



LYKINS
ENERGY SOLUTIONS

About Lykins Energy Solutions

Lykins is a family owned and operated business. Founded in 1948 by Guy Lykins, Sr., and now in the third generation of management, Lykins Energy Solutions has a rich and diverse heritage.

The company strives to provide its customers with the highest quality products delivered in the most efficient manner at the lowest possible price. Whether a customer needs fuel for its business needs, transportation of petroleum products, or fuel to heat their home or electric for your business or home, Lykins Energy Solutions can meet their needs.

Lykins is not only committed to its customers; it is committed to the community too. Lykins Energy Solutions belongs to many trade and business organizations, and also contributes to many charitable causes. In addition, Lykins Energy Solutions is very involved in local schools, awarding college scholarships, and supporting many athletic teams.

Currently, Lykins Energy Solutions employs 280 people. The company represents four major brands: BP, Marathon, Shell and Gulf. The company is one of the 100 largest privately held companies in Ohio, and one of the top 10 largest Petroleum Marketing Companies in Ohio. Lykins Energy Solutions is one of the oldest and largest Petroleum Marketing Companies in the region and the nation.

Lykins Companies at a Glance

Founded:

1948 by Guy Lykins, Sr.

Current Management:

D. Jeff Lykins, President / CEO

Robert J. Manning, Executive Vice President and CFO

Ronald Lykins, Vice President of Transportation

Mary Eisnaugle, Vice President of Marketing & Advertising

Greg Belisle, Vice President of Energy Procurement & Sales

Location:

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Web site: <http://www.LykinsEnergy.com>

Number of employees: 280

Business service area:

Ohio, Kentucky and Indiana throughout the Midwest and the Southeast US.

Company services/divisions:

- Branded Petroleum Fuels
- Wholesale Fuels
- Commercial Fuels
- Petroleum Transportation
- Home Heating Oil
- Electric
- Lykins Energy Fleet Card

Brands represented:

- BP
- Marathon
- Shell
- Gulf

Lykins Companies History/Timeline

1948: Guy "Bandy" Lykins, a tenant farmer, decided to open a "White Rose" service station in Newtonsville, Ohio in order to support his family. The station had been closed because none of the three previous owners had been able to make a profit. Bandy rented the station for \$50 per month. The station was branded Mobil, as White Rose refused to supply partial gasoline deliveries. Bandy could not afford a full load.

1953: A local Gulf distributor bought the station. During this period, Don purchased his first fuel oil truck at fourteen years of age (before reaching the legal driving age of sixteen). Don, always the dealmaker, worked out a plan with his principal and his teacher to leave school after lunch. If they would look the other way when he climbed out of the classroom window, he would supply each of them with three dollars' worth of gasoline per week. This was the beginning of Lykins Heating Oil business with Don and his older brother, Guy Jr., supplying customers with their own trucks. Don was also successful in talking a fellow student into doing his homework, Linda, his future wife.





1961: The Company received its corporate charter from the State of Ohio. That same year, the Gulf distributor changed to Sinclair, but Gulf purchased the property across the street. Guy agreed to move because of his allegiance to Gulf. Unfortunately, when the lease was up, the new station was not complete. Don, Guy Jr. and Guy Sr. carried the inventory of tires and motor oil across the street, then home to their barn each night. This went on for 30 days until the building was finished. Guy would not consider

staying closed. He was committed to servicing his customers.

1963: Guy continued his commitment to his customers. During this year, there was a huge snowfall. Guy got his two sons out of bed to shovel a path to the station. Although they had only one customer that day, since hardly anyone was out on the roads, Guy demonstrated a point to his two sons ...customers come first.

1967: Lykins builds its first office in Newtonsville, Ohio. It is 3,000 square feet and employs 15 people. Guy steps down as President. Don becomes President and Guy Jr. becomes Vice President. Lykins operates as a Gulf marketer for fuel, oil and a tires, batteries and accessories dealer in Clermont and Hamilton counties.



