# SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

FORM 8-K/A
Amendment No. 1

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Earliest Event Reported: April 26, 1996

Date of Report: May 6, 1996

Ferrellgas Partners, L.P.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of incorporation or organization)

1-11331

Commission File Number

43-1698480
(I.R.S. Employer Identification No.)

One Liberty Plaza, Liberty, Missouri 64068
(Address of principal executive office, including zip code)
(816) 792-1600
(Registrants' telephone number, including area code)

ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS
(a) Financial statements of businesses acquired.

The consolidated financial statements of Skelgas Propane, Inc. as of December 31, 1995 and 1994 and for the years ended December 31, 1995 and 1994, together with the reports of Deloitte \& Touche, Chartered Accountants (Markham, Canada) and Deloitte \& Touche LLP (Kansas City, Missouri) with respect thereto, and as of April 30, 1996 and for the four months ended April 30, 1996 and 1995 (unaudited) are filed as Exhibit 99.3 to this Current Report.
(b) Pro forma financial information.

The unaudited pro forma combined financial statements of Ferrellgas Partners, L.P. and Skelgas Propane, Inc. as of April 30, 1996, for the nine months ended April 30, 1996 and for the fiscal year ended July 31, 1995, are filed as Exhibit 99.4 to this Current Report.
(c) Exhibits

The Exhibits listed in the Index to Exhibits are filed as part of this Current Report on Form 8-K.

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized

FERRELLGAS PARTNERS, L.P.
By: FERRELLGAS, INC. (General Partner)
By: /s/ Danley K. Sheldon
Danley K. Sheldon
Senior Vice President and Chief Financial Officer
(Principal Financial and Accounting Officer)

## Exhibit No. Description of Exhibit

10.1 Amended and Restated Agreement of Limited Partnership of Ferrellgas, L.P. dated as of April 23, 1996 (Incorporated by reference the same numbered Exhibit to the Registrant's Quarterly Report on Form 10-Q filed June 12, 1996.)
99.3 Consolidated financial statements of Skelgas Propane, Inc as of December 31, 1995 and 1994 and for the years ended December 31, 1995 and 1994, together with the reports of Deloitte \& Touche, Chartered Accountants (Markham, Canada) and Deloitte \& Touche LLP (Kansas City, Missouri) with respect thereto, and as of April 30, 1996 and for the four months ended April 30, 1996 and 1995 (unaudited).
99.4 Pro forma combined financial statements of Ferrellgas Partners, L.P. and Skelgas Propane, Inc. as of April 30, 1996, for the nine months ended April 30, 1996 and for the fiscal year ended July 31, 1995.

To the Board of Directors and Stockholders of
Skelgas Propane, Inc.:
We have audited the consolidated balance sheets of Skelgas Propane, Inc. as at December 31, 1995 and 1994 and the consolidated statements of income (loss) and accumulated deficit and cash flows for the year ended December 31, 1995. These financial statements are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards in Canada. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these consolidated financial statements present fairly, in all material respects, the financial position of the company as at December 31, 1995 and 1994 the results of its operations and its cash flows for the year ended December 31, 1995 in accordance with the accounting principles generally accepted in the United States of America.

DELOITTE \& TOUCHE
Chartered Accountants
Markham, Canada
April 15, 1996

## INDEPENDENT AUDITORS' REPORT

To the General Partner of
Ferrellgas Partners, L.P. Liberty, Missouri

We have audited the accompanying consolidated statements of income (loss) and accumulated deficit and cash flows of Skelgas Propane, Inc. and subsidiaries for the year ended December 31, 1994. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, such consolidated financial statements present fairly, in all material respects, the results of operations and cash flows of Skelgas Propane, Inc. for the year ended December 31, 1994, in conformity with generally accepted accounting principles.

DELOITTE \& TOUCHE LLP
Kansas City, Missouri
June 7, 1996

## CONSOLIDATED BALANCE SHEET

April 30, 1996 (Unaudited) December 31, 1995 and 1994
(U.S. dollars)

|  | $\begin{gathered} \text { April 30, } \\ 1996 \end{gathered}$ |
| :---: | :---: |
| ASSETS |  |

\$ 9,335,000
Trade accounts receivable (net of allowance for doubtful accounts at December 31,1995--\$285,760; 1994--\$267, 800)

7,494,000
Other receivables
319,000
Current environmental costs recoverable (note 2)

Prepaid expenses.
208, 000
Total Current Assets
23,683, 000


## LIABILITIES AND STOCKHOLDER'S EQUITY

Current Liabilities:
Accounts payable.
Accrued liabilities.
Accrued environmental liability (note 2)
\$ 1,330, 000

