their pricing. Logistically, it can be challenging to reach some of our customers as

quickly as we would like in the most efficient way. Overcoming these challenges is what sets us apart. To help overcome the challenges we face, our team puts ourselves in the place of the customer to make sure all their needs are met. We make an effort to explain our pricing structure and educate our customers on what affects the pricing of propane. More important, we take the time to answer all of their questions and offer programs such as Refer a Friend or our Veteran’s Discount Program to help provide savings. Our team continues to find ways to improve efficiencies that allow us to get to all of our customers as quickly as possible. This is achievable through updated technology and monitoring systems that assist our team daily. Meeting the diverse expectations of

all of our customers can be challenging, but taking the time to know your customers and what their expectations are is what helps our team overcome any challenge.” – **Worley & Obetz Inc., Manheim, Pa.**

“From our beginning as a small propane distribution company, our founder, Don Ramon Gonzalez Cordero, believed in having the best quality in all our services. Our company is different than other companies because we believe in the service that we offer; only the best LP gas can be served; safety factor is always a priority; and our associates are the best in the industry. The challenge is to keep quality as a priority.” – **Empire Gas Co. Inc., San Juan, P.R.**



FY ends: April 30

Officers: Ramón González Cordero, president and CEO; Ketty González de Marrero, assistant president and COO; Ramón González Simounet, vice president and CFO; Xavier González Simounet, treasurer; Walleska González Simounet, assistant vice president; Ketty Simounet de González, secretary of the board of directors

Operations personnel: Jose Sisco, corporate operations director

11. Pinnacle Propane

600 East Las Colinas Blvd., Suite 2000
Irving, TX 75039
Phone: 972-444-0300
Email: info@pinnpropane.com

Retailers on overcoming customer service challenges

“The biggest challenge is serving each customer as an individual and providing each of them with the level of service they need. This is accomplished with a superior employee group.” – **Federated Co-ops Inc., Princeton, Minn.**

“Keeping qualified gas salesmen [is a challenge] due to increased time frame to become legal, with extended background checks over 120 days in some instances.” – **Herring Gas, Meadville, Miss.**

“Operating and delivering propane effectively. At the same time, it’s a challenge to make sure each customer feels as if they are our only customer. We are not in the propane business; rather we are in the ‘home comfort’ business.” – **Key Cooperative, Sully, Iowa**

“Orchestrating the standardized management policy. We meet those challenges by continuing to create a company that you want to work for, do business with and be proud of.” – **Milton Propane, Milton, Wis.**

Website: www.pinnpropane.com

Founded: 2010

Owner: JP Energy Partners LP

Outlets: 51

States: 48

2015 FY retail gallons: 68,000,000

2015 FY wholesale gallons: Not provided

Employees: Not provided

Bobtails: Not provided

Transports: Not provided

Storage volume: Not provided

Acquisitions: 1 (Southern Propane)

Gallons acquired: Not provided

FY ends: Dec. 31

Officers: Cory Willis, senior vice president; and Bill Webb, senior vice president of operations

12. Dead River Co.

82 Running Hill Road, Suite 400

South Portland, ME 04106

Phone: 207-358-5800

Email: info@deadriver.com

Website: www.deadriver.com

Founded: 1909

Outlets: 54

States: 4

Customers: 94,000

2015 FY retail gallons: 65,000,000

2015 FY wholesale gallons: 2,500,000

Employees: 1,100

Bobtails: 118

Transports: 9

Storage volume: 1,988,000 gallons

FY ends: Dec. 31

Officers: Deanna Sherman, president; Casey Cramton, vice president, operations; Charlie Hahn, vice president, CFO; Guy Langevin, vice president, human resources and organizational development

13. Lakes Gas Co.

655 S. Lake St.

Forest Lake, MN 55025

Phone: 651-464-3345 • Fax: 651-464-7467

Email: info@lakesgasco.com

Website: www.lakesgasco.com

Founded: 1959

Owner: Howard Sargeant

Outlets: 49

States: 4

Customers: 64,000

2015 FY retail gallons: 54,000,000

2015 FY wholesale gallons: 8,000,000

Employees: 268

Bobtails: 134

Transports: 4

Storage volume: 5,200,000 gallons

Acquisitions: 2

Gallons acquired: Not provided

FY ends: June 30

Officers: Steve Sargeant, president; Tony Buck, vice president

Operations personnel: Dave Anderson, Steve Forristall, Roger Varilek, Mike Sloop and Tony Buck – all district managers

