

FORM 10-Q

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

☒ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES  
EXCHANGE ACT OF 1934

FOR THE QUARTERLY PERIOD ENDED FEBRUARY 28, 2003

OR

☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES  
EXCHANGE ACT OF 1934

FOR THE TRANSITION PERIOD FROM ----- to -----

COMMISSION FILE NUMBER 1-11727

HERITAGE PROPANE PARTNERS, L.P.  
(Exact name of registrant as specified in its charter)

DELAWARE	73-1493906
(state or other jurisdiction or incorporation or organization)	(I.R.S. Employer Identification No.)

8801 SOUTH YALE AVENUE, SUITE 310  
TULSA, OKLAHOMA 74137  
(Address of principal  
executive offices  
and zip code)

(918) 492-7272  
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required  
to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during  
the preceding 12 months (or for such shorter period that the registrant was  
required to file such reports) and (2) has been subject to such filing  
requirements for the past 90 days.

Yes ☒ No  
-----

Indicate by check mark whether the registrant is an accelerated filer (as  
defined in Rule 12b-2 of the Exchange Act).

Yes ☒ No  
-----

At April 11, 2003, the registrant had units outstanding as follows:  
Heritage Propane Partners, L.P. 16,367,803 Common Units

## HERITAGE PROPANE PARTNERS, L.P.

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PART I - FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

HERITAGE PROPANE PARTNERS, L.P. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS  
(in thousands, except unit data)  
(unaudited)

February 28,  
August 31,  
2003 2002 ---  
-----  
-----

ASSETS  
CURRENT

ASSETS: Cash  
and cash  
equivalents \$  
8,734 \$ 4,596  
Marketable  
securities  
2,550 2,559  
Accounts  
receivable,  
net of  
allowance for  
doubtful  
accounts  
93,506 30,898  
Inventories  
29,047 48,187  
Assets from  
liquids  
marketing 596  
2,301 Prepaid  
expenses and  
other 5,030  
6,846 -----  
-----  
-----

Total current  
assets

139,463  
95,387  
PROPERTY,  
PLANT AND  
EQUIPMENT,  
net 430,913  
400,044

INVESTMENT IN  
AFFILIATES

9,041 7,858  
GOODWILL, net  
of  
amortization  
prior to  
adoption of  
SFAS No. 142  
156,682  
155,735

INTANGIBLES  
AND OTHER  
ASSETS, net

55,233 58,240  
-----  
- -----  
--- Total  
assets \$  
791,332 \$  
717,264  
=====

LIABILITIES  
AND PARTNERS'  
CAPITAL  
CURRENT  
LIABILITIES:

Working capital facility \$	
19,300 \$	
30,200	
Accounts payable	
62,777	40,929
Accounts payable to related companies	
6,162	5,002
Accrued and other current liabilities	
20,354	23,962
Liabilities from liquids marketing	584
1,818	Current maturities of long-term debt
22,485	
20,158	-----
-----	-----
Total current liabilities	
131,662	
122,069	LONG-TERM DEBT, less current maturities
434,769	
420,021	
MINORITY INTERESTS	
4,169	3,564 -
-----	-----
- Total liabilities	
570,600	
545,654	-----
-----	-----
COMMITMENTS AND CONTINGENCIES	
PARTNERS' CAPITAL:	
Common Unitholders	
(16,367,803 and 15,815,847 units issued and outstanding at February 28, 2003 and August 31, 2002, respectively)	
219,446	
173,677	Class C Unitholders
(1,000,000 units issued and outstanding at February 28, 2003 and August 31, 2002)	-- --
General Partner	
2,041	
1,585	
Accumulated other	

comprehensive	
loss (755)	
(3,652)	-----
	-----
Total	
partners'	
capital	
220,732	
171,610	-----
	-----
Total	
liabilities	
and partners'	
capital \$	
791,332	\$
717,264	
=====	
=====	

The accompanying notes are an integral part of these consolidated financial statements.