Income and other taxes payable..........
3,818, 000

Current portion of long-term debt (note 7)
452, 000 559,000

Total Current Liabilities
6,201,000
Long-term debt (note 7)............................................................ 9,000
Stockholder's Equity:
Preferred stock, \$1 par value; 100,000 shares authorized, none issued or outstanding.
Common stock, \$1,000 par value; 200,000 shares authorized, 155,000 shares issued and outstanding
Accumulated deficit
$155,000,000$
$(77,449,000)$
--------0
$77,551,000$
---------
$\$ 83,761,000$



| 155,000, 000 | 155, 000, 000 |
| :---: | :---: |
| $(79,798,161)$ | $(25,913,066)$ |
| 75,201,839 | 129,086,934 |
| \$85, 899, 337 | \$138,116,703 |
|  |  |

CONSOLIDATED STATEMENT OF INCOME (LOSS) AND ACCUMULATED DEFICIT Four Months Ended April, 1996 and 1995 (unaudited)
Year Ended December 31, 1995 and 1994
(U.S. dollars)


See notes to consolidated financial statements.


# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS 

 Four Months Ended April 30, 1996 and 1995(Unaudited)
Years Ended December 31, 1995 and 1994
Skelgas Propane, Inc. (the "Company"), incorporated under the laws of Delaware, has as its principal business activity the marketing of propane. The Company is a wholly-owned subsidiary of Superior Propane Inc., (the "Parent") incorporated under the laws of Canada.

1. Summary of significant accounting policies:

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. The Company's significant accounting policies are as follows:

Basis of consolidation:
The consolidated financial statements include the accounts of the Company and its subsidiaries. All significant intercompany accounts and transactions have been eliminated.

Inventories:
Inventories of propane are valued at the lower of cost and market determined on the basis of net realizable value. Inventories of appliances, materials and supplies are stated at the lower of cost and market value determined on the basis of replacement cost or net realizable value. cost is determined on the first-in, first-out (FIFO) method.

Appliances on rental:

Appliances on rental are stated at cost less accumulated depreciation. Depreciation is provided on a straight-line basis, generally over a period of six years.

Property, plant and equipment:
Properties, plant and equipment are recorded at cost and depreciated over the estimated useful life using the straight line method except for loaned dispensers which use the declining balance method at a rate of $10 \%$. Property, plant and equipment are evaluated periodically, and if conditions warrant, an impairment is recorded. The estimated useful life of major asset classes are:

| Buildings | 20 years |
| :---: | :---: |
| Propane marketing equipment | 7-20 years |

Goodwill:

Goodwill and non-compete agreements are recorded at cost less accumulated amortization. Non-compete agreements are amortized on a straight line basis over 10 years. Effective January 1, 1993, the Company revised the amortization period for goodwill from 40 years to 20 years prospectively. Management periodically evaluates the Company's intangible assets, including goodwill, for impairment by calculating the anticipated cash flow attributable to the underlying operations over their expected remaining lives. Such expected cash flows, on an undiscounted basis, are compared to the carrying value of the tangible and intangible assets, and if impairment is indicated, the carrying value of the intangible assets are adjusted.

The Company follows Statement of Financial Accounting Standards (SFAS) No. 109--"Accounting for Income Taxes". This Statement requires the liability method of accounting for income taxes. The Company has established valuation reserves on the deferred tax asset related to the net operating loss carryforwards.

Environmental Remediation:
The Company accrues environmental remediation costs for work at identified sites where an assessment has indicated that cleanup costs are probable and reasonably estimable. Such accruals are based on currently available facts, estimated timing of remedial actions, existing technology and presently enacted laws and regulations. The accruals are routinely reviewed as events and developments warrant.

Unaudited Interim Financial Statements
In the opinion of management, the Company has made all adjustments, consisting of only normal recurring accruals, necessary for fair representation of the balance sheet and results of operations and cash flows as of April 30, 1996 and for the four months ended April 30, 1996 and 1995, as presented in the accompanying unaudited financial statements.
2. Accrued environmental liability and costs recoverable:

The Company is subject to federal, state and local laws regulating environmental remediation. These laws result in loss contingencies for remediation at some of the Company's current locations as well as third party or formerly owned facilities. The estimated costs for restoration and remediation of these locations was accrued separately in the amount of $\$ 452,000$ (unaudited) as of April 30, 1996, and $\$ 561,022$ as of December 31, 1995 (1994--\$330,015). Realization of claims from governmental authorities for recovery of costs incurred in respect of environmental liabilities totalling $\$ 1,005,000$ (unaudited) as of April 30, 1996 and $\$ 1,005,381$ as of December 31, 1995 (1994--\$317,272) will be recovered between 1996 and 1999.
3. Related party transactions:

The Company buys propane from an affiliate. During the year, such purchases amounted to \$7,696,773 (1994--\$6,640,322).

The Company received administrative services which are provided by an affiliate for which it pays a fee. The charge for these services is based on a reasonable estimation of time and effort spent by the Parent's various corporate office groups to provide services to the Company. For the year ended December 31, 1995 the fees were $\$ 2,170,072$ (1994--\$2,356,725).