14. Paraco Gas

800 Westchester Ave., S604

Rye Brook, NY 10573

Phone: 914-250-3700 • Fax: 914-251-9444

Email: mg@paracogas.com

Website: www.paracogas.com

Founded: 1968

Owner: Armentano family

Outlets: 35

States: 15

Customers: 110,000

2015 FY retail gallons: 52,350,000

2015 FY wholesale gallons: 3,991,876

Employees: 400

Bobtails: 71

Transports: 5

Storage volume: 1,700,000 gallons

Acquisitions: 1 (Kosco Propane)

Gallons acquired: 3,500,000

FY ends: July 31

Officers: Joseph Armentano, CEO; John Armentano, executive vice president, business development; Chuck Schwartz, CFO; Mike DeVoe, executive vice president; Michael Gioffre, president, Paraco South; Dan Kostecki, vice president of sales; Christina Armentano, director of human capital management

15. Superior Plus Energy Services Inc.

1870 South Winton Road, Suite 200

Rochester, NY 14618

Phone: 585-328-3930 • Fax: 866-524-5228

Email: dpiperni@superiorplusenergy.com

Website: www.superiorplusenergy.com

Founded: 1922

Owner: Superior Plus US Holdings Inc.

Outlets: 47

States: 11
 Customers: 200,000
 2015 FY retail gallons: 52,000,000
 2015 FY wholesale gallons: 7,700,000
 Employees: 1,050
 Bobtails: 153
 Transports: 14

Storage volume: 2,450,000 gallons
 Acquisitions: 1 (Warner's Gas Service)
 Gallons acquired: 2,700,000
 FY ends: Dec. 31

Officers: Keith Wrisley, president; Andrew Desmann, vice president, finance; Kevin Rickson, vice president, sales; Dean Crocker, vice president, operations; Marc Schoone, vice president, supply and terminals; Debora Cardon, vice president, human resources

Operations personnel: Paul Tandlmayer, director, wholesale marketing; Trent Nagata, senior director, commercial sales; William Shank, interim general manager, Pennsylvania and Mid-Atlantic; Robert Lewis, general manager, New England;

Daniel Stowell, general manager, central New York; Chris Button, general manager, southern New York; Evan Dumrese, manager, environmental and facilities; Daniel Webb, interim controller; Karen Willand, director, marketing

16. ThompsonGas

5260 Westview Drive
 Frederick, MD 21703
 Phone: 301-432-6611 • Fax: 301-432-7147
 Email: info@thompsongas.com

Website: www.thompsongas.com

Founded: 1946

Owners: J. Randall Thompson

Outlets: 84

States: 16

Customers: 91,100

2015 FY retail gallons: 47,200,000

2015 FY wholesale gallons: 2,000,000

Employees: 422

Bobtails: 168

Transports: 5

Storage volume: 5,500,000 gallons

What new equipment or technology has your company embraced to enhance efficiencies?

"We are utilizing mobile tablets on a portion of our delivery fleet. The mobile platform also has some routing software to assist in route optimization. We have tank monitors on our larger bulk storage, which is a benefit, especially on remote facilities." – **Energy Distribution Partners, Chicago**

"New software and tank monitoring have enabled us to be extremely more efficient." – **Cole Oil & Propane, Lomira, Wis.**

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Acquisitions: 5

Gallons acquired: 14,500,000

FY ends: Sept. 30

Officers: J. Randall Thompson, president and CEO; George Koloroutis, executive vice president and COO; G. Jeffery Kerns, executive vice president of business development; Scott D. Miller, executive vice president and general counsel; David Franchak, executive vice president and CFO

Operations personnel: Benny Gay, vice president of Ops Support; Larry Young, vice president of Ops Support; James Watson, vice president of Smokies; Andy Wise, vice president of Southeast; Don Tetreault, vice president of Midwest; Will Norman, vice president of Midwest; Tom Houck, vice president of Northeast; Daniel Carrigan,

New equipment and technology enhancements

“We continue to refine our delivery process to build efficiency through our current software while continuing to watch the industry to make certain we have the best fit for our operation. New accounts and additional sales also drive efficiency. We have adopted a new marketing approach through social media and digital marketing to drive more residential sales. In addition to residential growth, we have seen a renewed interest in propane autogas that offers its own seasonal efficiency gains.” – **Co-Alliance LLP, Avon, Ind.**

“All of our trucks have laptops to reduce the time it takes to prepare and complete an invoice. It also reduces errors. We are taking part in a pilot program to put GPS in all our vehicles. In addition, we are working with the people who provide our accounting software in developing routing software. We also are investing in additional tank monitoring devices.” – **Premier Cooperative, Mount Horeb, Wis.**

vice president of business development
Editor's Note: ThompsonGas made several acquisitions in 2015. It acquired Como Oil & Propane in November, accounting for much of this year's increase. Como ranked 30th on the *LP Gas* Top 50 retailer list in 2015.