1969: The two brothers open Lykins Sales and Service, a lawn equipment dealer.

1977: The blizzard in Cincinnati shuts down the area. Lykins is the only company running within 50 miles of Cincinnati. The family spends three days shuttling fuel to National Guard helicopters to be transported to homes that had no oil and that trucks could not reach.

1981: The Company left Gulf Oil and became a Pennzoil marketer.

1982: Lykins moves to Milford. It splits into two offices, one that is 700 square feet and has about 5,000 square feet of truck space and a second in the remodeled King Kwik store that consists of about 2,600 square feet. At this time, the company employs about 50 people. Also in this year, Lykins becomes a Unocal marketer by purchasing Smith Lumber Company.

1985: The first Lykins-owned convenience store opens in Bethel.

1986: Lykins becomes a Citgo marketer and expands its transports into Premier Tank Lines, which operated as a common carrier of petroleum products in 9 states.

1987: Lykins expands again and moves to 5,000 square feet of office space in Park 50 TechCenter. The Company employs 110 people. The lumber store is sold during this year.

1989: Lykins founds Emerald Green Lawn Care, which has 15 franchises in 11 states.

1990: Guy, Jr. sells his stock in the Company to his son, Ron, and to Don and his two sons, Jeff and Mike.

1991: The company expands to 9,500 square feet in Park 50. At this time the Company employs 300 people including those who work for the lawn care and Premier Tank Lines companies.

1992: Lykins becomes a lube distributor for Pennzoil and acquires Country Folks Restaurants, a chain of four family-style restaurants.

1993: Lykins adds the Amoco brand; consequently, most Lykins convenience stores are converted to Amoco that same year. Lykins purchases Aurora Oil Company.

1994: Several changes occurred: Emerald Green Lawn Care is sold to Benchmark Associates; Country Folks Restaurants are sold; Lykins Sales & Service (the power equipment business) is sold and becomes Clermont County Equipment; and Lykins purchases a Fuelman franchise – a total fuel management system.

1995: Lykins purchases Miami Marathon, a small heating oil marketer. Also in that year Lykins adds the Ashland brand and acquires bulk plants in Williamsburg and Morrow, Ohio. With those acquisitions, Lykins increases its heating oil customer base.

1996: Most of the Lykins convenience stores are re-branded Ashland under its new branded agreement.

1997: Lykins Oil Company, Inc. is split into four subsidiaries – Lykins Oil Company, Lykins C-Store, Inc., Lykins Transportation, Inc. and Premier Tank Lines, Inc. The name of the parent company is changed to Lykins Companies, Inc. Lykins Oil becomes one of a very few marketers to offer the BP brand in Ohio.

1998: The stock of Premier Tank Lines is sold to allow Lykins to concentrate on its own fleet in Lykins Transportation. This fleet continues to grow steadily to deliver the products sold by Lykins Oil and also other customer products. Lykins institutes a Board of Directors to add some outside expertise to the management team.

1999: Jeff Lykins takes over for Don, as President and Don becomes the Chairman of the Board. Bob Manning becomes Vice-President/CFO. Ron Lykins becomes Vice-President. The lube business is sold to Oil Distributing. The C-Stores are again re-branded because Ashland was sold to Marathon. Lykins stores are branded with BP, Shell, Exxon, Citgo and Marathon. Lykins also purchases the petroleum division of Owensville Supply, McCoy Oil Company, Hamilton Oil Company, and Feters Oil Company.

2000: Lykins expands again and moves to its current, 12,000 square foot location in Milford and employs 250 people. Lykins also sells its Fuelman fuel Management division to Campbell Oil Company.

2001: Lykins purchases the heating oil and commercial segment of Bruce Miller Oil Co. and Columbia Oil Co.

2002: Lykins purchases Georgetown Oil Co. (OH).

2003: Lykins purchases Steve Krebs Oil Company and MC Russell Oil Co.

2004: Lykins purchases the Transportation division of Columbia Oil Company.

