

## Abercrombie Oil Co., Inc.

P.O. Box 1422  
Danville, VA 24543  
Phone 434-792-8022  
Fax 434-793-0143

Email *De Olde Editor* at  
tpearson@chatmossable.com



We're on the web  
www.abercrombieoil.com

## Danville LP Plant is Propane Central

River St. in Danville, VA is more than a scenic place to take a stroll. It's the center of AOC's propane operation.

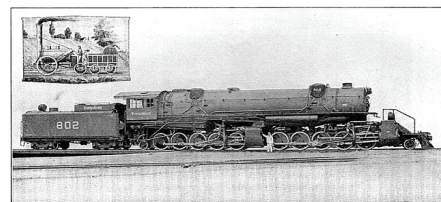
President and CEO **Milo Abercrombie** maintains his office in the River St. facility. Plant manager **Mark Redd** oversees bulk plant operations there as well as making sure other AOC propane facilities have an ample supply of well priced propane.

**Phyllis Matthews** and **Nancy Hall** make sure the extensive amount of paperwork necessary in a propane operation are handled smoothly. Lead service person **Dale Groce** along with assistant **Allen Chaney** takes care of tank and equipment installations as well as barn service. **Glen Achey** pulls double duty as the primary propane transport driver and helps out around the plant with service and maintenance as well.

Getting the fuel to the tanks is handled by a

great group of experienced drivers and a quick learning newcomer. Veteran **Hugh Dodson** is the seniority guy now. He, along with **Matthew Stone** and "I'm glad to be back, too" **A. J. Lee** have been teaching newcomer **Anthony Hollingsworth** the ins and outs of propane routes since he came on board last year.

The LP industry in the Danville area has changed immensely over the past few years as farming and industrial purchase policies have evolved. The Danville LP crew is meeting those challenges head on and continues to be one of the best performing profit centers in the AOC family.



**Jeannie Thompson** dispatches, does collections, and generally keeps the bulk plant operation running smoothly. Full time tank wagon drivers **Mike "Bubba" Aherron** and **"Dizzy" Dean Dalton** carry the daily loads of fuel delivery and service. They also support tanker delivery operations by filling in regularly for the transport division. Seasonal driver **Robbie Morris** and year-round part-timer **Steve McDowell** round out a delivery crew that has distinguished itself as the most dependable in the area.

The efforts of these employees, along with **Marian Isley**, **Wallace Slayton** (more on these two in the next issue), and **YOU** have not gone unnoticed by those outside our corporate family. AOC garnered a **2011 Showcase Magazine Rave Award**, being voted **Favorite Local Fuel Company**. FANTASTIC!

And then, there's me.

## Danville's West Main Facility More Than Just a Bulk Plant

Sure; there's a loading rack, tanks and delivery trucks; but, the Danville West Main facility is more than just a bulk plant. The majority of the financial functions for the company are handled out of this office. As such, the lines between corporate office and bulk plant employee are mostly blurred.

VP and CFO **Terry Smith** oversees the operation. Terry monitors all cash accounts for accuracy as well as handling insurance, payroll, and human resource issues. He also prints almost all the monthly statements for the company.

**Nancy White** monitors Fleet Management operations and handles accounts payable. She writes checks and posts payments to vendors and has reportedly answered the occasional phone call.

**Debbie Wray** handles bills-of-lading

and does the bulk plant's sales posting. She's training newby **Joanne Echols** in the bills-of-lading black magic. Joanne is learning quickly and assuming more responsibilities along the way. Part timer **Judy Wallace** straightens out several store operators on her days in the office.

**David Jefferson**, the "Incredible 3-Headed Man", does everything from posting *Tank Traks* inventory figures to credit reports, to loading the occasional drive in customer. He grows the extra heads as he fills in for those who are out of the office for whatever reason. (I've seen 4 at once but they looked like they were starting to swell!)

**Jerry Douglas** handles all things taxing and environmental. He also keeps a certain "edge" on the office and must be a bit paranoid as he constantly conducts impromptu "wallet checks".

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# The "A" Train

Volume 1A March 2011



## The Return of The Train

### Inside this issue:

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### Quick Profile:

#### Amber Wright

- Franklin County High School Senior
- Future member of The College of William and Mary "Tribe"
- One of 2 Virginia student and 14 nationwide chosen by ExxonMobil for NMSI commercial
- Daughter of Trish Rhodes

Okay. Okay! OKAY! I'm sorry, already. It took longer than I'd planned. Sure there were reasons (maybe excuses); but, "The A Train" is back and, hopefully on track for a more consistent schedule than the last few years.