CONSOLIDATED STATEMENTS OF OPERATIONS  
(in thousands, except per unit and unit data)  
(unaudited)

```

----- 2003
2002 2003
2002 -----

```

REVENUES:	
Retail fuel	\$ 212,704
	\$ 152,429
	\$ 296,754
	235,629
Wholesale fuel	20,218
	14,534
	31,565
	27,127
Liquids marketing	79,587
	47,326
	140,317
	98,146
Other	16,535
	15,346
	33,891
	30,836

Total  
revenues  
329,044  
229,635  
502,527  
391,738 - - - - -

----- COSTS	
AND EXPENSES:	
Cost of	
products sold	
128,420	
97,143	
185,440	
157,378	
Liquids	
marketing	
79,235	45,633
139,258	
99,778	
Operating	
expenses	
45,270	34,957
78,695	66,801
Depreciation	
and	
amortization	
9,447	9,606
18,713	18,664
Selling,	
general and	
administrative	
4,656	3,158

7,848 6,109 -  
-----  
-----  
-----  
-----  
Total costs  
and expenses  
267,028  
190,497  
429,954  
348,730 -----  
-----  
-----  
-----  
OPERATING  
INCOME 62,016  
39,138 72,573  
43,008 OTHER  
INCOME  
(EXPENSE):  
Interest  
expense  
(9,317)  
(9,503)  
(18,613)  
(18,719)  
Equity in  
earnings of  
affiliates  
970 1,040  
1,183 1,169  
Gain on  
disposal of  
assets 88 248  
155 715 Other  
(2,268) (94)  
(2,546) (192)  
-----  
-----  
-----  
-----  
INCOME BEFORE  
MINORITY  
INTERESTS AND  
INCOME TAXES  
51,489 30,829  
52,752 25,981  
Minority  
interests  
(817) (699)  
(940) (630) -  
-----  
-----  
-----  
-----  
INCOME BEFORE  
TAXES 50,672  
30,130 51,812  
25,351 Income  
taxes 1,285 -  
- 1,285 -- --  
-----  
-----  
-----  
-----  
NET INCOME  
49,387 30,130  
50,527 25,351  
GENERAL  
PARTNER'S  
INTEREST IN  
NET INCOME  
719 518 948  
686 -----  
-----  
-----  
--- LIMITED  
PARTNERS'  
INTEREST IN

NET INCOME \$
48,668 \$
29,612 \$
49,579 \$
24,665
=====
=====
=====
=====
BASIC NET
INCOME PER
LIMITED
PARTNER UNIT
\$ 3.01 \$ 1.89
\$ 3.10 \$ 1.57
=====
=====
=====
=====
BASIC AVERAGE
NUMBER OF
UNITS
OUTSTANDING
16,165,602
15,689,376
15,990,010
15,666,854
=====
=====
=====
=====
DILUTED NET
INCOME PER
LIMITED
PARTNER UNIT
\$ 3.00 \$ 1.88
\$ 3.09 \$ 1.57
=====
=====
=====
=====
DILUTED
AVERAGE
NUMBER OF
UNITS
OUTSTANDING
16,207,002
15,731,276
16,026,860
15,707,411
=====
=====
=====
=====

The accompanying notes are an integral part of these consolidated financial statements.



HERITAGE PROPANE PARTNERS, L.P. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME  
(in thousands, unaudited)

Three Months Ended Six Months Ended February 28, February 28, -- ----- ----- ----- -- 2003 2002 2003 2002 ----- ----- ----- -----	Net income \$ 49,387 \$ 30,130 \$ 50,527 \$ 25,351 Other comprehensive income Reclassification adjustment for losses or (gains) on derivative instruments included in net income (427) 203 (427) (2,551) Reclassification adjustment for losses on available-for- sale securities included in net income 2,376 -- 2,376 -- Change in value of derivative instruments 957 -- 957 Change in value of available-for- sale securities (9) (991) (9) (615) ----- ----- ----- ----- Comprehensive income \$ 52,284 \$ 29,342 \$ 53,424 \$ 22,185 =====
RECONCILIATION OF ACCUMULATED OTHER COMPREHENSIVE LOSS Balance, beginning of period \$ (3,652) \$ (7,329) \$ (3,652) \$ (6,541) Current period reclassification	

to earnings	
1,949	4,267
1,949	5,857
Current period	
change	948
(788)	948
(3,166)	-----
-----	
-----	
-----	Balance,
end of period	\$
(755)	\$ (3,850)
\$ (755)	\$
(3,850)	
=====	
=====	
=====	
=====	

The accompanying notes are an integral part of these consolidated financial statements.