17. Eastern Propane & Oil

28 Industrial Way
Rochester, NH 03867
Phone: 603-332-2080 • Fax: 603-335-0545
Email: tmanson@eastern.com
Website: www.eastern.com

Founded: 1932

Owner: Charles Clement III

Outlets: 8

States: 5

Customers: 100,000

2015 FY retail gallons: 41,000,000

2015 FY wholesale gallons: Not provided

Employees: 404

Bobtails: 91

Transports: 4

Storage volume: 2,100,000 gallons

Acquisitions: 1

Gallons acquired: Not provided

FY ends: Sept. 30

Officers: Charles Clement III, president and CEO; Chuck Clement IV, chief technology officer; Thomas Manson, CEO; Jeffrey Taylor, executive vice president and COO; Meghan Anderson, CCO; Barbara Labonte, interim CFO; Josh Anderson, vice president of sales, marketing; Paul Daniels, vice president of retail operations; Brian Boudreau, vice president of human resources, risk management; Denis Gagne, vice president of wholesale and acquisitions; Kathy Ford, vice president of business systems; ML Hanney, vice president of leadership; Mark Stone, vice president of information services; Penney Mabey, AVP of customer care; Lyndon Rickards, AVP of risk management; Robert Lefebvre, AVP supply; Mike Gagne, AVP fleet; Robert Young, AVP logistics; Kathy Donlon, assistant to the president

Operations personnel: Jeffrey Dillion, marketing manager; Brian Gage, sales manager; Scott Yeaton, inventory manager; Diane Brown, controller; Jim Blake, Chuck Gilbert, Greg Krise, Bill Massey, Mike Schlosser, Brandt Lambert, Mark Limoge – all are district managers

18. Hawaii Gas

745 Fort St., 18th floor
Honolulu, HI 96813
Phone: 808-535-5933
Email: lgamundo@hawaiiigas.com
Website: www.hawaiiigas.com

Founded: 1904

Owner: Macquarie Infrastructure Co.

Outlets: 5

States: 1

Customers: 34,000

2015 FY retail gallons: 28,000,000

2015 FY wholesale gallons: 3,000,000

Employees: 320

Bobtails: 39

Transports: 6

Storage volume: 5,000,000 gallons

Acquisitions: 0

FY ends: December

Officers: Alicia Moy, president and CEO

Operations personnel: Tom Young, executive vice president; Rob Sterzenbach, vice president/CFO; Joe Boivin, senior vice president of business development and corporate affairs; Nate Nelson, vice president, general counsel and secretary; Jack Grimmer, vice president of environmental health and safety/quality assurance; Albert Mossman, vice president of human resources

19. Matheson

150 Allen Road
Basking Ridge, NJ 07920
Phone: 908-991-9200 • Fax: 908-604-1460
Email: propane@mathesongas.com
Website: www.mathesongas.com

Founded: 1926

Owner: TNSC

Outlets: 180

States: 33

Customers: 48,500

2015 FY retail gallons: 26,884,000

2015 FY wholesale gallons: 0

Bobtails: 90

Transports: 0

Storage volume: 1,825,000 gallons

Acquisitions: 0

FY ends: Dec. 31

Officers: Bill Kroll, executive chairman; Scott Kallman, president and CEO

Operations personnel: Roland Ostrowski, vice president, packaged operations; Dave



Bertelsen, propane product manager

20. Sharp Energy

2011 N. DuPont Highway
Dover, DE 19808

Phone: 443-880-5210

Website: www.sharpenenergy.com

Owner: Chesapeake Utilities

Outlets: 10

States: 4

Customers: 34,670

2015 FY retail gallons: 25,800,000

2015 FY wholesale gallons: 22,000,000

Employees: 117

Bobtails: 37

Transports: 1

Storage volume: 3,100,000 gallons

Acquisitions: 0

FY ends: Dec. 31

Officers: S. Robert Zola, president

Operations personnel: Andrew Hesson, director of operations; Ron Patrick, facilities director; Eric Mays; marketing director; Matt Perry, supply director

21. Co-Alliance LLP

5250 E. Highway 36, Building 1000
Avon, IN 46123

Phone: 317-718-4491

Email: mike.hayden@co-alliance.com

Website: www.co-alliancepropane.com

Founded: 1927

Owner: Farmer cooperative

Outlets: 18

States: 3

Customers: 24,314

2015 FY retail gallons: 24,967,353

2015 FY wholesale gallons: 0

Employees: 50

Bobtails: 26

Transports: 1

Storage volume: 950,000 gallons

Acquisitions: 0

FY ends: Aug. 31

Officers: Kevin Still, CEO; John Graham, CFO; and Todd Masten, vice president, energy division