Most of this issue is dedicated to reintroducing us to ourselves and catching up on some news that's been skipped in the last couple of years. While the times have been a-changin', so have the rosters of our locations. It's gotten to be almost like a baseball game..."Programs.

Programs. You can't tell the players apart without a program!" Hopefully this re-inauguration of the *Train* will bring us up to date and restore a bit of that family atmosphere that *De Olde Editor* has experienced since coming on board; the same type of atmosphere Milo has fostered with his company since its inception.

We've got new faces, new addresses, people with new responsibilities, and new opportunities throughout our organization. We can all be more effective at what we

do, thereby making Abercrombie Oil Co., Inc. more effective, by becoming, and staying, more familiar with whom we work.

Inside you'll find updates on the Danville Home Office and Bulk Plant, Danville LP Plant, Martinsville Bulk Plant, Gretna Bulk Plant, Siler City (NC) Bulk Plant, and the Gas Ops and Transportation Office in Greensboro, NC.

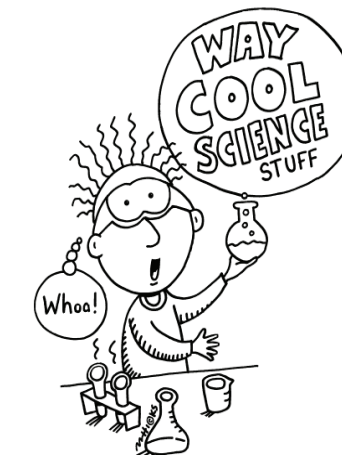
While there may be a lot of raw data in this issue, keep in mind that things that interest you will interest others. So, SEND ME STUFF!!!

## It's A Long, Long Way From Martinsville to Dallas...

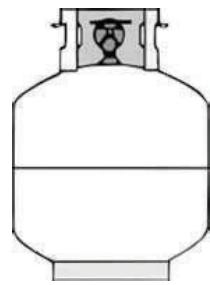
But that's exactly where **Amber Wright**, eldest daughter of Martinsville Administrative Specialist **Trish Rhodes**, headed after being chosen to participate in an ExxonMobil program to identify "dynamic students with inspiring stories". Amber, a senior at Franklin County High School, was one of 14 students nation-

wide tapped to be interviewed for a potential commercial appearance by the National Math and Science Initiative (NMSI), a program heavily sponsored by ExxonMobil and promoted by Virginia Advanced Study Strategies, Inc. (VASS), which organized the VA student interview process.

(see "Amber", pg 2)







### Gretna Bulk Plant has a handy propane filling station at the facility entrance.

## Gretna Bulk Plant

Located at 518 N. Main St. in "Ain't No Big Thing But It's Growing" Gretna, VA, the Gretna Bulk Plant carries both propane and distilled products as well as a line of lubricants aimed at farm and business customers. The Gretna operation became part of AOC with the acquisition of Mason Oil Co. Propane was added after the purchase.

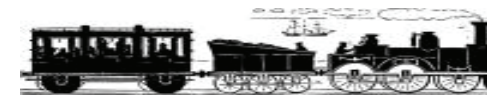
After about a hundred years of faithful service, manager

**G.W. Jacobs** retired at the end of 2010. Taking over as manager is **Tommy Aylor**, a long-time Gretna resident who came off the road as an over-the-road trucker to learn the ropes from G.W. a little over a year ago.

**Joyce Vassar** and **Sylvia Doss** assure that all office functions are on track. Their duties include posting to Factor on the recently installed computer system.

The service department, always an important part of the Gretna operation, is manned by **Harry Sherwood** and **Mark Rowland**, an experienced service person that recently joined AOC from Central Oil Co.

While Tommy, Harry, and Mark all help out on the trucks, the bulk of the deliveries are handled by drivers **Jason Snow** and **Robert Hankins**.



## Siler City, NC...Mayberry Incarnate?

Not quite.; but, the charming town does have that Mayberry flavor. Frances Bavier, Andy's "Aunt Bee", lived just over the hill from the Siler City facility until her death. The S&H Oil Co. purchase brought with it some unusual challenges but the facility continues to evolve into a viable, and valuable, segment of AOC.

Managed by **Shane Isley**, who came along with the purchase, the facility has undergone a major overhaul. Removal of a storage tank, a "cement pond" dike for the remaining ones, an LP bulk

plant complete with filling station, new electrical service, and perimeter fencing are a few of the changes at the site.