In addition, certain other transactions are entered into with affiliated companies. The receivable from the affiliate was $\$ 1,559,619$ as of December 31, 1995 (1994--\$3,497,933).
4. Inventories:

|  |  | 31, |
| :---: | :---: | :---: |
|  | 1995 | 1994 |
| Propane. | \$ 5,790,211 | \$4,215,443 |
| Appliances. | 1,777,809 | 1,842,690 |
| Materials and supplies. | 1,062,826 | 879,716 |
|  | \$ 8,630,846 | \$6, 937, 849 |
|  | ---------- |  |

5. Property, plant and equipment

|  | December 31,1995 |  |  |  |  |  | December 31, 1994 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Cost |  | Accumulated Depreciation and Amortization |  | Net Book Value | Net Book Value |  |
| Land. | \$ | 3,605,798 | \$ | -- | \$ | 3,605,798 | \$ | 3,611,415 |
| Buildings. |  | 6,958,062 |  | 2,715,773 |  | 4,242,289 |  | 4,322,885 |
| Propane marketing equipment. |  | 84,154,952 |  | 40,186,831 |  | 43, 968, 121 |  | 45,485, 249 |
|  |  | \$94,718,812 |  | 42,902,604 | \$ | 51,816,208 | \$ | 53,419,549 |

Accumulated depreciation at December 31, 1994 was $\$ 37,827,206$.
6. Other assets:


In the last quarter of the year ended December 31, 1995, the Company evaluated the carrying value of its intangible assets, including goodwill considering the effects of the Parent's decision to divest its interest in the Company. This necessitated a write down of the goodwill in the amount of $\$ 47,612,072$, which is included as part of the amortization of goodwill in 1995 as set out in note 9 .
7. Long-term debt:

|  | December 31, |  |
| :---: | :---: | :---: |
|  | 1995 | 1994 |
| Notes payable for noncompete agreement | \$71, 315 | \$123,121 |
| Less: Current portion of long-term debt | 52,938 | 52,350 |
|  | \$18,377 | \$ 70,771 |
|  |  |  |

## 8. Restructuring Charges

During the year ended December 31, 1994 the Company reorganized its field operations which resulted in the consolidation and closure of certain field offices and severance of employees. The costs attributable to such reorganization aggregated $\$ 475,367$ which has been reflected as restructuring charges in the accompanying Statement of Income (Loss) for the year ended December 31, 1994.
9. Depreciation and amortization expense:

|  | Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | December 31, |  |  |
|  |  | 1995 | 1994 |
| Depreciation. | \$ | 5,690,165 | \$4,741, 112 |
| Amortization of goodwill. |  | 50,546,151 | 2,752,680 |
| Amortization of noncompete agreements. |  | 1,409,778 | 1,368,456 |
| Gain on disposal of property, plant and equipment |  | $(173,571)$ | $(18,111)$ |
|  |  | \$57,472,523 | \$8,844,137 |
|  |  |  | ----------- |

10. Income taxes:

The provision for income taxes includes the following:


The provision for income taxes differs from applying the federal statutory
income tax rate of 34 percent to the loss before income taxes as follows:

|  |  |  |
| :---: | :---: | :---: |
|  |  |  |
|  | 1995 | 1994 |
| Statutory federal rate | (34.0)\% | (34.0)\% |
| Goodwill. | 33. $0 \%$ | 34.0\% |
| Other. | 1.5\% | 0.7\% |
| Effective income tax rate. | 0.5\% | 0.7\% |
|  | - |  |



As at December 31, 1995, the Company had net operating loss carryforwards of approximately $\$ 60,000,000$. These carryforwards expire between 1999 and 2008. Restrictions on the utilization of the net operating loss carryforwards apply as a result of the change in the control that occurred upon acquisition of the Company in 1990.

As of December 31, 1995, the Company has investment tax credit carryforwards of $\$ 250,000$. These carryforwards expire between 1999 and 2000.
11. Employee retirement plans:

Many of the Company's employees are eligible to participate in 401(k) Savings Plans, some of which provide for company matching under various formulas. The Company's matching expense for the plans was $\$ 235,051$ for the year ended December 31, 1995 (1994--\$250,904).
12. Financial instruments:

Financial instruments which potentially subject the Company to concentrations of credit risk consist principally of trade receivables. Concentrations of credit risk with respect to trade receivables are limited due to the large number of customers comprising the Company's customer base.

Financial instruments comprise cash, accounts receivable, accounts payable, accrued liabilities, and long-term debt. The fair value of these financial instruments approximates their carrying value.
13. Operating lease commitments:

The Company leases buildings and propane marketing equipment under operating leases which expire in various years through 2000.

