

Quarterly Newsletter June 2018 Issue 4

LEWIS & Raulerson, INC.

"Integrity Driven. . . Service Powered"

1938

80 YEARS

2018

Mogas Retail Prices Expected To Crest At \$3.00 This Summer

By: Bill Raulerson



Inside this issue:

* Tribute To Our History

Does Your Passion
Equal Your Purpose 2

Lewis Family
Scholarship 3

FueLoc
Announcement 4

In The Community 4

Petroleum
Products, Inc. 5

Anniversaries 6

A Look Back 7

Service...With A
Purpose 8

Employee Self-
Service Benefits 9

Meet The Team 9

As I reduce my thoughts to paper for "The Progressive" - 2nd QTR 2018, the average U.S. spot price for unleaded gasoline is \$2.258 and ULSD No. 2 is \$2.288 respectively in North American markets. These numbers reflect a 35% gain or \$.60 CPG increase for mogas and a 45% gain or \$.75 CPG increase for distillates from a year ago. This increase, of course, has affected virtually all petroleum based products that we purchase as consumers; freight for food and manufactured goods, and the most painful: your personal consumption, which is expected to cost the consumer \$200.00 more this year than last year. Mitigating factors that have contributed include the following: recovering demand in N.A. and abroad, OPEC quotas (put in place 2016), lower inventory in U.S. (10M barrels below 2017), refinery maintenance, reduced imports and the U.S. becoming a viable exporter. While it is extremely painful for those that consume and market petroleum, we should see relief around August 2018 as demand will weaken at \$3.00 per gallon and refinery turnarounds become more common.

The U.S. consumes 20M b/d, with

motor gasoline being the most consumed and distillates coming in second.

While prices seem high to most, petroleum is still a bargain considering it is a non-renewable resource that must be found thousands of feet below the ocean floor, extracted, shipped via pipeline and vessels to refineries, then cracked into products that we consume, shipped to terminals, hauled by our transports to your outlets, then made available for retail to your consumers or end-users. Furthermore, this must all be done in an environmentally friendly and safe manner. All this is done for pennies on the dollar. Carbon fuel is still the most economical, safe and viable source for energy over all other competing alternatives.

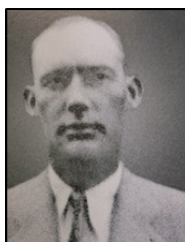
While the upstream markets are enjoying reasonable margins and crack spreads for crude and refineries, the downstream markets for retailers at the street have been unkind for the last 12 months. We all know that retailers suffer in a rising market; however, I trust there exists a windfall around the corner because we certainly all deserve it.

Happy Motoring - Bill

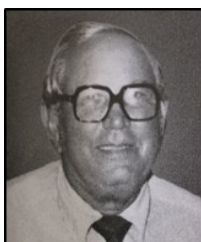
Product	Annual Consumption (million barrels per day)
Finished motor gasoline ¹	9.317
Distillate fuel oil (diesel fuel and heating oil) ¹	3.877
Hydrocarbon gas liquids (HGL)	2.536
Kerosene-type jet fuel	1.614
Still gas	0.697
Asphalt and road oil	0.351
Petroleum coke	0.345
Residual fuel oil	0.326
Petrochemical feedstocks	0.323
Lubricants	0.130
Miscellaneous Products	0.096
Special naphthas	0.049
Finished Aviation Gas	0.011
Kerosene	0.009
Waxes	0.006
Total Petroleum Products (Cite: Via Internet: www.eia.gov/energyexplained)	19.687

Branded Rack Price	2.1939
MARKUP	0.01
FREIGHT W/ SUR-CHARGE	0.0807552
Federal Gas Tax	0.183
Federal Lust	0.001
Federal Oil Spill	0.001929
GA Excise	0.268
Gust	0.0075
Florida Coastal Proc	0
Ware Co Gas	0.06345
	\$ 2.80953

OUR FOUNDERS...OUR HISTORY



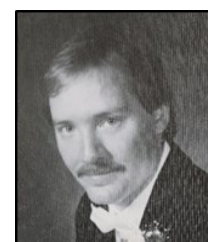
Ernest Lewis, Founder
1898-1978



Bill W. Raulerson, Partner
1915-1987



Carl Howard Lewis, 2nd Generation



Grady Carl Lewis, 3rd Generation
1962-2012

Does Your Passion Equal Your Purpose?

