



News Release

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Western Petroleum to purchase Irving Oil's furnace oil and diesel business in Western and Central Newfoundland

Irving Oil increases its wholesale supply to Western Petroleum

St. John's, NL – Irving Oil and Western Petroleum Newfoundland Limited have finalized an agreement that will see Irving Oil sell its Western and Central Newfoundland commercial and residential heating fuel business to Western Petroleum. Irving Oil will continue to supply Western Petroleum and other large customers on a wholesale basis in these markets.

Western Petroleum is owned and operated in Newfoundland and Labrador, and is the largest independent supplier of home heating products in the province. The two companies are working closely together to ensure a seamless transition of the business, and do not anticipate any service interruptions to commercial or residential customers.

"We're very focused on continuing to grow our retail and residential commercial energy business in Newfoundland and Labrador, specifically in the Avalon Peninsula market," said Darren Gillis, Irving Oil's Director of Residential Commercial Energy Services.

Western Petroleum supplies automotive fuels and home heating products to approximately 70 communities throughout Newfoundland and Labrador. Founded in 1990 on the West Coast of Newfoundland, the company later expanded to become a province-wide operation.

"Expanding our home heating fuel supply even further into Western and Central Newfoundland and Labrador is a natural fit, as most of our existing business and growth opportunities are in rural communities," said Luke Reynolds, General Manager, Western Petroleum. "We want to welcome our new customers and assure them we'll continue to provide the high quality customer service they've come to expect."

About Irving Oil

Founded in 1924, Irving Oil is a regional refining and marketing company. The company serves customers in Eastern Canada, Quebec, and New England with a range of finished energy products, including gasoline, diesel, home heating fuel, jet fuel and complementary products and services. The company's network of Bluecanoe and Mainway convenience stores throughout Eastern Canada and New England offers customers a wide variety of products and services, including grocery and snack items, bakeries, and convenience items, in addition to fuel. In 2003, Irving Oil became the first oil company to win a USEPA Clean Air Excellence award for its low sulphur gasoline. Approximately 7,000 people currently work with the company.

For more information about Irving Oil, please visit www.irvingoil.com.

About Western Petroleum Newfoundland Limited

Western Petroleum Newfoundland Limited is Newfoundland and Labrador's largest independently owned supplier of Automotive Fuels and Home Heating products. The company was founded in 1990 on the West Coast of Newfoundland, and expanded in 1997 with the addition of an East Coast operation. Western Petroleum presently employs 35 people directly and approximately 300 indirectly. Western Petroleum sells and delivers furnace oil in numerous communities, structured around 10 heating centres throughout Western, Central and Eastern regions of the province. The company also operates a dealer network of service stations in over 70 communities throughout rural Newfoundland and Labrador. Western Petroleum is the partner for Shell Canada Lubricants in Newfoundland and Labrador and is a delivery agent/partner with Pennzoil/Quaker State. Western Petroleum also supplies a complete range of marine and domestic lubricants.

For more information about Western Petroleum, please visit www.westernpetroleum.ca.

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