Operations personnel: Mike Hayden, Tom Stokes, Chuck Boyd

22. Energy Distribution Partners

200 W. Madison St., Suite 980
Chicago, IL 60606

Phone: 312-254-5950 • Fax: 312-277-8707

Email: tknauff@edplp.net

Website: www.edplp.net

Founded: 2012

Outlets: 9

States: 7

Customers: 32,400

2015 FY retail gallons: 24,900,000

2015 FY wholesale gallons: 0

Employees: 185

Bobtails: 70

Transports: 3

Storage volume: 1,280,000

Acquisitions: 1

Gallons acquired: Not provided

FY ends: June 30

Officers: Thomas E. Knauff, CEO; Marlo Young, executive vice president, retail



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propane; Brett Krause, vice president of corporate development; Mark Zimora, vice president of operations; Mark Janek, CFO; Don Wilk, controller

Operations personnel: Tom Wright, director of safety; Steve Moore, director of business development for autogas; Scott Graham, general manager; Russ Head, general manager; Allen Dunlap, general manager; Frank Edwards, general manager; Mark Royer, general manager; Jeff Brunner, general manager; Jeff Graner, branch manager

23. Federated Co-ops Inc.

502 S. 2nd St.
Princeton, MN 55371
Phone: 763-389-2582 • Fax: 763-389-7499
Website: www.federatedcoops.com
Founded: 1942
Owner: Federated Co-ops Inc.
Outlets: 21

New equipment and technology enhancements

“We use automatic read meters on all our propane meter customers. They are very efficient and cost-effective. We use the smart links on our bobtails.” – **South Alabama Gas, Evergreen, Ala.**

“Digital media continues to play a bigger role in the customer experience. Online bill pay and features such as ‘live chat’ are examples of technology we embraced that enhance our efficiencies.” – **Paraco Gas, Rye Brook, N.Y.**

“Our social media apps are almost ready to launch and new modern bobtails with automatic transmission.” – **Herring Gas, Meadville, Miss.**

“We use Energy Force and Optimizer to their maximum to achieve efficiencies.” – **Key Cooperative, Sully, Iowa**

States: 2
Customers: 36,000
2015 FY retail gallons: 23,170,000
2015 FY wholesale gallons: 0
Employees: 72
Bobtails: 50
Transports: 7
Storage volume: 1,490,000 gallons
Acquisitions: 0
FY ends: Dec. 31
Officers: Craig Mold, president; Abdon Peterson Jr., secretary
Operations personnel: Mike McMahon, CEO; Mike Grave, propane operations manager

24. Crystal Flash

1754 Alpine Ave., NW
Grand Rapids, MI 49504
Phone: 616-363-4851
Email: marcf@crystalflash.com
Website: www.crystalflash.com
Founded: 1932
Owner: The Heritage Group
Outlets: 12
States: 3
Customers: 30,000
2015 FY retail gallons: 20,000,000
2015 FY wholesale gallons: 0
Employees: 250
Storage volume: Not provided
Acquisitions: 0
FY ends: Dec. 31
Officers: Tom Olive, president and CEO; Alan Fehsenfeld, CFO; Marc Foerster, vice president of sales and marketing; Pam Olsen, vice president of human resources; Dave Montgomery, vice president of operations; Randy Gerhke, vice president of transport; John Ertle, vice president of supply; Doug Beverage, director of IT; Daryl Cappon, director of learning and development

25. Scott Petroleum Corp.

102 Main St.
Itta Bena, MS 38941
Phone: 662-254-9024
Email: mtuttle@scottpetroleuminc.com
Website: www.scottpetroleuminc.com
Founded: 1935
Owner: Solon Scott Jr.
Outlets: 32
States: 3
Customers: More than 20,000

2015 FY retail gallons: 19,000,000
2015 FY wholesale gallons: 0
Employees: 325
Bobtails: 57
Transports: 6
Storage volume: 2,160,000 gallons
Acquisitions: 0
FY ends: Dec. 31
Officers: Solon Scott Jr., president; Mike Tuttle, vice president; and Donna Overby, secretary

26. Landmark Services Cooperative

1401 Landmark Drive
Cottage Grove, WI 53527
Phone: 800-236-3276 • Fax: 608-839-5144
Email: info@landmark.coop
Website: www.landmark.coop
Founded: 1933
Owner: Member-owned cooperative
Outlets: 25
States: 2
Customers: 11,000
2015 FY retail gallons: 17,800,000
2015 FY wholesale gallons: 0
Storage volume: 888,000
Acquisitions: 0
FY ends: Sept. 30
Officers: Robert Carlson Jr., president, CEO; Mike Elder, COO; Jason Brancel, CFO
Operations personnel: Adam DeLawyer, executive vice president, energy and retail services; Charlie Hallquist, operations manager; Brandon Ihm, district manager and propane product manager; Stewart Anhalt, sales manager; Dave Jennings, customer service manager and refined fuels product manager; Chad Bojarski, district manager; Adam Pederson, district manager