By: David Turner, President



Wouldn't it be great if that thing that you felt like you HAD to do every day was also that thing that you WANTED to do? Kind of sounds like an element out of some utopian fantasy world in which we would all like to live, doesn't it? The stars would seemingly be aligned. Our Yin and Yang would be in complete harmony. Unicorns would be running freely through the rainbow-colored fields.....

Okay – I digress. The question is, how do we make that happen?

When we think of the term “passion” and how it applies to us, what comes to mind? No matter what channel you drift down as you consider the term, it all comes back to being SOMETHING that we enjoy doing, or want to do, A LOT! One definition of passion is that it's a powerful emotion or a strong enthusiasm or interest. Just for this article, let's sum it up as follows: Something inherent within us regarding a particular action. For me, music is a passion. I love music of all genres, but especially good alternative and progressive rock. I love listening to it. I love dissecting it. I love playing it. I love creating it. I like my rock loud, driving, emotion-evoking



and highly percussive. For others, it may be something entirely different. Maybe it's sports, exercise/health or perhaps serving others. Whatever it is, it's that

“thing” within you that you want to do a lot. I see “passion” as something from the heart, and because of that, sometimes temporary and subject to change over time or due to circumstances.

What about the term “purpose”? We all likely have varying perspectives about where our purpose was manifested. I personally believe that mine was borne from a spiritual perspective and that I was placed here to fulfill a specific purpose. My definition of purpose is: the reason for which something, or someone, exists. I suppose that a purpose could be subject to change over the course of time if you can believe that a particular purpose can be fulfilled, and another assigned to us. But, for the purposes of this article, I'm going to assume that it's more or less a permanent thing inherent within us.

The older and more invested in life that we get, the more difficult this all becomes. Conversely, as a young adult, the decision is certainly more realistically attainable. If you're one of the few young folks who really KNOWS what you want out of life, I encourage you to determine what it is that you love to do and build a life around that. This doesn't mean that you will necessarily build wealth as a result. In fact, one needs to take serious consideration of all of consequences of such a decision. Fulfillment doesn't always equate to wealth which, in fact, may provide a deeper sense of happiness in the long term. Consider the fact that money and wealth is wonderful, but it can be here today and gone tomorrow. However, the act of creating great music for the world to enjoy or feeding the hungry and homeless may form a deep sense of happiness that will always remain a part of you.

If you're a bit older, you likely have responsibilities in life (family, mortgage, student loans) that prevent you from making your “way of living” your “way of life”. However, that doesn't mean that you can't have and can't pursue your passion. Everyone has hobbies. Find a way to marry your hobby to your passion. In doing so, one can find an alternative form of satisfaction and fulfillment as well as possibly finding a sense of stress relief while doing so. Another way is to plan for life after work. In planning for your future, decide how you can enjoy your passion in retirement. I look forward to retiring some day and when that day comes, I hope to fully immerse myself in my family and in my passion. No sitting on the porch in a rocking chair for me! I plan to live life as hard as I can for as long as I can. And finally, and more drastically, just make a life altering decision and do what you love doing. In doing so, you have to consider all of the consequences in making such a change but if you can make a change to your life and not cause yourself all kinds of collateral issues, go for it while you can!

Find a way to do that thing that you love and make it a part of the reason that you're here. There will be no greater satisfaction in this life than in knowing that you lived life on your terms and not on the terms that society dictates us.

Mikayla Taylor and Kyle Barlow

Receive 2018 Lewis Family Scholarship

By Anna Lewis, Secretary



Coastal Pines Technical College (CPTC) students Mikayla Taylor and Kyle Barlow are the recipients of the 2018 Lewis Family Scholarship. The scholarship will provide the two recipients with \$2,500 each for tuition and related costs for the CPTC Forest Technology program under the direction of Tommy Peagler. CPTC Forestry program started in the mid-60's, and currently has an 85% job placement rate, according to Tommy Peagler, CPTC Instructor.

Lewis & Raulerson, Inc. and the Lewis family established the scholarship in 2012 in memory of Grady Carl Lewis. Mr. Lewis enjoyed a career helping grow Lewis & Raulerson Inc. and Friendly Express, Inc. for over two decades before succumbing to melanoma in 2012. While that was his career, Mr. Lewis' passion was forestry. He attended the Ware Technical College (present CPTC), where hands-on forestry experience was emphasized along with academic knowledge. He later graduated from the University of Georgia with a master's degree in Forestry.