Future minimum lease payments by year under operating leases with initial terms or remaining terms of one year or more consisted of the following at December 31, 1995:

14. Contingencies:

At December 31, 1995 and April 30, 1996 (unaudited), there are a number of lawsuits and claims pending against the Company, the ultimate results of which have been estimated and included in accrued liabilities. Management is of the opinion that these claims are adequately reflected in the consolidated balance sheet of the Company as at December 31, 1995 and April 30, 1996 (unaudited), and that any additional amounts assessed against the Company would not have a material adverse effect upon the consolidated financial position of the Company or the results of its operations.
15. Subsequent event:

On March 23, 1996, an agreement to sell the shares of the Company was signed with a prospective acquiror. The transaction was completed on April 30, 1996 pending closing adjustments as required by the Sales Agreement.

The following sets forth the Partnership's Unaudited Pro Forma Combined Statement of Earnings and Other Data by giving effect to the issuance of the $\$ 160,000,000$ of $93 / 8 \%$ Senior Secured Notes due 2006 (the "Senior Notes") and the Skelgas Propane, Inc. Acquisition (the "Skelgas Acquisition" or "Skelgas") transactions described in Note 1 of the Notes to the Unaudited Pro Forma Combined Financial Statements as if such transactions had been consummated at August 1, 1994. Additionally, the Partnership's Unaudited Pro Forma Combined Balance Sheet gives effect to the Skelgas Acquisition described in Note 1 of the Notes to the Unaudited Pro Forma Combined Financial Statements as if such transaction had been consummated on April 30, 1996. The Unaudited Pro Forma Combined Financial Statements of the Partnership do not purport to present the financial position or results of operations of the Partnership had the transactions assumed herein occurred on the dates indicated, nor are they necessarily indicative of the results of operations which may be expected to occur in the future.

The Partnership's operating data for the twelve-month period ended July 31, 1995, was derived from the Partnership's Statement of Earnings for the twelve months ended July 31, 1995. The Partnership's operating data for the nine-month period ended April 30, 1996 was derived from the Partnership's unaudited Statement of Earnings for the nine months ended April 30, 1996. Skelgas' operating data for the twelve-month period ended July 31, 1995 was derived from Skelgas' unaudited Statements of Income (Loss) for the twelve months ended July 31, 1995. Skelgas' operating data for the nine-month period ended April 30, 1996 was derived from Skelgas' unaudited Statement of Income (Loss) for the nine months ended April 30, 1996.

The propane industry is seasonal in nature because propane is used primarily for heating in residential and commercial buildings. Therefore, the Pro Forma Combined Statement of Earnings and Other Data for the nine months ended April 30, 1996 are not necessarily indicative of the results to be expected for a full year.

The Skelgas Acquisition has been accounted for as a purchase whereby the basis for accounting for Skelgas' assets and liabilities has been based upon their estimated fair market values. Pro forma adjustments, including the preliminary purchase price allocation and estimated cost savings resulting from the Skelgas Acquisition as described in Notes 1, 3 and 9 of the Notes to the Unaudited Pro Forma Combined Financial Statements, represent the Partnership's preliminary determination of these adjustments and are based upon preliminary information, assumptions and operating decisions which the Partnership considers reasonable under the circumstances. Final amounts may differ from those set forth herein.

The Operating Partnership is a potential guarantor of Senior Notes that were issued by the Partnership, its Parent, in a Private Placement under Regulation 144A on April 26, 1996. Such potential guarantee will only become effective if and when the Operating Partnership meets certain financial requirements in the future. There can be no assurance that these financial requirements will be met and the guarantee will become effective.

The proceeds of the Senior Notes were contributed by the Partnership to the Operating Partnership as a capital contribution. Pro Forma Combined Financial Statements of the Operating Partnership are not presented herein as the Operating Partnership is consolidated with and included in the Unaudited Pro Forma Combined Financial Statements of the Partnership which are herein presented. In addition, the only substantial difference between such Pro Forma Combined Financial Statements would be interest expense on the Senior Notes.

## UNAUDITED PRO FORMA COMBINED STATEMENT OF EARNINGS AND OTHER DATA

Nine Months Ended April 30, 1996 (In
thousands, except per unit data and ratios)

|  | Ferrellgas Partners, L.P | Skelgas Propane, Inc. | Pro Forma Adjustments | Pro Forma Combined |
| :---: | :---: | :---: | :---: | :---: |
| Revenues: |  |  |  |  |
| Gas liquids and related product sales. | \$522, 446 | \$ 79,595 | \$ (3, 810) (2) | \$ 598, 231 |
| Other. | 31, 266 | -- | 627 (2) | 31,893 |
| Total revenues | 553,712 | 79,595 | $(3,183)$ | 630,124 |
| Cost of product sold (exclusive of depreciation, shown separately below)......................... | 300,844 | 46,457 | $(3,183)(2)$ | 344,118 |
| Gross profit. | 252,868 | 33,138 | -- | 286,006 |
| Operating expense. | 134,363 | 26,011 | $(4,088)(3)$ | 156,286 |
| Depreciation and amortization expense. | 25,839 | 54,338 | $(49,054)(4)$ | 31,123 |
| General and administrative expense. | 9,535 | 2,626 | $(1,781)(3)$ | 10,380 |
| Vehicle leases expense..... | 3,621 | -- | -- | 3,621 |
| Operating income (loss). | 79,510 | $(49,837)$ | 54,923 | 84,596 |