27. Delta Liquid Energy

P.O. Box 3068, 1960 Ramada Dr.
Paso Robles, CA 93447
Phone: 805-239-0616
Email: billp2@deltaliquidenergy.com
Website: www.deltaliquidenergy.com
Founded: 1936
Owner: William Platz
Outlets: 10
States: 5
Customers: 16,500



2015 FY retail gallons: 17,325,000
 2015 FY wholesale gallons: 10,100,000
 Employees: 130
 Bobtails: 36
 Transports: 6
 Storage volume: 745,800 gallons
 Acquisitions: 0
 FY ends: Sept. 30

Officers: D. Frank Platz, CEO; William Platz, president; Cynthia Belmont, vice president, administration; Robert Jacobs, vice president, retail operations

28. Dooley's Petroleum Inc.

304 Main St.
 Murdock, MN 56271
 Phone: 320-875-2641 • Fax: 320-875-2295
 Email: rdooley@dooleypetro.com
 Founded: 1985
 Owner: Randy Dooley
 Outlets: 6
 States: 1
 Customers: 4,100
2015 FY retail gallons: 16,800,000

2015 FY wholesale gallons: 0
 Employees: 24
 Bobtails: 9
 Transports: 9
 Storage volume: 290,000
 Acquisitions: 0
Officers: Randy Dooley, CEO

29. Anderson's Propane

8563 Highway 7 North
 Harrison, AR 72601
 Phone: 870-741-2893
 Founded: 1988
 Owner: Don and Doug Anderson
 Outlets: 9
 States: 3
 Customers: 65,000
2015 FY retail gallons: 14,500,000
 2015 FY wholesale gallons: 0
 Employees: 115
 Bobtails: 48
 Transports: 7
 Storage volume: 1,347,000 gallons
 Acquisitions: 0

FY ends: Dec. 31
Officers: Don Anderson, Doug Anderson

30. Premier Cooperative

501 W. Main St.
 Mt. Horeb, WI 53572
 Phone: 608-437-5536 • Fax: 608-437-5700
 Email: tim.lease@premiercooperative.com
Website: www.premiercooperative.com
 Founded: 1893
 Owners: Cooperative
 Outlets: 8
 States: 1
 Customers: 16,000
2015 FY retail gallons: 14,230,000
 2015 FY wholesale gallons: 1,146,000
 Employees: 41
 Bobtails: 24
 Transports: 0
 Storage volume: 804,000 gallons
 Acquisitions: 0
 FY ends: Sept. 30
Officers: Andrew Fiene, CEO; and Andrew Jones, CFO

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Operations personnel: Tim Lease, energy division manager

31. Herring Gas Co. Inc.

33 Main St.
P.O. Box 667
Meadville, MS 39653
Phone: 601-384-5833 • Fax: 601-384-2205
Email: jodyherring@herringgas.com
Website: www.herringgas.com
Founded: 1946
Owner: Herring family
Outlets: 20
States: 2
Customers: 35,000
2015 FY retail gallons: 14,100,000
2015 FY wholesale gallons: 0
Employees: 177
Bobtails: 65
Transports: 5
Storage volume: 1,412,000 gallons
Acquisitions: 2 (Prentiss Butane and Southwest Gas)

Gallons acquired: Not provided
FY ends: Sept. 30

Officers: Ed Herring, COO; Jody Herring, president; Bob Kimbrough, CEO; Tommy Smallwood, vice president of fleet and safety

Operations personnel: Eddie Stebbins, vice president of operations; Josh Herring, vice president of operations; Dwayne Miller, operations manager; Bob Carter, operations manager

32. Diversified Energy

148 Highway Extension 105, Suite 202
Boone, NC 28607
Phone: 828-266-9980 • Fax: 828-266-9688
Email: kirk.bailey@diversifiedenergy.com
Website: www.diversifiedenergy.com
Founded: 2000
Owner: North Carolina EMCs
Outlets: 10
States: 5
Customers: 22,950
2015 FY retail gallons: 12,572,000
2015 FY wholesale gallons: 503,000
Employees: 85
Bobtails: 39
Transports: 2
Storage volume: 705,000 gallons
Acquisitions: 0
FY ends: June

Officers: Kirk E. Bailey, president and CEO; Marilyn Oakes, operations coordinator; Stephanie Johnson, corporate accountant

Operations personnel: Andy Daughtrey, Tom Curry, Lenny Hall and Doug House – all area managers