Mr. Lewis strongly supported and promoted forestry in South Georgia during his lifetime, and posthumously did so through establishment of the Lewis Family Scholarship in his name. He was a very positive per-

son, kind to everyone and everything—and he had a wicked sense of humor! He loved his pine trees and shared that love with his father, Carl H. Lewis. They spent many days working on stewardship of land and pine trees and enjoyed all aspects of forestry in South Georgia.

Mikayla Taylor, daughter of Jamie and Tina Taylor, is from Blackshear and graduated from Pierce County High School in 2016. She is a former intern with the Georgia Forestry Commission and will graduate from CPTC's forestry program in July 2018. Mikayla joined the FFA program as a freshman at PCHS and states, *"Although I competed in many other FFA activities, Forestry stole my heart."*

Mikayla goes on to say, *"One of my favorite things about the CPTC forestry program is how one-on-one it is. Classes are generally small, which makes it easier not only to ask questions, but allows you to get as much help as you need to grasp a concept."* Mikayla believes with the right use of knowledge and resources; the South Georgia forest industry is sustainable for present and future generations.

In her spare time, Mikayla likes to draw and paint, but mainly just loves to "fish and be in outdoors in general." She plans to begin work with the Farm Service Agency in Blackshear after graduation.

Kyle Barlow, son of Brad and Karen Barlow, graduated from Coffee County High

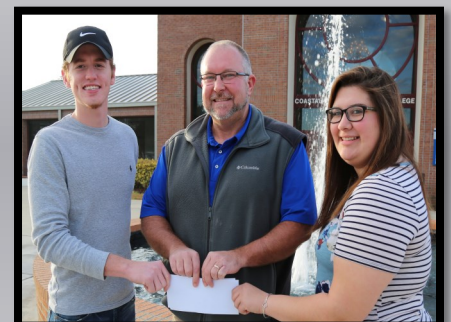
School, attended South Georgia State College, then CPTC, where he will graduate in 2018 from its forestry program. He then plans on attending Abraham Baldwin Agricultural College to study for a bachelor's degree in Natural Resources.

Kyle fell in love with forestry at a young age, cutting firewood out of the swamp with his grandfather and father in Camden County. *"My grandpa would always cut a piece of freshly felled slash pine or a piece of fat lighter and give it to me to smell"* says Kyle. *"The scent triggered a love of and for trees I've never been able to shake."* He also states that he likes the simplicity and flexibility of the [forestry] program at CPTC. *"Mr. Tommy Peagler relates well to students and is very helpful with finding forestry-related employment during the program."* Kyle is an intern with the Georgia Forestry Commission and hopes to become a forester/ranger for the GFC, private industry or the US Forest Service. He says he hopes to stay in the area and become an expert in the Southeastern forests of the USA but states, *"I will go wherever my career takes me."*

L&R and FE congratulate both of these young people on their accomplishments. They are shining examples of self-motivation and accomplishment that is so critical to the future of forestry on a local as well as national level. Great job, Mikayla and Kyle! Grady would be proud, as we all are at L&R and FE.



GRADY LEWIS



KYLE BARLOW, TOMMY PEAGLER, & MIKAYLA TAYLOR



Please be advised that our Friendly Express FuelLoc location #103 was closed Wednesday April 25th, 2018 at 10pm for a complete renovation and rebuild. Friendly Express #103 is the location nearest to South Georgia State College on Hwy 82 and formerly known as Papa's Deli. We anticipate this location being under construction for approximately 160 days. While this handy fueling location will be unavailable for a short period of time, we have some great FuelLoc location alternatives:

See a full list of FuelLoc locations on our website—direct link: <http://lewisandraulerson.com/fueloc/>

We apologize for any inconvenience this temporary closure may cause, and will keep you up to date for when the new Friendly Express #103 will be open for business. If you have any questions, please feel free to give us a call.

Lydia Varnes, FuelLoc Manager
Lewis & Raulerson, Inc.
Phone: (912) 283-5951 Ext 110
Email: lvarnes@lewisandraulerson.com

In The Community

By: Casey Hall, Executive Assistant



Lewis & Raulerson Friendly Express Charitable Foundation, Inc. is honored to partner with "CAMP REVEILLE". Camp Reveille (reveille means to awaken) was founded by Ben Childers over 50 years ago. Mr. Childers saw an incredible need for underprivileged children to have the same opportunities as others and made it his mission to work with local businesses to fund the rewarding summer camp many decades ago.