HERITAGE PROPANE PARTNERS, L.P. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF PARTNERS' CAPITAL  
(in thousands, except unit data)  
(unaudited)

Accumulated	
Number of	
Units Other -	
-----	
-----	
General	
Comprehensive	
Common Class	
C Common	
Class C	
Partner Loss	
Total -----	
---	
-	
-----	
-----	
-----	
-----	
-----	
BALANCE,	
AUGUST 31,	
2002	
15,815,847	
1,000,000 \$	
173,677 \$ --	
\$ 1,585 \$	
(3,652) \$	
171,610 Unit	
distribution	
-- --	
(20,166) --	
(644) --	
(20,810)	
Conversion of	
phantom units	
500 -- -- --	
-- -- --	
Issuance of	
Common Units	
in connection	
with certain	
551,456 --	
15,000 -- 152	
-- 15,152	
acquisitions	
Other -- --	
1,356 -- -- -	
- 1,356 Net	
change in	
accumulated	
other	
comprehensive	
income per	
accompanying	
statements --	
-- -- --	
2,897 2,897	
Net income --	
-- 49,579 --	
948 -- 50,527	
-----	
-----	
-----	
-----	
-----	
-- BALANCE,	
FEBRUARY 28,	
2003	
16,367,803	
1,000,000 \$	
219,446 \$ --	
\$ 2,041 \$	

(755) \$  
220,732  
=====  
=====  
=====  
=====  
=====  
=====  
=====

The accompanying notes are an integral part of these consolidated  
financial statements.

HERITAGE PROPANE PARTNERS, L.P. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS  
(in thousands)  
(unaudited)

Six Months Ended February 28, ----- 2003 2002 --- -----
----- CASH
FLows FROM
OPERATING
ACTIVITIES:
Net income \$
50,527 \$
25,351
Reconciliation
of net income
to net cash
provided by
operating
activities-
Depreciation
and
amortization
18,713 18,664
Provision for
loss on
accounts
receivable
1,511 523
Loss on write
down of
marketable
securities
2,400 -- Gain
on disposal
of assets
(155) (715)
Deferred
compensation
on restricted
units and
long-term
incentive
plan 1,356
974
Undistributed
earnings of
affiliates
(1,183)
(1,169)
Minority
interests 575
166 Changes
in assets and
liabilities,
net of effect
of
acquisitions:
Accounts
receivable
(60,298)
(31,506)
Inventories
21,045 14,134
Assets from
liquids
marketing
1,705 6,254
Prepaid and
other
expenses
1,863 8,808
Intangibles

and other		
assets (41)		
(465)		
Accounts		
payable		
21,704	1,093	
Accounts		
payable to		
related		
companies		
1,160	(2,346)	
Accrued and		
other current		
liabilities		
(4,654)		
(9,519)		
Liabilities		
from liquids		
marketing		
(1,234)		
(6,404)	-----	
-----		
--- Net cash		
provided by		
operating		
activities		
54,994	23,843	
-----	--	
----- CASH		
Flows from		
investing		
activities:		
Cash paid for		
acquisitions,		
net of cash		
acquired		
(21,170)		
(14,472)		
Capital		
expenditures		
(16,510)		
(16,371)		
Proceeds from		
the sale of		
assets 2,078		
1,362	Deposit	
on the		
subsequent		
sale of		
assets --		
9,730	Other -	
- 245	-----	
---	-----	
- Net cash		
used in		
investing		
activities		
(35,602)		
(19,506)	----	
-----		
---- CASH		
Flows from		
financing		
activities:		
Proceeds from		
borrowings		
107,650		
103,617		
Principal		
payments on		
debt		
(102,247)		
(84,606)	Unit	
distributions		
(20,810)		
(20,350)		
Other 153		
(55)	-----	
--	-----	
Net cash used		
in financing		

