

Lykins

Est. 1948

“Fueling the Future”

Lykins is a premier supplier of traditional fuels and environmentally friendly alternative fuels for all business and government fleets, municipalities, homes and farms and has been a dependable supplier of fuels since 1948. Lykins takes great pride providing quality fuels, customer service and providing fuel solutions to their customers. .



About Lykins Companies

Lykins is a family owned and operated business. Founded in 1948 by Guy Lykins, Sr., and now in the third generation of management, Lykins Companies 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, Lykins Companies can meet their needs.

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

Currently, Lykins employs 201 people. The company represents five major brands: BP, Marathon, ExxonMobil, Shell and Clark. 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 Companies 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

Ron Similo, Vice President of Sales & Marketing

Location:

5163 Wolfpen-Pleasant Hill Road

Milford, OH 45150

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

Number of employees: 230

Annual Revenues: \$750,000,000

Gallons Sold Annually: 375 million

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

Brands represented:

- BP
- Marathon
- ExxonMobil
- Shell
- Clark

Lykins Companies History/Timeline

1948

Guy Lykins, Sr. was a tenant farmer who was forced to move off his land. Guy 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. Guy went to a local bank, with his family in tow, to get a loan to open the station. The bank agreed to loan him \$750. His nine-year-old son, Don was sitting in the lobby and overheard the loan officer telling his secretary, "This loan will never be repaid." Guy rented the station for \$50 per month. The last three operators of this location had gone out of business. The station was branded Mobil because White Rose refused to supply partial gasoline deliveries, and Guy could not afford a full load. As the business grew, the property owner added a lube bay and raised the rent to \$100 per month. The skeptical loan officer's dire prediction proved to be inaccurate, as the loan was repaid in full.

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's 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 couldn't 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 also 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. 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 Fetters 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 Company.

2002

Lykins purchases Georgetown Oil Company.

2003

Lykins purchases Steve Krebs Oil Company.

2004

Lykins purchases Columbia Oil Company.

2005

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

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.

2007

Lykins purchases Hamilton Oil Company, JL Equipment & Oil Company and Wilson Oil Company.

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

Purchases Brinkman Oil Company

Lykins Companies 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.