Ms. Mary Woodruff, LRFE Charitable Foundation Board Member, remembers collecting coke bottles and selling them back to Mr. Zorn with Coca-Cola to raise money for the camp. Ms. Mary has been involved with the camp since the late 1960's. She has been a counselor, nurse, activities coordinator and for the past 12 years has lead the running program for the youth.

"Camp Reveille does "awaken" a spirit in all of us to help the less fortunate, [it is through giving that we receive]. The camp has developed leaders and instilled leadership skills in young men and women and the desire to "give back" to our community. The most gratifying element of the camp is to see when campers return later in life as counse-

lors, you can see the profound effect this program has on our young people", says Mary Woodruff.

Children are referred to the week long camp in June by school teachers, counselors, and DFACS. The camp provides the children with an opportunity to participate in many activities, including: boating, canoeing, rock climbing, arts and crafts. They also have the opportunity to see a movie and visit Summer Waves. Local groups in the community provide dinner and interact with the children. The camp offers a week of fun, fellowship and the opportunity to be a part something positive.

Lewis & Raulerson and Friendly Express encourage everyone to get inspired, make an impact and strengthen your community. A small act of kindness can change a child's view of the world.



(L-R) Casey Hall, Foundation Secretary, Mary Woodruff, Foundation Board Member, Rusty Hall, YMCA Director, & Tara Dixon, Foundation Representative.

Petroleum Products, Inc.

A History of Success Through Service

By: Clay Parker, Petroleum Products, Inc. Team



As Lewis & Raulerson has grown and expanded its footprint, it has been fortunate to acquire multiple companies over the last thirty years. In April 2015, Lewis and Raulerson, Inc. purchased Petroleum Products, Inc.

Petroleum Products, Inc., formerly Petroleum Products of South Georgia, was formed in 1972 when Jack Jones purchased a closed Gulf Oil Plant in Thomasville, Georgia for \$50,000. Mr. Jones was a graduate of University of Miami (FL). Mr. Jack's father wanted him to be a dentist, but his heart was in business. Prior to entering the fuel business, he owned Jones Institutional Foods.

In 1972, when they purchased the old Gulf distributor property, Thomasville was very different than it is today. The company is still located at the original site Mr. Jones purchased on East Pinetree Boulevard. Today, Pinetree Boulevard is the single busiest street in Thomasville. In 1972, the plant was on a dirt road and was the only business in the area. The company started with 2 employees and a 1000 gallon tankwagon. Mr. Jones would work the mornings in the food business and spend his afternoons at the fuel company.

Harold Jackson, Mr. Jones' son-in-law, was the company's salesman, truck driver, repairman, installation expert, and posted sales to the ledger. Scheduling employees was much easier in those days because he worked seven days a week and quitting time was when the work was finished. Harold laughingly states that you weren't done until you were done!

In 1973, the United States experienced an energy crisis when the middle east shut off the flow of oil to the U.S. because of their support for Israel. As Gulf Oil distributors, Petroleum Products' supply came from the Gulf of Mexico, and they were able to sell and deliver fuel at a time when most companies were struggling to get gallons. This allowed the company to prosper and grow dramatically. As Mrs. Phyllis Jones (Mr. Jones' wife), *"It was a tremendous blessing that allowed our company to grow and serve our customers when they needed it most."*

The company continued to grow and leveraged the good fortune in 1973 when it purchased Hand Trading Company in Pelham, Georgia. In 1974, the company purchased the Gulf distributor in Quitman, Georgia. It's footprint and marketing area was growing and it was adding customers and new business to its books.

The company grew and prospered. In 1975, they built "Jack's" next door to the bulk plant. Jack's, still in operation today, was a large fueling and car service center. In 1980, Gulf granted Petroleum Products "Jobber" status. This is significant because it allowed them to sell fuel at a price they set rather than being a commissioned agent for Gulf.

According to Harold Jackson, success in any industry means that you must adapt to market changes. In the 1980's, the shift from service stations to convenience stores was evident and Petroleum Products built their first convenience store. They branded their C-Stores "Jack Rabbit Foods." Over the next few years, they grew their chain to 8 stores and a large truck stop in 6 counties. Additionally, the company also operated several tire stores.

The company has always been a "family run" business. Harold's wife Patsy Jones Jackson kept the company's books and paid bills. Mrs. Jones, always active in the company, at 90 years old still brings the mail to the office every day. When Hal, the Jackson's oldest son graduated from FSU, he was the director of operations for the C-Stores and looked over the company's finances.



