



AmeriGas®

PREMIER ACQUISITION PROGRAM

PRO-PEOPLE

PRO-PRINCIPLED

PRO-POSSIBILITIES



INDUSTRY LEADING ACQUISITION EXPERIENCE READY TO SUPPORT YOU.

Considering to sell your company is a big decision. AmeriGas is here to help make that process seamless. With the extraordinary financial, personnel and distribution resources of America's largest propane company, AmeriGas provides exceptional advantages for you and your company to consider when making your decision.



WHAT QUALITIES DOES AMERIGAS LOOK FOR?

AmeriGas does not take a one-size-fits-all acquisition approach. When we look at potential acquisitions, we look for certain qualities that allow a business to stand out from the rest. If your business has any of the qualities below, we would welcome the opportunity to meet with you.

ACQUISITION PROGRAM

AmeriGas is expanding their acquisitions program with propane distributors interested in selling their business. We have a fully staffed dedicated team covering all areas of the US.

AmeriGas treats our prospective sellers with the utmost respect.

FOR YOUR CUSTOMERS

AmeriGas offers industry leading online account management tools and a nationwide supply, distribution and service network to ensure your customers continue to receive the exceptional service they enjoy today.

FOR YOU

We firmly believe our processes result in fair valuations of your business, delivered with simplicity and complete confidentiality.

FOR YOUR EMPLOYEES

AmeriGas is proud to offer competitive salaries, excellent benefits and provide a long term career development path for your employees.

OPERATIONAL EXCELLENCE

Do you develop your customer base year over year because you are known for getting the job done right every time? These are the blueprints that define an exceptional propane business.

RELIABLE VOLUME AND MARGIN

The environment which we operate changes year to year. Such changes may be caused by weather, inventory availability of supplier, regulation, or other factors. However, when a company proves its ability to maintain and grow its volume and margin, it exhibits the true quality of that business.

QUALITY ASSETS

Nothing says more about a company than the quality and condition of its facilities, vehicles, and equipment. When your facility is organized, vehicles are well-maintained and your tanks certified and in good standing it does not go unnoticed. This proves how invested you are in your business.

LOYAL CUSTOMERS

Have your customers stayed with you year after year? Have you found ways to grow your customer base? Do you have a high percentage of company-owned tanks? Loyal and reliable customers show stability in that business.





WHAT DOES THE SALE PROCESS LOOK LIKE?

Whether you're just exploring, looking for a valuation, or are ready to sell, we are here to help.

INTRODUCTIONS

Whether we meet you in person, on the phone, or through email, we would love the opportunity to learn about you and your business. You have worked hard to get where you are today, and we would want to hear your story. We look forward to answering any questions about our process.

CONFIDENTIALITY AGREEMENT

If both parties believe there is potential for a deal, we will establish a confidentiality agreement, which will be signed by both parties prior to any confidential information being shared. This agreement will protect the information shared between you and AmeriGas. The information you provide is sensitive, and this agreement ensures we safeguard it.

SHARING OF INFORMATION AND VALUATION

To provide a fair valuation of your company, we will ask for necessary information about your business. Financial information (volume sold, revenue, expenses, cost of gas) and operational information (service territory, vehicle information, tank size/ownership) will be requested. The more information we have to complete our valuation the easier it will be for us to explain how we reached our conclusion.

LETTER OF INTENT

If we both approve the terms of the deal, we will initiate a letter of intent, signifying agreement of the exclusivity of the deal.

DUE DILIGENCE

Due diligence is a collaborative process during which we will confirm any and all of the assumptions made to this point. We will review details of our analysis and the data provided to us. In essence, we are confirming the basis for our valuation and offer. We will negotiate a purchase agreement and all related legal documentation.

FINAL SALE

Congratulations! For you, the hard part is over. At this time, we will verify the final inventory and assets that are part of the deal, while our team of experienced professionals will work with you to ensure that a seamless transition occurs for you, your employees, and your customers.

YOUR DEDICATED ACQUISITION PRO-YOU TEAM



AMY HEUER

GROUP DIRECTOR BUSINESS DEVELOPMENT

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Amy Heuer is Group Director Business Development, AmeriGas, responsible for North America. She has been in the LPG industry since 2017. Prior to her Group Director role, Amy was AmeriGas' Director of National Sales & Business Development for the propane exchange division. She and her team were responsible for outstanding year-over-year volume, revenue and profit growth, driving new business with new customer integration, and expansion of the existing customer base. Also, developed the state of the art self-service propane exchange vending segment with significant retail distribution gains in the Home Improvement, Mass, Convenience and Grocery channels.

Prior to joining AmeriGas, Amy spent 25+ years in the Consumer Product Goods Industry working for Fortune 100 & 500 companies such as Kraft Foods, Nabisco, Clorox, Applegate Farms and Campbell Soup Company. She also spent time in the financial and entertainment industries working for Coinstar and Redbox. Amy has held national business development leadership roles for most of her career. Her cross-industry expertise includes creating ground-breaking strategies to ensure continuity in building long term scalable and healthy businesses.



