



WOODFORD OIL COMPANY

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MEDIA CONTACT:

Scott Kiser, Executive Vice President
skiser@woodfordoil.com
304-636-2688

Woodford Oil Co. Acquires Key Assets in West Virginia

Elkins, WV—Woodford Oil Co. has acquired Guttman Energy's wholesale petroleum distribution business in West Virginia, building on a decade of expansion in the Mountain State and the Appalachian region.

"Woodford Oil is excited to bring together these two great organizations. This deal combines valuable assets including experienced employees, top-tier product lines and a large fleet of modern vehicles and equipment to better serve customers throughout West Virginia and surrounding states," said Scott Kiser, executive vice president, Woodford Oil Co.

"Guttman Energy has a long-standing reputation as a customer-focused petroleum marketer in our region. Since the 1980s, they have been providing West Virginia customers with commercial and industrial fuels and lubricants, home heating oil and convenience store gasoline. Our focus will be to continue this tradition of providing quality products, reliable delivery and impeccable service."

The acquisition strengthens Woodford Oil Co.'s product and service offerings to commercial, industrial and government customers in West Virginia and across Woodford's entire six-state service area. The acquisition includes a large fleet of trucks and a network of common carriers to supply a large volume of petroleum products to area customers. Woodford Oil Co. also will be retaining Guttman Energy's West Virginia employees, which are an important component of the acquisition. Former Guttman Energy Branch Manager Darroll Talbott was named Woodford Oil Co.'s vice president of Sales and Marketing.

"Woodford Oil is dedicated to providing top-quality customer service through our extensive, locally based offices, terminals and employees," said Todd Woodford, chief operating officer, Woodford Oil Co. "Many of the Guttman Energy employees have been serving area customers for more than 20 years and they're an extremely valuable part of the business. Customers should know that in most cases they will continue to work with the same individuals they've come to know and trust over the years."

The Guttman Energy acquisition builds on a decade of growth for Woodford Oil Co., including the 2012 acquisition of the lubricants business of Elite Petroleum of Danville, KY; the 2008 acquisition of Beckley Oil's petroleum operation in Marlinton, WV; the 2006 purchase of the Hess Oil Company of Elkins, WV; and the 2005 acquisition of the petroleum assets of J.D. Kiser in Ashland, KY.

Founded in 1947 and headquartered in Elkins, WV, Woodford Oil Co. is a locally owned provider of petroleum fuels, lubricants and value-added services that help customers improve their operations and save money. Woodford serves customers in West Virginia, Kentucky, Ohio, Virginia, Maryland and Pennsylvania with a full range of products including commercial fuels and lubricants, convenience store gasoline and diesel fuel, home heating oil and racing fuels. Woodford carries Shell, ExxonMobil, Marathon, Sunoco, BP and Citgo branded fuels and is a Chevron 1st Source lubricants marketer. Woodford's oilfield services division provides the natural gas and oil industry with 24/7 service. Visit us online at www.woodfordoil.com.

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**ELKINS, WV
HEADQUARTERS**
P.O. BOX 567
ELKINS, WV 26241
TEL: 304.636.2688
FAX: 304.636.4351

**ASHLAND, KY
REGIONAL OFFICE**
P.O. BOX 727
ASHLAND, KY 41105
TEL: 606.928.2744
FAX: 606.928.2126

**DANVILLE, KY
REGIONAL OFFICE**
650 DAVID AVE.
DANVILLE, KY 40422
TEL: 859.236.6071
FAX: 859.236.0503

**MARLINTON, WV
REGIONAL OFFICE**
802 4TH AVE.
MARLINTON, WV 24954
TEL: 304.799.4503
FAX: 304.799.6252

**ANMOORE, WV
REGIONAL OFFICE**
RT. 58 WEST,
ANMOORE, WV 26323
TEL: 304.622.6843
FAX: 304.622.6927