A Family Business Represented by 3 Generations

Left to Right: Hal Jackson, Mrs. Phyllis Jones, Mrs. Patsy Jackson, & Mr. Harold Jackson

The company had a succession plan to allow the company to continue with the next generation. Hal would run the C-Stores and Ben, the youngest son, would run the wholesale division. *"God's plan was not their plan"*, according to Harold. On August 8, 1999, Ben, a left-handed pitcher for Valdosta State College was struck by lightning and killed while on the pitcher's mound. A short three months later, Mr. Jones passed away. An ordinary family might have fallen apart under such circumstances, but this family did not.

Patsy Jackson told me that there is not a day that they don't miss and think about Ben; however,

they have not let this tragedy define their family. They have taken this unimaginable event and turned it into platform to help others. As the company has grown and experienced God's blessings financially, they have established the Ben Jackson Foundation that grants scholarships to deserving students every year. This year, twenty-two scholarships were awarded to local standouts. They installed lightning predictors in every school in the area as well as the YMCA recreational fields. The company actively supports and funds various initiatives around the area including the Fellowship of Christian Athletes, food banks that minister to local families in need, church youth groups, sports teams and the Driver's Education program at a local high school. The entire family donates not only money, but their time to local charities that include their church, hospitals, and mentoring programs.

After Ben's death, Hal decided that his heart was no longer in the business and he told his parents that he wanted to open a gym. In 2008, he opened Factor Fitness in Thomasville; today it is the largest and most successful Fitness facility in the area. Harold, Patsy and Mrs. Jones decided that they needed to devise an exit strategy.

In 2010, they sold the C-Stores to Mr. Harold's friend, Tommy Patel. Tommy continues to grow his chain of stores and is still a customer of Petroleum Products. His stores operate under the name of "Susie Q's." Harold shared that after the sale of the C-Stores, they prayed that God would send them the right buyer for their wholesale company. On April 1, 2015, Lewis and Raulerson, Inc. purchased Petroleum Products, Inc.

Mr. Harold's concern was not for getting the right price so that he could quickly exit the business and retire, but he wanted to make sure that his employees were going to work for a good company that would allow the company to continue to prosper and serve the southwest Georgia area. Mr. Harold continues to work and direct the activities at Petroleum Products.

Harold credits his success to God and says that he asked God to guide him and grant him wisdom on a daily basis. Mrs. Jones also offered advice to businesses today: *"When opportunity knocks, recognize it as an opportunity and be brave enough to take advantage of it, even if it means that you have to stretch beyond your current capabilities."* Hard work, dedication, doing what's right and a commitment to the community were the key characteristics. Lewis and Raulerson is proud to have Petroleum Products as a member of the Lewis and Raulerson family of companies.

Celebrating Anniversaries with Our Friends!

Thank You For Your Loyalty & Dedication!



Ace Pole - Lewis & Raulerson
55 Years



Parker Food Mart - Lewis & Raulerson
30 Years



Rouse's Grocery - Lewis & Raulerson
30 Years



Friendly Express - Lewis & Raulerson
30 Years



Aden's Minit Market - Lewis & Raulerson
25 Years



H&H Exxon - Lewis & Raulerson
25 Years



Kahler's - Lewis & Raulerson
25 Years



Woodard Auto - Lewis & Raulerson
27 Years



Lawtey Shell - Lewis & Raulerson
25 Years

Our Vision:

We will be the best petroleum products and services provider in the following states: Alabama, Georgia, and North Florida. We will be recognized as such by our customers, our employees, our shareholders, our suppliers, our competitors and public leaders.

Our Mission:

Our mission is to be profitable, widely respected business offering oil products and related services of superior competitive value to our customers. Lewis & Raulerson, Inc. is committed to its' customer's needs with quality service and products that conform to mutual agreed requirements. In order to meet this goal, we will consistently work to exceed customer expectations regarding quality, service and value. We will accomplish this goal by a total commitment to excellence throughout our company and by performing our jobs right the first time, every time as planned.