activities  
 (15,254)  
 (1,394) -----  
 -----  
 --- INCREASE  
 IN CASH AND  
 CASH  
 EQUIVALENTS  
 4,138 2,943  
 CASH AND CASH  
 EQUIVALENTS,  
 beginning of  
 period 4,596  
 5,620 -----  
 --- -----  
 - CASH AND  
 CASH  
 EQUIVALENTS,  
 end of period  
 \$ 8,734 \$  
 8,563  
 =====  
 =====  
 NONCASH  
 FINANCING  
 ACTIVITIES:  
 Notes payable  
 incurred on  
 noncompete  
 agreements \$  
 772 \$ 2,120  
 =====  
 =====  
 Issuance of  
 Common Units  
 in connection  
 with certain  
 acquisitions  
 \$ 15,000 \$ --  
 =====  
 =====  
 SUPPLEMENTAL  
 DISCLOSURE OF  
 CASH FLOW  
 INFORMATION:  
 Cash paid  
 during the  
 period for  
 interest \$  
 18,302 \$  
 18,811  
 =====  
 =====

The accompanying notes are an integral part of these financial statements

## HERITAGE PROPANE PARTNERS, L.P. AND SUBSIDIARIES

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Dollar amounts in thousands, except unit and per unit data)  
(unaudited)

#### 1. OPERATIONS AND ORGANIZATION:

The accompanying financial statements should be read in conjunction with the consolidated financial statements of Heritage Propane Partners, L.P. and subsidiaries (the "Partnership") as of August 31, 2002, and the notes thereto included in the Partnership's consolidated financial statements included in Form 10-K as filed with the Securities and Exchange Commission on November 27, 2002. The accompanying financial statements include only normal recurring accruals and all adjustments that the Partnership considers necessary for a fair presentation. Due to the seasonal nature of the Partnership's business, the results of operations for interim periods are not necessarily indicative of the results to be expected for a full year.

In order to simplify the Partnership's obligations under the laws of several jurisdictions in which it conducts business, the Partnership's activities are conducted through a subsidiary operating partnership, Heritage Operating, L.P. (the "Operating Partnership"). The Partnership and the Operating Partnership are collectively referred to in this report as "Heritage." Heritage sells propane and propane-related products to more than 650,000 active residential, commercial, industrial, and agricultural customers in 29 states. Heritage is also a wholesale propane supplier in the United States and in Canada, the latter through participation in MP Energy Partnership. MP Energy Partnership is a Canadian partnership, in which Heritage owns a 60% interest, engaged in lower-margin wholesale distribution and in supplying Heritage's northern U.S. locations. Heritage buys and sells financial instruments for its own account through its wholly owned subsidiary, Heritage Energy Resources, L.L.C. ("Resources").

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND BALANCE SHEET DETAIL:

##### PRINCIPLES OF CONSOLIDATION

The consolidated financial statements of the Partnership include the accounts of its subsidiaries, including the Operating Partnership, MP Energy Partnership, Heritage Service Corp., Guilford Gas Service, Inc., and Resources. Heritage accounts for its 50% partnership interest in Bi-State Propane, a propane retailer in the states of Nevada and California, under the equity method. All significant intercompany transactions and accounts have been eliminated in consolidation. For purposes of maintaining partner capital accounts, the Partnership Agreement of Heritage Propane Partners, L.P. (the "Partnership Agreement") specifies that items of income and loss shall be allocated among the partners in accordance with their percentage interests. Normal allocations according to percentage interests are made, however, only after giving effect to any priority income allocations in an amount equal to the incentive distributions that are allocated 100% to the General Partner. For the three months and six months ended February 28, 2003, the 1.0101% general partner interest in the Operating Partnership held by the General Partner, U.S. Propane, L.P. ("U.S. Propane"), was accounted for in the consolidated financial statements as a minority interest. On February 4, 2002, at a special meeting of the Partnership's Common Unitholders, the Common Unitholders approved the substitution of U.S. Propane as the successor General Partner of the Partnership and the Operating Partnership, replacing Heritage Holdings, Inc. ("Heritage Holdings"). For the three months and the six months ended February 28, 2002, the 1.0101% general partner interest of the former General Partner, Heritage Holdings, and U.S. Propane's 1.0101% limited partner interest in the Operating Partnership were accounted for in the consolidated financial statements as minority interests.