NOAH SMITHSON

MANAGER CORPORATE DEVELOPMENT

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Noah Smithson is Manager Corporate Development, AmeriGas for the West region of the U.S. He has been in the LPG industry for 4+ years. Prior to this role, Noah was National Account & Business Development Manager for AmeriGas' propane exchange division. Noah's exceptional leadership led to new and profitable customer acquisitions, impactful customer marketing development and execution, strategic vending expansion across the U.S., and outstanding relationship management of all customers in the Home Improvement, Mass, Convenience, Grocery and Drug channels.

Prior to joining AmeriGas, Noah spent 10+ years in the Consumer Product Goods Industry working for Fortune 500 companies Kraft Foods/Nabisco and PepsiCo. Noah has held eight roles of progressive responsibility, advanced into senior levels in Strategic Account Management and Sales Operations. Noah was responsible for successfully managing all large format grocery operations worth over \$110 million for PepsiCo. He has been an integral individual contributor as well as a great leader responsible for over 100 employees.

YOUR DEDICATED ACQUISITION PRO-YOU TEAM



ANDREW BRUTON

MANAGER CORPORATE DEVELOPMENT

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Andrew Bruton is Manager Corporate Development, AmeriGas for the Northeast region of the U.S. Andrew has worked in the fuels industry for over 18 years.

Andrew has a 17-year history in business development. Most recently, he served as Senior Business Development Manager for Getty Realty Corp, where he was responsible for originating and underwriting sale-leaseback transactions in the retail channel for the publicly traded Real Estate Investment Trust (REIT). Prior to joining Getty Realty, Andrew worked in the consumer product goods industry with Fortune 500 Campbell Soup Company. Andrew started his career as Regional Sales Manager and was quickly promoted to National Account Manager for their snacks business in the U.S., responsible for growing their entire snacks portfolio. Andrew started his career with Sunoco LP, where he progressed through positions of increasing responsibility in his 12+ year tenure and was integral in growing Sunoco's market share in the U.S.



ADAM WILBURN

MANAGER CORPORATE DEVELOPMENT

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Adam Wilburn is Manager Corporate Development, AmeriGas for the Southeast region of the U.S. Adam was recently promoted to this role. He previously served as National Account Manager for the national propane exchange division. Adam was a highly successful sales leader and responsible for new customer acquisition, impactful customer marketing development and execution, contract negotiations and distribution expansion across all major U.S. classes of retail trade.

Prior to joining AmeriGas, Adam spent 12+ years in the consumer product goods industry working for Fortune 500 companies including Pepsi/Frito Lay & CVS. Adam was also Key Sales Manager for Mike's Hard Lemonade Co., where he was responsible for gateway and expansion into one of the largest national mass retailers in the U.S. He has extensive experience in business development with both national and regional retail partners. In addition to Adam's individual contributor roles, he has also led large teams.

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COLE HARRISON

MANAGER CORPORATE DEVELOPMENT

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Cole Harrison is Manager Corporate Development, AmeriGas for the South region of the U.S. Cole has worked in the energy services industry for over 8 years.

Prior to joining AmeriGas, Cole spent time with Baseline Energy Services as Key Business Development Manager. He was responsible for securing business with new customers, penetrating new markets and implementing strategies to grow existing accounts plus enter new technology. Cole was instrumental in leading the team to record company revenue and profitability. He was also Sales Account Manager for DrillChem Drilling Solutions, spearheading efforts to successfully grow sales across multiple basins, enter new product markets, and integrate bolt on acquisitions. Cole began his career with National Oilwell Varco in their leadership development program. Ultimately, he became Global Accounts Manager for their completions group, where he managed large public energy service company accounts internationally across the Middle East, Far East, Europe, and Latin America regions.



PAUL GRAVEL

MANAGER CORPORATE DEVELOPMENT

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Paul Gravel spearheads AmeriGas corporate development initiatives in the northeastern geography of the U.S. Paul has been a business development consultant since 2020. In addition to three years working in the LPG industry, Paul brings strong expertise in corporate growth with over 20 years of experience in direct sales and sales leadership positions. His M&A experience includes senior management participation in 4 completed mergers of technology companies.

Prior to AmeriGas, Paul's varied career experience includes 6 years selling energy efficiency solutions to regulated gas and electric utilities, 5 years leading a specialty software provider of privacy and information access solutions to the US and Canadian federal governments, and 9 years growing revenue at a startup from zero to seven figures in the web site management space.

Prior to AmeriGas, Paul's varied career experience includes 6 years selling energy efficiency solutions to regulated gas and electric utilities, 5 years leading a specialty software provider of privacy and information access solutions to the US and Canadian federal governments, and 9 years growing revenue at a startup from zero to seven figures in the web site management space.



PROPANE THAT'S **PRO-YOU**

AmeriGas recognizes that every company is different. We do not have a one size fits all approach to evaluating a business for potential acquisition. We communicate with each business confidentially and evaluate each business on its own merits. Our primary objective is to ensure your business, employees, and customers are treated with the care and attention they deserve...always.

For a confidential, no obligation consultation, contact:

AmeriGas[®]
PROPANE THAT'S PRO-YOU

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