



## **NEWS RELEASE**

For Release February 3, 2011

Contact: David Edwards, (903) 794-3835, [dedwards@tacenergy.com](mailto:dedwards@tacenergy.com)

### **TAC Energy Names Carl Nelson National Account Manager *Position Created as Truman Arnold Companies Implements Aggressive Growth Strategy***

TEXARKANA, TX – TAC Energy, a division of Truman Arnold Companies has named Carl “Cheesie” Nelson TAC Energy National Account Manager. The position was created to enhance customer service to national accounts as well as new business development. “Carl is a natural for the position” according to Greg Arnold, Truman Arnold Companies (TAC) President & CEO; “his knowledge of the wholesale petroleum products industry and understanding the challenges a fuel purchaser faces today brings a wealth of talent and added value to our clients.” Nelson’s career in the petroleum industry spans from C-Store district manager, regional manager and centralized purchasing to wholesale petroleum sales. After functioning as VP of Sales and Marketing with a competing petroleum wholesaler from 2005 until 2009, Nelson joined TAC Energy as part of acquisition, maintaining 95% of the customer base. When asked what Nelson’s secret to his success was, he replied “understanding the customer’s needs and delivering.”

The National Account Manager position is just one component of TAC Energy’s growth strategy. Truman Arnold Companies announced last week an expansion of the company’s Dallas sales office, which will include enhancement of TAC Energy Supply & Logistics services. TAC Energy VP & COO John Rettiger explained “we’re using this opportunity to revolutionize the service our clients are receiving. Integrating our trading,

-MORE-

supply & logistics and sales together in a national hub like Dallas will bring a higher level of speed and supply opportunities.” Rettiger further explained more customer service enhancements will be coming online by late 3<sup>rd</sup> to early 4<sup>th</sup> quarter of this year. “We’re extremely excited about the synergy our move to Dallas is bringing. Implementation of an advanced computerized billing system and complete integration of our customer’s transactions from quoting, 24/7 supply & logistics hotline, inventory management and price risk management programs to the highest degree of speed and accuracy with billing is very exciting. TAC Energy will offer the most sophisticated services of any petroleum wholesaler in the nation – including big oil – yet maintain the nimbleness of an independent. It’s a perfect combination.”

Regarding Truman Arnold Companies expansion of the Dallas office, TAC President & CEO Greg Arnold stated “It’s our goal to double the size of TAC in 5 years. In order to do so, we’ve got to be strategic in the geographic positioning of our sales and their immediate support personnel to where the greatest growth opportunities are.” Truman Arnold Companies aviation division, TAC Air, will also be moving sales, marketing and customer service to the TAC Dallas office.

Arnold confirmed the company headquarters will remain in Texarkana, Texas, stating “We’re committed to maintaining our operational support services in Texarkana. Financial, legal, information technology and other support services will remain where they are. As we grow the company, over time the Texarkana operations will have to grow in order to keep up with demand.”

**-###-**

**About Truman Arnold Companies**

Truman Arnold Companies (TAC) is a Texarkana, Texas-based company founded by Truman Arnold in 1964 as a branded petroleum jobber. Today, TAC is a leading regional petroleum marketing company, offering customers a variety of services through its network of petroleum terminals, Road Runner convenience stores and aviation Fixed Base Operations (FBO) facilities. The private company has more than 400 associates with fuel volume exceeding 2 billion gallons annually and is ranked as one of the top private companies in the United States by *Forbes* magazine. To learn more about Truman Arnold Companies, log on to [www.trumanarnoldcompanies.com](http://www.trumanarnoldcompanies.com).