



www.RobertsonWeaver.com

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40 years
of proven
hands-on
experience
within the
industry...

Our Firm

Founded in 1984 by Alan G. Weaver, Rolfe Robertson Jr., and Rolfe Robertson III, Robertson Weaver and Associates has established itself as a premier professional consulting group specializing in the independent downstream sector of the Petroleum, Propane, Retail & Wholesale Gasoline, Convenience Store and Lubricant industries.

Our Clients

Our clients range from small regional refiners to large multi-state integrated jobberships... from large C-Store chains to heating oil jobbers... from propane dealerships to pipeline and barge terminal operators... from lubricant distributors to deep draft marine jobbers and the independent truck stop operators. We work directly with owners, shareholders, officers and directors along with their legal and accounting professionals including financial institutions and court appointed trustees.

Our Philosophy

“We are dedicated in providing our clients with the very finest in professional marketing, management and operational consulting, business valuations and merger & acquisition services at a fair and reasonable fee while maintaining the highest level of professional, technical and ethical standards. We will render these services without sacrificing our commitment to excellence, integrity and confidentiality; as we assist our clients in maximizing their company’s profitability while realizing full and fair value of their business and business assets.”



Robertson Weaver &
A S S O C I A T E S
Energy Valuation & Consulting Group

Our Services

Robertson Weaver & Associates (RW&A) are consultants and advisors to owners, shareholders, officers, directors and senior managers of independent Petroleum, Propane, Retail & Wholesale Gasoline, Convenience Store, and Lubricant businesses. We specialize in marketing, management and operational Consulting, Business Valuations and M&A services aimed at improving the client's revenue stream, bottom line and cost containment through ameliorations in marketing, management and operations. RW&A has extensive hands-on experience in our core competencies and we pride ourselves in producing innovative solutions in the following service categories:

Consulting Services

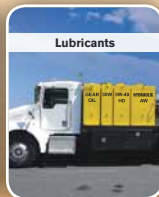
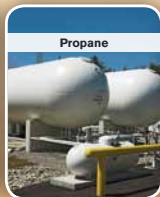
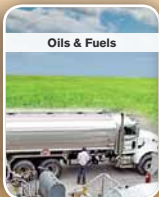
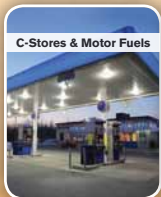
- Marketing, Management & Operational Best Practices
- Marketing & Sales Enhancements
- Management & Operational Amelioration
- Management & Sales Coaching
- Company Turnaround & Profit Center Improvements
- Business Re-Engineering & Restructuring
- Site Selection
- Strategic Planning
- Litigation Support

Valuation Services

- Enterprise Valuations
- Business Valuations
- Stock Valuations
- Tangible & Intangible Assets Appraisals
- ESOP-based Valuations

Mergers & Acquisitions Services

- Business Acquisition
- Business Liquidation
- Private Offering Prospectus
- M&A Consultation



Our Qualifications



With over 100 years of combined experience born from successful and profitable ownership within the industry, Robertson Weaver & Associates has completed more than 685 successful projects. Our portfolio covers the spectrum of business and profit center turnaround projects, management and operational improvements and business valuations. We have also served as intermediaries in the sale or acquisition of oil jobberships, propane dealerships, C-Store operations, lubricant jobberships, barge and pipeline terminals and truck stops. Robertson Weaver & Associates are members of, and highly recommended by, numerous state and regional industry associations.



Our Perspective

While specializing in the independent downstream sector of the energy industry, Robertson Weaver & Associates has developed an extensive index of reliable industry-wide and regional data on marketing, management and operational consulting, business valuation and M&A trends. Keeping abreast of industry developments enables us to provide our clients with credible, accurate and independent analysis and advice. We believe our clients are best served by our years of successful “hands-on” management, operational skills and by the expertise we have concentrated within this rapidly changing industry.



Robertson Weaver &
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