Hall's Superette - Lewis & Raulerson
25 Years



K Grace - Lewis & Raulerson
18 Years



Corner Stop - Lewis & Raulerson
10 Years



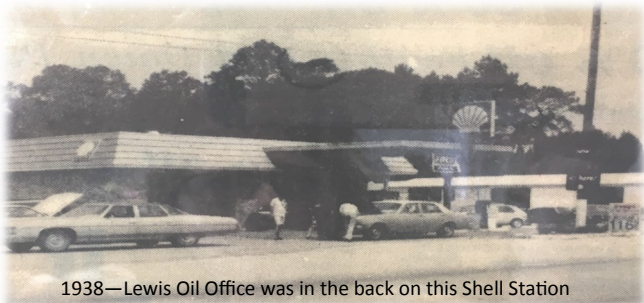
Just Jessup - Lewis & Raulerson
10 Years

Respect is earned.
Honesty is appreciated.
Trust is gained.
Loyalty is returned.

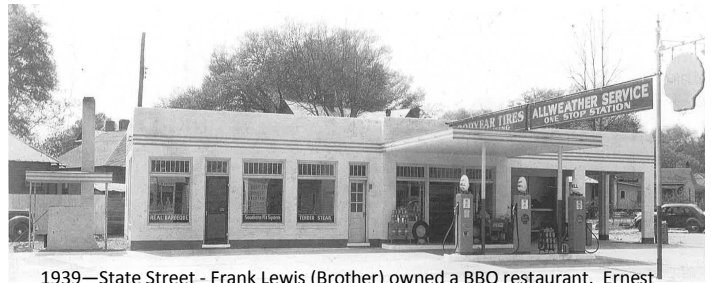


Shell Food Mart - Lewis & Raulerson
10 Years

Celebrating Our History - Look At How We've Grown



1938—Lewis Oil Office was in the back on this Shell Station



1939—State Street - Frank Lewis (Brother) owned a BBQ restaurant. Ernest Lewis used this as a construction office after World War II



1961 US #1 Service Station—Ernest Lewis owned & operated Shell station behind the old "Green Frog Restaurant". Bernice & Anna Lewis pictured lower left.



1953—Carl & Ernest Lewis



1960—Fleet



1970-1980 Fleet



1980—Office



1990—Fleet



1990—Fleet



2000—Corporate Office



2013—Fleet



2013—Corporate Office

LEWIS & Raulerson, INC.
"Integrity Driven...Service Powered"

Est. 1938

LEWIS & Raulerson, INC.
"Integrity Driven. . . Service Powered"

Attn: Feedback
P.O. Box 59
Waycross, GA 31502
912-283-5951

**LET US KNOW HOW
WE'RE DOING!!**
QUESTIONS—CONCERNS—FEEDBACK

WE WOULD LOVE TO HEAR FROM
YOU!!



SERVICE.....WITH A PURPOSE!

By: Steven Raulerson, PSG, Director of Operations

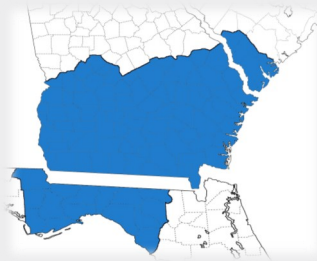


The word "service" can be defined many ways; however, Petroleum Services Group, better known as PSG, is best defined as: the work performed by one that serves, good service, help, use, benefit and glad to be of service.

PSG was founded in 1993 as Lewis & Raulerson, Inc. was experiencing tremendous growth with its retail dealer network and company operated stores, Friendly Express. There was a need for a company to service the stores dispensers, POS, and perform image upgrades. Twenty-five years later, PSG is blessed to serve all of South Georgia and the Florida panhandle. Services include, but not limited to: sales of tanks, dispensers, POS, fuel management, 24/7 emergency service, pump and POS repairs, preventative maintenance, installation of complete fueling systems, tank removals, piping, design build services, environmental soil remediation and testing of tank, line, leak detector and

cathodic. Additionally, PSG has dedicated teams to image sites regardless if branded or un-branded. PSG is certified by all major brands for re-imaging to include painting, lighting, road signs, canopy and permitting.

PSG provides services to over 4,000 customers in our coverage area catering to commercial, retail & municipality sites and the Federal Government including Military bases.



It takes a dedicated, skilled and knowledgeable TEAM to provide all of these services, not to mention the constant training, certifications and keeping abreast of the Federal and

State regulations pertinent to our industry.

PSG is committed to you, our customer, employing 29 people with a combined 356 years experience in the petroleum industry, of which, 165 years while employed by PSG. Speaking of Service, PSG is proud to say that 5 of our employees also served in our Armed Forces with a combined 22 plus years of active duty. THANK YOU!