33. Tri-Gas & Oil Co. Inc.

3941 Federalsburg Highway, P.O. Box 465
Federalsburg, MD 21632
Phone: 410-754-2000 • Fax: 410-754-1045
Email: npardoe@trigas-oil.com
Website: www.trigas-oil.com
Founded: 1963
Owner: McMahan family
Outlets: 6
States: 7
Customers: 12,950
2015 FY retail gallons: 12,289,000
2015 FY wholesale gallons: 16,495,000
Employees: 117
Bobtails: 26

Gallons acquired: Not provided
FY ends: Sept. 30

Transports: 14
Storage volume: 850,000 gallons
Acquisitions: 0
FY ends: Sept. 30
Officers: Keith McMahan, chairman; L Nash McMahan, president

34. United Cooperative

N7160 Raceway Road
Beaver Dam, WI 53916
Phone: 920-887-1756
Website: www.unitedcooperative.com
Founded: 1936
Owner: Customer owned
Outlets: 31
States: 1
Customers: 16,000
2015 FY retail gallons: 10,300,000
2015 FY wholesale gallons: 0
Bobtails: 19
Storage volume: 843,000 gallons
Acquisitions: 0
FY ends: Dec. 31

Officers: David Cramer, CEO; Karl Beth, COO/vice president; Justin Dreckman, vice president, energy division

T35. APP Propane

2320 Milwaukee Way
Tacoma, WA 98401
Phone: 253-627-6179 • Fax: 253-627-3637
Email: hclarke@gotoapp.com
Website: www.appropane.com
Founded: 2002
Owner: Luke P. Xitco, Frank Pupo Jr. and John M. Xitco
Outlets: 6
States: 2
Customers: 14,000
2015 FY retail gallons: 9,500,000
2015 FY wholesale gallons: 850,000
Employees: 31
Bobtails: 20
Transports: 3
Storage volume: 320,000 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: Red Anderson, commercial sales and operations manager;

New equipment and technology enhancements

“It has become more evident in our society just how fast-paced our lives have become. We not only care about the comfort of our customers, but we care about their everyday life, making sure our products and services are as convenient as possible. We now provide easy access to pricing, scheduling a delivery, placing a service call and making payment online for phones, tablets and Web browsers. Our team understands the value of investing in new technology to better serve our customers. With the rapid growth of technology in the automotive industry, we also embrace and educate on alternatives like propane autogas.” – **Worley & Obetz Inc., Manheim, Pa.**

“The scanning and storage of data for a paperless future.” – **Milton Propane, Milton, Wis.**



Ken Freeman, commercial and wholesale sales manager; Heidi Clarke, domestic sales and marketing manager

T35. EnergyUnited Propane

P.O. Box 1824, 567 Mocksville Highway
Statesville, NC 28687
Phone: 704-873-5241 • Fax: 704-832-0117
Email: jeff.ruffner@energyunited.com
Website: www.energyunitedpropane.com

Founded: 2000

Outlets: 13

States: 2

Customers: 26,500

2015 FY retail gallons: 9,500,000

2015 FY wholesale gallons: 0

Employees: 78

Bobtails: 30

Storage volume: 650,000 gallons

Acquisitions: 0

FY ends: Dec. 31

Officers: Jeff Ruffner, general manager;

Darrin Shaffer, operations manager

Operations personnel: Nelson Galan, Johnny

Mabe, Wesley Smith, Bob Barrett, Brian Bertke, Don Young and Gary Hollifield

T35. Key Cooperative

P.O. Box 250
Sully, IA 50251
Phone: 800-469-1040
Email: lynn.sheets@keycoop.com
Website: www.keycoop.com

Founded: 1922

Owners: Farmer's cooperative with 1,600 members

Outlets: 2

States: 1

Customers: 7,900

2015 FY retail gallons: 9,500,000

2015 FY wholesale gallons: 0

Employees: 16 in propane

Bobtails: 10

Transports: 0

Storage volume: 464,000 gallons

Acquisitions: 0

Officers: Jim Magnuson, general manager;

Lynn Sheets, energy department manager

Operations personnel: Curt Dunsbergen, Sully operations; Kris Johnson, S-14 operations

38. Williams Energy Group

232 Craven St.
New Bern, NC 28560
Phone: 252-288-3021 • Fax: 866-542-8674
Email: jrmattocks
@williamsenergygroup.com
Website: www.williamsenergygroup.com

Founded: 2005

Owner: Privately held

Outlets: 7

States: 1

Customers: 13,700

2015 FY retail gallons: 8,225,000

2015 FY wholesale gallons: 0

Employees: 45

Bobtails: 25

Transports: 0

Storage volume: 751,000 gallons

Acquisitions: 1

Gallons acquired: Not provided

FY ends: Dec. 31



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Officers: John Robert Mattocks, president, CEO; Donnie Bullock, vice president of operations