| Interest expense. | $(26,775)$ |  | (57) |  | $(7,676)$ | (5) |  | $(34,508)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income. | 1,068 |  | -- |  | -- |  |  | 1,068 |
| Loss on disposal of assets | $(1,084)$ |  |  |  | -- |  |  | $(1,084)$ |
| Earnings (loss) before income taxes and minority interest. | 52,719 |  | $(49,894)$ |  | 47,247 |  |  | 50, 072 |
| Income taxes..... | -- |  | 381 |  | (381) | (6) |  | -- |
| Minority interest | 534 |  | -- |  | (28) |  |  | 506 |
| Net earnings (loss) | 52,185 |  | \$(50,275) |  | 47,656 |  |  | 49,566 |
| General partner's interest in net earnings | 522 |  |  |  | (26) |  |  | 496 |
| Limited partners' interest in net earnings | \$ 51, 663 |  |  | \$ | $(2,593)$ |  | \$ | 49,070 |
| Net earnings per limited partner unit | \$ 1.66 |  |  | \$ | (0.08) |  | \$ | 1.58 |
| Weighted average number of units outstanding. | 31,103 |  |  |  | 41 |  |  | 31,144 |
| Other Data: |  |  |  |  |  |  |  |  |
| Retail propane sales volume (in gallons) | 557,897 |  | 86,776 |  | -- |  |  | 644,673 |
| Capital expenditures. | \$ 38,078 | \$ | 2,857 | \$ | -- |  | \$ | 40,935 |
| EBITDA(7). | 105,349 |  | 4,501 |  | 5,869 |  |  | 115,719 |
| Ratio of earnings to fixed charges(8). | 2.8 x |  | - - |  | -- |  |  | 2.4 x |
| Ratio of EBITDA to interest expense(7) | 3.9x |  | -- |  | -- |  |  | 3.4 x |

See accompanying notes to unaudited pro forma combined financial statements.

Twelve Months Ended July 31, 1995 (In
thousands, except per unit data and ratios)

|  | Ferrellgas Partners,L.P. |  | Skelgas Propane, Inc. |  | Pro Forma Adjustments |  |  | Pro Forma Combined |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues: |  |  |  |  |  |  |  |  |  |
| Gas liquids and related product sales. |  | 565,607 | \$ | 74,844 | \$ | $(4,433)$ |  | \$ | 636,018 |
| Other.................................... . |  | 30,829 |  | -- |  | 1,702 | (2) |  | 32,531 |
| Total revenues |  | 596,436 |  | 74,844 |  | $(2,731)$ |  |  | 668,549 |
| Cost of product sold (exclusive of depreciation, shown separately below)............................... |  | 339,641 |  | 38,983 |  | $(2,731)$ |  |  | 375,893 |
| Gross profit |  | 256,795 |  | 35,861 |  | -- |  |  | 292,656 |
| Operating expense. |  | 153,226 |  | 24,943 |  | $(5,450)$ |  |  | 172,719 |
| Depreciation and amortization expense |  | 32,014 |  | 9,576 |  | $(3,408)$ ( |  |  | 38,182 |
| General and administrative expense. |  | 11,357 |  | 4,053 |  | $(2,375)$ | (9) |  | 13,035 |
| Vehicle leases expense. |  | 4,271 |  | -- |  | -- |  |  | 4,271 |
| Operating income (loss) |  | 55,927 |  | $(2,711)$ |  | 11,233 |  |  | 64,449 |
| Interest expense. |  | $(31,993)$ |  | (261) |  | $(10,280)$ | (11) |  | $(42,534)$ |
| Interest income. |  | 1,268 |  | -- |  | -- |  |  | 1,268 |
| Loss on disposal of assets |  | $(1,139)$ |  | -- |  | -- |  |  | $(1,139)$ |
| Earnings (loss) before income taxes and |  |  |  |  |  |  |  |  |  |
| Income taxes.. |  | -- |  | 64 |  |  | (6) |  | -- |
| Minority interest |  | 243 |  | -- |  | (20) |  |  | 223 |
| Net earnings (loss) |  | 23,820 |  | $(3,036)$ |  | 1,037 |  |  | 21,821 |
| General partner's interest in net earnings. |  | 238 |  |  |  | (20) |  |  | 218 |
| Limited partners' interest in net earnings |  | \$ 23,582 |  |  |  | \$ 1 (, 979) |  |  | \$ 21,603 |
| Net earnings per limited partner unit. |  | \$ 0.76 |  |  |  | \$ (0.06) |  |  | \$ 0.70 |
| Weighted average number of units outstanding. |  | 30,908 |  |  |  | 41 |  |  | 30,949 |
| Other Data: |  |  |  |  |  |  |  |  |  |
| Retail propane sales volume (in gallons). |  | 575,935 |  | 94,885 |  | -- |  |  | 670,820 |
| Capital expenditures. |  | \$ 89,791 | \$ | 3,536 |  | \$ |  |  | \$93,327 |
| EBITDA(7)............ |  | 87,941 |  | 6,865 |  | 7,825 |  |  | 102,631 |
| Ratio of earnings to fixed charges(12). |  | $1.7 x$ |  | -- |  | -- |  |  | $1.5 x$ |
| Ratio of EBITDA to interest expense(7). |  | 2.8x |  | -- |  | -- |  |  | 2.4x |

