

January 2, 2014

Flyers Energy Anxious to Grow in the West

Published in CSP Daily News

Allied Washoe acquisition "a natural next step" for fuel distributor

AUBURN, Calif. -- With its eyes on growing in six states in the West, Flyers Energy LLC took a step in that growth with its acquisition of the assets of Allied Washoe Petroleum, a fuel distributor based in Reno, Nev., as reported in a 21st Century Smoke/CSP Daily News Flash.

Privately-owned Flyers Energy, Auburn, Calif., is on a campaign to expand its holdings throughout the Western United States, and Reno is a natural next step in its geographic expansion, according to the company. Flyers extended employment offers to a majority of existing Allied Washoe team members and is still working to fill more positions for additional sales people, drivers and office staff.

“The industry is evolving in a direction that makes it increasingly difficult for small, independent marketers like Allied-Washoe to be competitive,” said Mike Cox, Allied Washoe’s chief executive officer. “We felt it was in the best interest of our customers, our employees and our shareholders to align with a company that was better positioned to care for our customers into the future, and no one is better suited to do that than Flyers. They made the process very easy, offered an attractive price and flexible structure, and are providing enhanced career opportunities to most of our employees. We are thrilled to now be a part of the Flyers team and look forward to enhancing the level of service that we can provide to our many loyal customers.”

Allied Washoe’s lubricants, delivered fuels and commercial fuel accounts augment Flyers Energy’s similar holdings in the region. The merger also allows Flyers Energy to distribute Shell brand lubricants in the northern Nevada market and gives the company access to the Pacific Pride commercial fueling network for the first time.

“Mike Cox and his team have built a solid, well-respected business in the Western Nevada market,” said Rick Teske, Flyers’ general manager. “We are excited to offer our expanded product and service offerings to the Allied-Washoe customers and are pleased to be adding Mike and most of his employees to the Flyers team.”

Flyers is actively looking for additional acquisitions throughout California, Oregon, Washington, Idaho, Utah, Nevada and Arizona, according to the company. The company’s mergers and acquisitions advisor is DCA Partners, Roseville, Calif.

Flyers Energy franchises the Flyers fuel brand and distributes wholesale and branded retail fuel, commercial lubricants, renewable fuels and solar power in the United States. Flyers Energy is the largest member of the Commercial Fueling Network and is also the marketer for more than 100 Chevron, Shell, Valero, and 76 branded stations. Flyers Energy offers commercial fueling at 230,000 retail gas stations nationwide with the Flyers Fleet Card.