Operations personnel: Jane Williamson, partner, manager; Chris Phillips, Tim Jenkins, Tommy White, Michael Glover, Randy Hughes, managers

39. Martindale Propane

251 Commerce Drive
New Holland, PA 17557
Phone: 717-354-6255 • Fax: 717-354-6727
Website: www.martindalepropane.com

Founded: 1992

Owners: Glenn and Joyce Zimmerman

Outlets: 1

States: 1

Customers: 19,000

2015 FY retail gallons: 8,100,000

2015 FY wholesale gallons: 0

Employees: 18

Bobtails: 15

Transports: 0

Storage volume: 360,000 gallons

Acquisitions: 0

FY ends: Dec. 31

Officers: Glenn Zimmerman, owner

Operations personnel: Raymond Martin, truck maintenance manager

40. Milton Propane

3992 E. Vincent St.
Milton, WI 53563
Phone: 608-868-9710 • Fax: 608-868-6786
Email: cor@miltonpropane.com
Website: www.miltonpropane.com

Founded: 1967

Owner: John Arndt

Outlets: 6

States: 3

Customers: 11,500

2015 FY retail gallons: 7,700,000

2015 FY wholesale gallons: 0

Employees: 39

Bobtails: 17

Transports: 4

Storage volume: 550,000 gallons

Acquisitions: 0

FY ends: Dec. 31

Officers: John C. Arndt, president/CEO

Operations personnel: Meghan Showen, office manager; Nick Tasch, field manager; Timothy Johnson, Mike Haring,

Chuck Metcalf, John Arnoldussen and Walt Wingo – all branch managers

41. Worley & Obetz Inc.

85 White Oak Road
Manheim, PA 17545
Phone: 800-697-6891 • Fax: 717-665-2867
Email: info@worleyobetz.com
Website: www.worleyobetz.com

Founded: 1946

Owner: Robert W. Obetz Jr. and Robert

Seth Obetz

Outlets: 4

States: 1

Customers: 9,005

2015 FY retail gallons: 7,402,066

2015 FY wholesale gallons: 0

Employees: 18

Bobtails: 13

Storage volume: 180,000 gallons

Acquisitions: 0

FY ends: Aug. 31

Officers: Robert W. Obetz Jr., owner; Robert Seth Obetz, owner; Jeffrey B. Lyons, president, CEO

Operations personnel: John Huggins, service manager; Howard Rineer, propane manager

42. Northern Star Cooperative Services

105 Main Ave. West
Deer River, MN 56636
Phone: 218-246-8296 • Fax: 218-246-8248
Email: bbox@northernstarcoop.com
Website: www.northernstarcoop.com

Founded: 1927

Owner: Member owned

Outlets: 7

States: 1

Customers: 10,000

2015 FY retail gallons: 7,144,000

2015 FY wholesale gallons: 0

Employees: 25

Bobtails: 16

Transports: 0

Storage volume: 567,000 gallons

Acquisitions: 0

FY ends: Sept. 30

Officers: Roy Tarbell, president; James Peterson, vice president; Travis Anttila, secretary

Operations personnel: David DeLaywer,

general manager; Bradley Box, energy division manager; Nicole Osse, office manager; Patti Oelkers, credit manager

43. Northwest Propane Gas Co.

1515 W. Belt Line Road, Suite 100
Carrollton, TX 75006
Phone: 972-247-6121 • Fax: 972-241-2555
Email: info@northwestpropane.com
Website: www.northwestpropane.com

Founded: 1946

Outlets: 4

States: 2

Customers: 13,620

2015 FY retail gallons: 7,049,355

2015 FY wholesale gallons: 5,803,413

Employees: 42

Bobtails: 16

Transports: 4

Storage volume: 466,000 gallons

Acquisitions: 0

FY ends: Aug. 31

Officers: Jay B. Wood, president; Tim L. Wood, vice president; Jerry L. Hatzfeld, secretary/treasurer

44. South Alabama Gas

714 West Front St.
Evergreen, AL 36401
Phone: 251-578-2740 • Fax: 251-578-5412
Email: waylor@southalabamagas.org
Website: www.southalabamagas.org

Founded: 1962

Owner: Municipality

Outlets: 12

States: 3

Customers: 40,000

2015 FY retail gallons: 7,000,000

2015 FY wholesale gallons: 0

Employees: 106

Bobtails: 23

Transports: 0

Storage volume: 1,231,000 gallons

Acquisitions: 0

FY ends: Sept. 30

Officers: Mark Burgess, CEO

Operations personnel: Wayne Caylor, director of propane operations; Blaine Collier, director of natural gas operations