[^0]|  | Ferrellgas Partners, L.P. | Skelgas Propane, Inc | Pro Forma Adjustments | Pro Forma Combined |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Current Assets: A S S |  |  |  |  |
| Cash and cash equivalents......................... | \$ 87,809 | \$ 9,335 | \$ $(89,250)(1)$ | \$ 7,894 |
| Accounts and notes receivable. | 80,639 | 7,494 | -- | 88,133 |
| Inventories. | 24,316 | 4,648 | -- | 28,964 |
| Prepaid expenses and other current assets....... | 5,619 | 2,206 | -- | 7,825 |
| Total Current Assets | 198,383 | 23,683 | $(89,250)$ | 132,816 |
| Property, plant and equipment, net. | 342,593 | 49,645 | 10,655 (13) | 402,893 |
| Intangible assets, net........ | 98,697 | 9,201 | 1,160 (14) | 109, 058 |
| Other assets, net. | 11,455 | 1,232 | -- | 12,687 |
| Total Assets. | \$ 651,128 | \$ 83,761 | \$ 77,435 ) | \$657,454 |
| LIABILITIES AND PARTNERS' CAPITAL |  |  |  |  |
| Current Liabilities:...................................... |  |  |  |  |
| Accounts payable. | \$44,912 | \$1,330 | \$ | \$ 46,242 |
| Other current liabilities. | 30,446 | 4,871 | $(1,600)(15)$ | 33,717 |
| Total Current Liabilities. | 75,358 | 6,201 | $(1,600)$ | 79,959 |
| Long-term debt. | 432,307 | 9 | 791 (16) | 433,107 |
| Other liabilities. | 12,288 | -- | -- | 12,288 |
| Contingencies and commitments |  |  |  |  |
| Minority interest........................................... | 2,902 | -- | -- | 2,902 |
| Stockholder's Equity: |  |  |  |  |
| Capital Stock. | -- | 155,000 | $(155,000)(17)$ | -- |
| Accumulated Deficit. | -- | $(77,449)$ | 77,449 (17) | -- |
| Total Stockholder's Equity.................... | -- | 77,551 | $(77,551)$ | -- |
| Partners' Capital: |  |  |  |  |
| Common units. | 91,073 | -- | 925 (1) | 91,998 |
| Subordinated units | 94,780 | -- | -- | 94,780 |
| General partner. | $(57,580)$ | -- | -- | $(57,580)$ |
| Total Partners' Capital........................ | 128,273 | -- | 925 | 129,198 |
| Total Liabilities and Partners' Capital...... | \$651, 128 | \$83,761 | \$ 77,435 ) | \$657,454 |
|  | -------- | -- | -------- | ------ |

[^1]
## . Presentation:

The Partnership's Unaudited Pro Forma Combined Financial Statements assume: (1) transactions a.and b.occurred at August 1, 1994 for purposes of the Unaudited Pro Forma Combined Statements of Earnings and Other Data and (2) transaction a. occurred on April 30, 1996 for purposes of the Unaudited Pro Forma Combined Balance Sheet:
a. The Skelgas Acquisition--0n April 30, 1996, Ferrellgas, Inc. ("Ferrellgas") as the general partner of the Partnership purchased all of the outstanding capital stock of Skelgas for a cash purchase price of $\$ 89.3$ million and a $\$ 1.2$ million noncompete agreement payable in three equal annual installments commencing on the closing date. The purchase price will be adjusted upward or downward based on a final determination of working capital balances acquired.

Ferrellgas financed the Skelgas Acquisition with the proceeds of a short-term acquisition loan. As of May 1, 1996 Skelgas and its operating subsidiaries were merged into Ferrellgas and all of the Skelgas Assets were contributed by Ferrellgas to the Operating Partnership as a capital contribution. In connection with these transactions, the Operating Partnership assumed the obligation to repay the short-term acquisition loan and issued a limited partner interest in the Operating Partnership to Ferrellgas. Following the contribution of the Skelgas Assets to the Partnership, Ferrellgas contributed the limited partner interest in the Operating Partnership to the Partnership in exchange for Common Units of the Partnership with a value of approximately $\$ 925,000$, which represents consideration for certain tax liabilities retained by Ferrellgas. The Operating Partnership utilized an existing credit facility with a bank syndicate (the "Credit Facility") to discharge its assumed obligations under the short-term acquisition loan.