Number 1 driver **Lewis Johnson**, who also came along with the purchase, handles distillate deliveries. Newest of the bunch is **Eric Brewer**, who handles bobtail deliveries and helps with LP tank and appliance installs.

**Mike Holt** uses his extensive knowledge of the propane business to continue growing that segment from its "scratch" beginnings. Mike, along with Shane, has nurtured the "propane baby"

in the right way, giving AOC a well respected reputation in the area as a place that "does it the right way."

Siler City is our only NC bulk facility since the sale of Casville and Carolina Propane. Despite tough economic times in their area, the crew continues to get the most out of available resources and establish a strong position for AOC in the local market.



### Martinsville's Remodeled LP Appliance Showroom a Real "Eye-Catcher"



"She might be my daughter (guess I'm a little biased)...but I know she is destined for great things." Trish Rhodes

## Martinsville Facility Harkens to Vestiges of Hite Oil

The front of the building still has the Hite Oil logo; but the rest of the facility has quickly evolved into an AOC style operation since the Hite purchase. Manager of Bulk Plant Operations **Bill Royster** starts his days in his Martinsville office and personally oversees the operation.

**Sandy O'Dell** and **Trish**

**Rhodes** (from page 1 story) provide a dose of overdue efficiency to the administrative side of the operation with innovative record keeping and exemplary posting and dispatching techniques.

**Troy Yeatts**, service person, was rescued from Fireplaces and Such. He provides the knowledge to handle the varied installation applica-

tions for both propane and distillate applications and, has been known to fill in on the delivery trucks in a pinch. Veteran driver and novice used car trader **Robert Barbour** spends most of his time in the distillate delivery trucks but has been known to hop in a bobtail and knock out a few (see "Martinsville" on page 3)

"Amber" (cont. from pg 1)

The commercial is actually a promotion for NMSI. It is scheduled to air during *The Masters* golf tournament this year. While no information is available as to which of the 14 students and four teachers that participated in the taping will be used in the final commercial, Trish and family have high hopes Amber will be one of them. Trish admits

possible bias but states, "She is such a smart young lady. It sometimes catches me off guard and floors me! She really excels in science and also has a passion for it, so, who knows what her future might hold...I know she is destined for great things." (*The Olde Editor* thinks that's just good observation skills.) Trish, daugh-

ter Ashley Wright, and husband Lloyd Rhodes accompanied Amber on the trip to Dallas.

Amber carries a 4.25 GPA at FCHS and has been accepted on early decision to The College of William and Mary. She hopes to become an archeologist and possibly carry a double major or minor in biology or chemistry.

"Martinsville" (from page 2)



propane deliveries too. Another "Robert", **Bubba Collier**, regularly pilots a bobtail as does **Mark Woody**, the newest member of the Martinsville delivery crew.

**Lloyd Barker**, retired propane service person, dusts off his work boots and comes back to help during the busy winter months doing every-

thing from service work to driving a tank wagon.

The Hite Oil facility added, and dramatically expanded its propane business since the AOC purchase. Propane now accounts for the majority of the business encompassing a continually growing fireplace and heater business. The recently re-

modeled showroom area is a point of facility pride and an eye-catching interest-grabber for customers entering through the front door. Extensive modifications to storage areas required by DEQ, EPA, and other alphabet factions result in an up-to-date facility ready for future growth.

## Greensboro: Gas Operations, Service & Fuel Transportation

Located on Grecale St. in Greensboro, NC, the former offices of U-Fill-Er-Up house AOC's gasoline operations, service dept. and central transportation offices.

Headed by VP **Randy Cobb**, sales staff **Tom Fuqua**, **Andy Lewis** and newcomer **Jerry McDaniels** do their best to in-

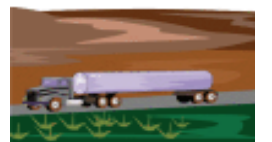
crease AOC gallons and keep current dealers on the right track.

Dispatchers **Joe Biles** and **Trish Merritt** get the transports started in the right direction. Drivers include veteran **Donnie Lewis**, **Ricky Preece**, and "glad to be back" **Benny Redd**. Newest drivers include **Lorne Biles**, **Shawn Woomer**, **Sammy**

**Green**, and **George Jacobs**.

Service manager **Roger Byers** and assistant **Tommy Moore** install the new stuff and keep the old stuff patched and running.

Hopefully, our next issue will include updates on our newest locations and a bit more about our Salem Leasing based fleet.



GBO is trucking, and a whole lot more.