45. Burkardt's LP Gas

12420 W. Penn Road
Polo, IL 61064



Phone: 815-946-3081 • Fax: 815-946-4031

Email: mfaivre@frontiernet.net

Website: burkardtslpgas.com

Founded: 1982

Owner: Bill and Beverly Burkardt

Outlets: 4

States: 1

Customers: 6,200

2015 FY retail gallons: 6,876,479

2015 FY wholesale gallons: 522,463

Employees: 20

Bobtails: 12

Transports: 0

Storage volume: 233,000 gallons

Acquisitions: 0

FY ends: Sept. 30

Officers: Bill Burkardt, president; Beverly Burkardt, vice president, secretary/treasurer, purchasing

Operations personnel: Mike Faivre, general manager; Paula Faivre, accounts receivable; Tom Dawson, dispatcher

46. Pico Propane and Fuels

1826 N. Loop 1604 W. Suite 325

San Antonio, TX 78248

Phone: 210-876-3560

Email: info@picopropane.com

Website: www.picopropane.com

Founded: 2015

Owner: Meritum Energy Holdings LP

Outlets: 5

States: 1

2015 FY retail gallons: 6,750,000

2015 FY wholesale gallons: 0

Employees: 75

Bobtails: 24

Storage volume: Not provided

FY ends: Dec. 31

Officers: Chris Hill, CEO; Rob Chalmers, CFO; Anthony Kusenberger, vice president, operations

47. Hamilton's Propane Inc.

300 S. Ortonville Road

Ortonville, MI 48462

Phone: 248-627-4904

Email: jeremykratt@hotmail.com

Website: www.hamiltonspropane.com

Founded: 1988

Owner: Bob Kratt

Outlets: 3

States: 1

Customers: 8,213

2015 FY retail gallons: 6,600,000

2015 FY wholesale gallons: 0

Employees: 35

Bobtails: 14

Storage volume: 210,000 gallons

Acquisitions: 0

Officers: Jason Kratt, Jeremy Kratt

48. D.F. Richard Energy

124 Broadway, P.O. Box 669

Dover, NH 03821

Phone: 800-649-6457 • Fax: 603-742-0033

Email: rick@dfrichard.com

Website: www.dfrichard.com

Founded: 1932

Owner: Richard Family Trust

Outlets: 1

States: 2

Customers: 11,000

2015 FY retail gallons: 6,260,000

2015 FY wholesale gallons: 0

Employees: 68

Bobtails: 11

Transports: 0

Storage volume: 210,000 gallons

Acquisitions: 0

FY ends: June

Officers: Robert Richard, president; Raymond Richard, vice president; Anita Corain, secretary; Richard Card, CEO; Linda Nye, CFO

Operations personnel: Ryan Jackson, general manager of operations; Roland Lapointe, general manager of equipment and energy services

49. Enderby Gas Inc. dba Bishop Energy

P.O. Drawer 717

Gainesville, TX 76241

Phone: 940-665-3457 • Fax: 940-665-8484

Email: jim@enderbygas.com

Website: www.enderbygas.com

Founded: 1945

Owner: Jim Bishop

Outlets: 7

States: 2

Customers: 14,000

2015 FY retail gallons: 6,244,182

2015 FY wholesale gallons: 20,557,758

Employees: 90

Bobtails: 27

Transports: 33

Storage volume: 762,000 gallons

Acquisitions: 2

Gallons acquired: 850,000

FY ends: Aug. 31

Officers: Jim Bishop, president; Betty Jarrell, secretary

Operations personnel: Max Eubanks, manager of distribution and supply; Chad Gregg, branch manager, Krum, Texas; Terri Hughes, branch manager, Bowie, Texas; B.B. Reedy, branch manager, Sherman, Texas; Boyd Sanders, branch manager, Paris, Texas; Ronnie Clough, branch manager, Marietta, Okla.

50. Cole Oil & Propane

310 Pleasant Hill Ave.

Lomira, WI 53048

Phone: 920-269-4542 • Fax: 920-269-7288

Email: tom@coleoil.net

Website: www.coleoilandpropane.com

Founded: 1976

Owner: Thomas Cole

Outlets: 2

States: 1

Customers: 6,085

2015 FY retail gallons: 5,980,000

2015 FY wholesale gallons: 94,800

Employees: 18

Bobtails: 10

Storage volume: 300,000 gallons

Acquisitions: 0

FY ends: Sept. 30

Officers: Tony Cole, president; Tom Cole, vice president; Traci Cole, vice president

Operations personnel: Ray La Batte, manager; Mike Holzmann, service manager LPG

If your company was not listed in the Top 50 and would fit in the rankings, contact Brian Richesson at brichesson@northcoastmedia.net or 216-706-3748. For a digital version of the Top 50 rankings, visit www.lpgsmagazine.com and click on "Archives."