The preliminary purchase price allocation is as follows (In thousands):

| Pro forma purchase price-- |  |
| :---: | :---: |
| Cash. | \$ 89, 250 |
| Noncompete agreement--\$400 paid at closing; \$800 over two |  |
| years | 1,200 |
| Common units issued for income tax liabilities incurred by |  |
| Ferrellgas | 925 |
| Transaction costs | 2, 000 |
| Receivable from Seller due to working capital adjustment | $(4,000)$ |
| Total pro forma purchase price. | \$ 89,375 |
| Allocation of purchase price-- |  |
| Working capital. | 17,482 |
| Property, plant and equipment | 60, 300 |
| Goodwill. | 2,273 |
| Noncompete agreement with Seller | 1,200 |
| Existing noncompete agreement of Skelgas | 6,888 |
| Other assets. | 1,232 |
| Total pro forma allocation of purchase price. | \$ 89,375 |

The foregoing preliminary purchase price allocation is based on available information and certain assumptions the Partnership considers reasonable. The final purchase price allocation will be based upon a final determination of the fair market value of the net assets acquired at the date of the Skelgas Acquisition as determined by valuations and other studies which are not yet complete. The final purchase price allocation may differ from the preliminary allocation.
b. The issuance of the $\$ 160,000,000$ of $93 / 8 \%$ Senior Secured notes due 2006.

The Partnership's unaudited Pro Forma Combined Financial Statements of Earnings and Other Data assume that issuance of the Senior Notes occurred on August 1, 1994. No pro forma adjustments related to the Senior Notes were required in the pro forma balance sheet as of April 30, 1996, because the issuance of the Senior Notes and the subsequent repayment of $\$ 70.7$ million of existing indebtedness occurred prior to April 30, 1996.
2. The pro forma adjustments to reclassify Skelgas' revenue and cost of product sold presentation to conform with the Partnership's presentation.
3. The pro forma adjustments to operating expense and general and administrative expense for the nine months ended April 30, 1996:

Because the Skelgas Acquisition has recently been consummated, the Partnership has begun, but not completed, its strategic and operating plans for the integration of Skelgas' operations into those of the Partnership. Based on preliminary information, assumptions and operating decisions, the Partnership estimates that it can eliminate duplicative costs through the combination of the two entities as described below. However, the actual cost savings may differ from the preliminary estimates.

The pro forma adjustments to reflect estimated cost savings resulting from the Skelgas Acquisition assumes the following preliminary estimates of expected cost savings (In thousands):

|  | Operating Expense |  | General and Adminstrative Expense |  |
| :---: | :---: | :---: | :---: | :---: |
| Consolidation of field service functions. | \$ | 1,632 | \$ | -- |
| Elimination of duplicative field service management costs. |  | 2,456 |  | -- |
| Elimination of corporate general and administrative costs. |  | -- |  | 1,781 |
| Pro forma adjustments | \$ | 4,088 | \$ | 1,781 |

In addition to the cost savings initiatives and estimated cost savings described above, the Partnership estimates that it can eliminate additional annual duplicative costs through the combination of the two entities. However, such amounts cannot be quantified at this time and have not been reflected in the pro forma adjustments.
4. The pro forma adjustment to depreciation and amortization expense for the nine months ended April 30, 1996 (In thousands):

| Elimination of historical depreciation and amortization expense of Skelgas................... |  |
| :---: | :---: |
|  |  |
| allocation of purchase price: |  |
| Record depreciation of amount allocated to buildings and equipment | 3,106 |
| Record amortization of amount allocated to goodwill | 114 |
| Record amortization of amount allocated to noncompete agreement with |  |
| Seller | 300 |
| Record amortization of amount allocated to existing noncompete |  |
| agreement of Skelgas........ | 1,107 |
| Pro forma adjustment | \$(49, 054 ) |

This historical depreciation and amortization expense of Skelgas includes a nonrecurring writedown of goodwill in the amount of $\$ 47.6$ million.
5. The pro forma adjustment to interest expense for the nine months ended April 30, 1996 (In thousands):

Elimination of interest related to repayment of a portion of the Operating
Partnership's Credit Facility.
Additional interest expense related to--
Issuance of Senior Notes at a 9.375\% interest rate.
Amortization of deferred issuance costs related to the Senior Notes
Pro forma adjustment
\$ $(7,676)$