2005: Lykins converts its retail convenience stores to independently owned and operated dealers. Lykins purchases Taylor Oil Co.

2006: Lykins named exclusive reseller of Nexol Bio Diesel for Southern Ohio, Western Indiana and Kentucky. Lykins purchases Curry Oil. Lykins is first in the Greater Cincinnati area to offer BioHeat. Lykins re-enters the propane market. Current Ownership purchased portion of Don Lykins stock.

2007: Lykins purchases Hamilton Oil Co. (KY), DeBoard Oil Co., J&L Equipment & Oil Co., Hively Oil Co., Tucker Oil Co. and Wilson Oil Company.

2008: Lykins restructures divisions to better focus on its core business and also purchases Jacob Hively Oil Company and Bill Leasure Oil Company.

2009: Consolidation of BP Consumer Marketing Group and purchase of related properties.

2010: Lykins is named a key distributor of BlueDEF Diesel Exhaust Fluid for Ohio, Kentucky, Indiana and West Virginia. Donald F. Lykins passes away.

2011: Lykins purchases Brinkman Oil Company, Silver Star Fuels, Co-Alliance Oil, Grant County Oil's bulk plant/home heat/commercial/wholesale business, and Royce Adams Oil Company.

2012: Lykins becomes a licensed electricity and natural gas broker in the State of Ohio.

2013: Lykins introduces Eco-Supreme diesel fuel. Lykins purchases Wagner Oil Company and Petron Oil.

2014: Lykins purchases RC Miller Oil Company and Martin Oil Company. Lykins Oil Company changes their name to Lykins Energy Solutions.

Lykins Energy Solutions Divisions

Branded Fuels

The Branded Division of Lykins Companies supplies major oil petroleum products and branded franchises such as BP, Marathon, ExxonMobil, Shell and Clark to various independently owned retail outlets including service stations, convenience stores, marinas and marketers in Ohio, Kentucky and Indiana. In addition, Lykins Companies specializes in working with investors in developing and building new ground-up branded gasoline facilities in return for a supply contract.

Wholesale Fuels

The Wholesale Division of Lykins Companies markets petroleum products throughout the Midwest and along the East Coast. Lykins supplies diesel fuel and gasoline to trucking companies, farms, bus lines, truck stops, construction companies, schools, service stations and other oil companies. Lykins buys petroleum products from 25 major and large independent refiners so customers have access to the best quality products at competitive prices. Lykins also helps customers control their fuel expenses using fixed cost and options strategies.

Commercial

The Commercial Division of Lykins Companies supplies customers purchasing gasoline or diesel fuel in per delivery quantities of less than 5,000 gallons. This division is staffed to answer and provide purchase, delivery and equipment solutions through many programs it offers. Regardless of the requirements, Lykins Companies' Commercial Division has the right price and the right program to fulfill the unique needs of each petroleum customer.

Transportation

The Transportation Division of Lykins Companies not only provides petroleum transport services to its parent company but to other companies as well. Lykins Transportation's mission is to provide sound, responsible carrier services through its team of highly experienced professionals, and an impressive fleet of petroleum transportation equipment. Whether a customer is purchasing products from Lykins Transportation or the customer needs a load of its own product delivered, Lykins Transportation can fulfill those needs. No matter how large or small a delivery, Lykins Transportation is eager to put its 50-plus years of petroleum transportation experience to work for its customers.

Home Heating Oil

Lykins Home Heating Oil Division supplies individuals with heating oil for their homes. Lykins offers guaranteed and fixed price programs, treated winterized fuel, automatic fill programs, metered deliveries, and senior citizen discounts.

Electricity

Lykins Energy Solutions electric gives residential and business customers in Ohio the security of knowing they are with a company that has been around since 1948. Lykins Energy Solutions electric comes right over your existing power lines, delivered by your current utility. No interruptions and no billing changes. Lykins Energy Solutions electricity provider has no auto renewals, no hidden fees and offers big savings over your current supplier.