



LYKINS
ENERGY SOLUTIONS

Lykins Energy Solutions Announces Three-Year Strategic Plan

The focus for Lykins Energy Solutions includes strategic mission and vision statements, targeted goals and measurable priorities that will help drive the company's success for the next three years and into the future.

"The strategy's main focus is to enhance our long-standing commitment and promise to our customers and our employees," said Jeff Lykins, President and CEO.

The company plans for strong growth in its commercial fuels, propane, electricity and branded businesses.

*Mission: To be a force for good for our employees, customers and community.
Vision: To be the best energy solutions with quality, value and integrity.*

The company's focus is set on three priorities: Operational Excellence, Enhanced Technology and an Accountable Culture.

Employees will be focusing on improving the customer experience by leveraging planned investments in technology, training and process improvements. The Lykins company values were created with direct input from all 350+ employees and will continue to serve as the model to guide them with external and internal touch points.



"Upgrades are planned to help automate and connect Lykins large tank wagon and transport fleet to better serve the growing needs of our customers in the communities we serve," said Ron Lykins, Vice President of Transportation.

Key investments in training, process improvement and employee engagement will help drive results and create a culture of accountability to each other and it's over all mission. A "strategic filter" has been created and deployed to assist the entire Lykins team with aligning future key decisions with the core goals.



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The company plans to improve leadership and sales effectiveness through enhancements to business intelligence applications and implementation of a new CRM solution.

To help support and drive the strategic vision, Lykins Energy Solutions is proud to announce the following key personal additions and changes:

Greg Belisle, currently Vice President Energy Procurement and Sales, has moved to the Chief Operating Officer role. Greg will be instrumental in getting all strategic projects completed and fully implemented. With his 20+ years of experience in fuel procurement, retail operations and sales team management, Greg will now oversee all operations of the company. Greg joined Lykins in 2011.

Zach Stanfield, currently Director of Human Resources, will become Vice President of Human Resources. Zach has been leading the HR department since 2014. He has made significant improvements to the employee experience. Zach's proven leadership will be leveraged to further improve overall employee engagement and satisfaction.

Todd Garner joins Lykins Energy Solutions as Vice President of Energy Procurement and Unbranded Sales. Todd comes to Lykins Energy Solutions with more than 25 years of experience with a concentration in the energy industry. Todd most recently was the president and managing member of 20/20 Energy Advisors, LLC and CEO and Managing Member of Protec Fuel Management, LLC, in Florida.

Gary Rickels has joined Lykins Energy Solutions as the Director of IT. Gary joins the team with more than 19 years of hands on IT technical experience. Formerly a Director of IT Infrastructure and Support, he will be enhancing all Lykins Energy Solutions' business processes, IT and BI system automation to consistently identify opportunities to integrate people, processes, data and technology.

Lykins Energy Solutions home office is in Milford, Ohio. The company was founded in 1948 and is now in the third generation of Lykins family management. The company serves customers in Ohio, Kentucky, Indiana and West Virginia, as well as throughout the Midwest and the Southeast United States. Lykins provides energy products including: Branded Fuels, Wholesale Fuels, Commercial Fuels, Transportation, Home Heating Oil, Propane, Lubricants, Fleet Fueling and Electricity Supply. The company is one of the 100 largest privately held companies in Ohio, and one of the top 10 largest Petroleum Marketers in Ohio as well as one of the oldest and largest Petroleum Companies in the region employing more than 350 people.

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