The elimination of interest expense related to the Operating Partnership's Credit Facility was determined based on (i) repayment of $\$ 70.7$ million of existing indebtedness from proceeds of the Offering and (ii) an average interest rate of $7.395 \%$.
6. The pro forma adjustment to the provision for income taxes recognizes that the Partnership is not subject to income tax.
7. EBITDA is calculated as operating income (loss) plus depreciation and amortization. EBITDA is not intended to represent cash flow and does not represent a measure of cash available for distribution. EBITDA is a non-GAAP measure, but provides additional information for evaluating the Partnership's ability to service its debt. In addition, EBITDA is not intended as an alternative to earnings (loss) from continuing operations or net earnings (loss).
8. For purposes of determining the ratio of earnings to fixed charges, earnings are defined as earnings (loss) from continuing operations before income taxes, plus fixed charges. Fixed charges consist of interest expense on all indebtedness (including amortization of deferred debt issuance cost) and the portion of operating lease rental expense that is representative of the interest factors. Earnings from continuing operations for the period presented were reduced by certain noncash expenses, consisting principally of depreciation and amortization. Such non-cash charges total $\$ 29.8$ million for the pro forma combined nine months ended April 30, 1996.
9. The pro forma adjustments to operating expense and general administrative expense for the twelve months ended July 31, 1995:

Because the Skelgas Acquisition has recently been consummated, the Partnership has begun, but not completed, its strategic and operating plans for the integration of Skelgas' operations into those of the Partnership. Based on preliminary information, assumptions and operating decisions, the Partnership estimates that it can eliminate duplicative costs through the combination of the two entities as described below. However, the actual cost savings may differ from the preliminary estimates.

The pro forma adjustments to reflect estimated cost savings resulting from the Skelgas Acquisition assumes the following preliminary estimates of expected cost savings (In thousands):

|  | Operating <br> Expenses |  | General and Administrative Expenses |  |
| :---: | :---: | :---: | :---: | :---: |
| Consolidation of field service functions | \$ | 2,175 | \$ | -- |
| Elimination of duplicative field service management costs |  | 3,275 |  | -- |
| Elimination of corporate general and administrative costs |  | -- |  | 2,375 |
| Pro forma adjustment | \$ | 5,450 | \$ | 2,375 |

In addition to the cost savings initiatives and estimated cost savings described above, the Partnership estimates the it can eliminate additional annual duplicative costs through the combination of the two entities. However, such amounts cannot be quantified at this time and have not been reflected in the pro forma adjustment
10. The pro forma adjustment to depreciation and amortization expense for the twelve months ended July 31, 1995 (In thousands):

Elimination of historical depreciation and amortization expense of Skelgas
Additional depreciation and amortization expense reflecting the preliminary allocation of purchase price:

11. The pro forma adjustment to interest expense for the twelve months ended July 31, 1995 (In thousands):

Elimination of interest related to repayment of a portion of the Operating Partnership's Credit

Facility
Additional interest expense related to --
Issuance of Senior Notes at a 9.375\% interest rate

Pro forma adjustment

The elimination of interest expense related to the Operating Partnership's Credit Facility was determined based on (i) repayment of $\$ 70.7$ million of existing indebtedness from proceeds of the Offering and (ii) an average interest rate of $7.33 \%$.
12. For purposes of determining the ratio of earnings to fixed charges, earnings are defined as earnings (loss) from continuing operations before income taxes, plus fixed charges. Fixed charges consist of interest expense on all indebtedness (including amortization of deferred debt issuance cost) and the portion of operating lease rental expense that is representative of the interest factor. Earnings from continuing operations for the period presented were reduced by certain noncash expenses, consisting principally of depreciation and amortization. Such non-cash charges totaled \$37.3 million for the pro forma combined twelve months ended July 31, 1995.
13. The pro forma adjustment to property, plant and equipment (In thousands):

14. The pro forma adjustment to intangible assets (In thousands):

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Record goodwill associated with purchase of Skelgas


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Pro forma adjustment
\$1,160
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15. The pro forma adjustments to other current liabilities (In thousands):
\begin{tabular}{|c|c|}
\hline Record accrued liabilities for transaction costs of Skelgas Acquisition & \$ 2,000 \\
\hline Record working capital adjustments pursuant to the Skelgas Acquisition Agreement. & \((4,000)\) \\
\hline Record current portion of the amounts to be paid pursuant to the noncompete agreement with & \\
\hline Seller & 400 \\
\hline Pro forma adjustments & \$(1, 600) \\
\hline
\end{tabular}
16. The pro forma adjustment to long-term debt (In thousands):

Record long-term amounts to be paid pursuant to the noncompete agreement with Seller........ Eliminate existing long-term debt of Skelgas

Pro forma adjustment
17. The pro forma adjustment to eliminate historical stockholder's equity of Skelgas.```


[^0]:    See accompanying notes to unaudited pro forma combined financial statements.

[^1]:    See accompanying notes to unaudited pro forma combined financial statements