PSG offers a sincere THANK YOU to all of our customers and extends an invite to each of you that have not contacted PSG for your service needs.

Please give us an opportunity and contact PSG at 866 291-6606 or 912 283-6606 for all of your petroleum related needs.

Employee Self-Service Benefits

By: Michelle Flynn, Human Resource Manager



We have all had times we needed that one question answered or needed that one pay check stub printed and had to wait to contact the Human Resources (HR) Department on a business day, only to have to wait a little longer to receive the information that was requested. With the 400+ employees the HR Department oversees, this could lead to a wait time of several days. Lewis & Raulerson, Inc. / Friendly Express, Inc. has made a step forward in helping to get that information more readily available to you by offering **Sage Employee Self Service (ESS)**. The ESS empowers employees to access and update their own information online.



Just a glance at what an employee can access from the ESS portal:

[Personal Information](#) [Pay History](#) [Current Benefits](#)
[PTO Summary](#) [Employee Handbook](#)

All this information is available to you 24 hours a day, 7 days a week.

Visit <https://ess.lewisandraulerson.com/selfservice/> to get started today. **When setting up your account, make sure to enter the dashes in the SSN.

MEET THE TEAM

Jack Tuten—L&R Carrier Group Driver



Jack has been with Lewis & Raulerson, Inc. since 2006. Jack is knowledgeable and devoted to doing a good job. Jack, we appreciate your hard work and dedication!



Lewis & Raulerson, Inc. Welcomes Briana Dickerson



Briana Dickerson started with Friendly Express as a Customer Service Associate. After only 8 short months, she was promoted to Store Manager. She did an outstanding job in the store and gained the respect of many. She was recently presented with the opportunity to work in the Lewis & Raulerson, Inc. corporate office. We're excited to say Briana accepted the position of Accounts Receivable / Collections.

"I wanted to be a part of a work family that would push me to be better than the day before. I found that in Friendly Express. From day one, I was supported and encouraged to be the best employee I could be, and my hard work paid off! I have been blessed to have formed many friends along the way, and I look forward to seeing what God has in store."
 said Briana Dickerson.

MEET THE TEAM

Lisa Lytle—Wholesale Fuel Specialist



Lisa has been with Lewis & Raulerson, Inc. since 1999. Lisa is an asset to our accounting team. She defines employee dedication. Lisa, we appreciate your hard work and dedication!

LEWIS & RAULERSON, INC.
P.O. BOX 59
WAYCROSS, GA 31502

Interesting Facts About Lewis Oil Company

- Lewis Oil Company was the 1st jobber to haul its own product with transports in our area.
- Ernest Lewis had a 7th grade education and B.W. Raulerson had a 8th grade education.
- Ernest Lewis' first job was a mechanic.
- Ernest Lewis sold his wife's family farm for \$10,000 to start his empire.
- Lewis Oil became a Shell distributor in 1938. B.W. Raulerson was a transport driver when Lewis bought jobbership.
- Ernest Lewis owned both the Chrysler—Dodge Dealership and the Case Dealership in Waycross in the 1950's.
- Ernest Lewis was an arbitrator / mediator in the community. He was referred to as "The Judge." He was the largest (timber) landowner in Ware Co. for an individual.
- Company built 20 stations and serviced nearby counties along Hwy 1 & 23, 301, & 17 in the 40's, 50's and 60's pulling 5M Gallons Per Year.
- B.W. Raulerson called "Pops" in boot camp. He volunteered for World War II at age 28 with 4 children and wife. He fought at Battle of the Bulge - Allied Invasion of Germany.
- B.W. Raulerson was a well respected poker player and pool shark, bowler, dancer and bird hunter. He used to subsidize his income making 15K per year playing cards.
- In 1984 Lewis Oil Company only had 5 employees and supplied only 7 dealers in three counties, pumping less than 2M gallons p/y.
- Three decades later, Lewis & Raulerson, Inc. employs over 500 people with sales north of \$500 Million through its family of companies; i.e., Friendly Express, Lewis & Raulerson Carrier Group, PSG, Petroleum Products Company and Planation Petroleum (Thomasville, GA). Lewis & Raulerson, Inc. is a wholesale distributor of light products, distillates and lubricants serving 200 open dealers and over 1,000 commercial accounts in 4 states. It markets 200 Million gallons per year thru BP, Chevron Texaco, ExxonMobil, Shell and Sunoco barrels.