##### ACCOUNTS RECEIVABLE

Heritage grants credit to its customers for the purchase of propane and propane-related products. Included in accounts receivable are trade accounts receivable arising from the Partnership's retail and wholesale propane operations and receivables arising from Resources' liquids marketing activities. Accounts receivable are recorded as amounts billed to customers less an allowance for doubtful accounts. The allowance for doubtful accounts is based on management's assessment of the realizability of customer accounts. Management's assessment is based on the overall creditworthiness of the Partnership's customers and any specific disputes. Receivables related to liquids marketing activities are \$9,863 and \$4,332 as of February 28, 2003 and August 31, 2002,



respectively. Accounts receivable consisted of the following:

February  
 28, August  
 31, 2003  
 2002 -----  
 -----  
 -----  
 Accounts  
 receivable  
 \$ 97,010 \$  
 33,402 Less  
 - allowance  
   for  
   doubtful  
   accounts  
 3,504 2,504  
 -----  
 - -----  
 --- Total,  
   net \$  
   93,506 \$  
   30,898  
 =====  
 =====

The activity in the allowance for doubtful accounts consisted of the following:

For the six  
   months  
 ended -----  
 -----  
 -----  
 - February  
   28,  
   February  
   28, 2003  
 2002 -----  
 -----  
 -----  
 Balance,  
 beginning  
   of the  
   period \$  
   2,504 \$  
   3,576  
 Provision  
 for loss on  
 accounts  
 receivable  
 1,511 523  
 Accounts  
 receivable  
   written  
 off, net of  
 recoveries  
 (511) (504)  
 -----  
 - -----  
 ---  
 Balance,  
   end of  
   period \$  
   3,504 \$  
   3,595  
 =====  
 =====

## INVENTORIES

Inventories are valued at the lower of cost or market. The cost of fuel  
 inventories is determined using weighted-average cost of fuel delivered to the  
 customer service locations, while the cost of appliances, parts, and fittings is  
 determined by the first-in, first-out method. Inventories consisted of the  
 following:

February  
 28, August

31, 2003	
2002 -----	
-----	
-----	
Fuel \$	
18,621 \$	
38,523	
Appliances,	
parts and	
fittings	
10,426	
9,664 -----	
-----	
-----	
Total	
inventories	
\$ 29,047 \$	
48,187	
=====	
=====	

# INCOME TAXES

Heritage is a limited partnership. As a result, Heritage's earnings or losses for federal and state income tax purposes are included in the tax returns of the individual partners. Accordingly, no recognition has been given to income taxes in the accompanying financial statements of Heritage except those anticipated to be incurred by corporate subsidiaries of Heritage that are subject to income taxes. Net earnings for financial statement purposes may differ significantly from taxable income reportable to unitholders as a result of differences between the tax basis and financial reporting basis of assets and liabilities and the taxable income allocation requirements under the Partnership Agreement.

# INCOME PER LIMITED PARTNER UNIT

Basic net income per limited partner unit is computed by dividing net income, after considering the General Partner's interest, by the weighted average number of Common Units outstanding. Diluted net income per limited partner unit is computed by dividing net income, after considering the General Partner's interest, by the weighted average number of Common Units outstanding and the weighted average number of restricted units ("Phantom Units") granted under the Restricted Unit Plan. A reconciliation of net income and weighted average units used in computing basic and diluted net income per unit is as follows:

Three Months  
Ended Six  
Months Ended  
February 28,  
February 28,

-----  
-----  
-----  
-----

2003 2002  
2003 2002 ---

-----  
-----  
-----  
-----

--- BASIC NET  
INCOME PER  
LIMITED

PARTNER UNIT:  
Limited  
Partners'  
interest in  
net income \$

48,668 \$  
29,612 \$  
49,579 \$  
24,665

=====  
=====  
=====  
=====

Weighted  
average  
limited  
partner units  
16,165,602  
15,689,376  
15,990,010  
15,666,854

=====  
=====  
=====  
=====

Basic net  
income per  
limited  
partner unit  
\$ 3.01 \$ 1.89  
\$ 3.10 \$ 1.57

=====  
=====  
=====  
=====

DILUTED NET  
INCOME PER  
LIMITED

PARTNER UNIT:  
Limited  
partners'  
interest in  
net income \$

48,668 \$  
29,612 \$  
49,579 \$  
24,665

=====  
=====  
=====  
=====

Weighted  
average  
limited  
partner units  
16,165,602  
15,689,376

15,990,010	
15,666,854	
Dilutive	
effect of	
phantom units	
41,400	41,900
36,850	40,557
-----	
-	-----
---	-----
-----	
-----	
Weighted	
average	
limited	
partner	
units,	
assuming	
dilutive	
effect of	
phantom units	
16,207,002	
15,731,276	
16,026,860	
15,707,411	
=====	
=====	
=====	
=====	
Diluted net	
income per	
limited	
partner unit	
\$ 3.00	\$ 1.88
\$ 3.09	\$ 1.57
=====	
=====	
=====	
=====	

#### QUARTERLY DISTRIBUTIONS OF AVAILABLE CASH

The Partnership Agreement requires that the Partnership will distribute all of its Available Cash to its Unitholders and its General Partner within 45 days following the end of each fiscal quarter, subject to the payment of incentive distributions to the holders of Incentive Distribution Rights to the extent that certain target levels of cash distributions are achieved. The term Available Cash generally means, with respect to any fiscal quarter of the Partnership, all cash on hand at the end of such quarter, plus working capital borrowings after the end of the quarter, less reserves established by the General Partner in its sole discretion to provide for the proper conduct of the Partnership's business, to comply with applicable laws or any debt instrument or other agreement, or to provide funds for future distributions to partners with respect to any one or more of the next four quarters. Available Cash is more fully defined in the Partnership Agreement.

Prior to the Special Meeting on February 4, 2002, distributions by the Partnership in an amount equal to 100% of Available Cash were made 97% to the Common Unitholders, 1.0101% to U.S. Propane for its limited partner interest in the Operating Partnership, and 1.9899% to the former General Partner, Heritage Holdings. After the approval by the Common Unitholders of the substitution of U.S. Propane as the General Partner, distributions by the Partnership in an amount equal to 100% of Available Cash will generally be made 98% to the Common Unitholders and 2% to the General Partner, subject to the payment of incentive distributions to the holders of Incentive Distribution Rights to the extent that certain target levels of cash distributions are achieved.

On October 15, 2002, a quarterly distribution of \$0.6375 per unit, or \$2.55 per unit annually, was paid to Unitholders of record at the close of business on October 8, 2002. On January 14, 2003, a quarterly distribution of \$0.6375 per unit, or \$2.55 per unit annually, was paid to Unitholders of record at the close of business on December 30, 2002. On March 24, 2003, the Partnership declared a cash distribution for the second quarter ended February 28, 2003 of \$0.6375 per unit, or \$2.55 per unit annually, payable on April 14, 2003 to Unitholders of record at the close of business on April 4, 2003. In addition to these quarterly distributions, the General Partner received quarterly distributions for its general partner interest in the Partnership, its minority interest, and incentive distributions to the extent the quarterly distribution exceeded \$0.55 per unit.

## ACCOUNTING FOR DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES

Heritage applies Financial Accounting Standards Board ("FASB") Statement No. 133, Accounting for Derivative Instruments and Hedging Activities (SFAS 133). SFAS 133 requires that all derivatives be recognized in the balance sheet as either an asset or liability measured at fair value. Special accounting for qualifying hedges allows a derivative's gains and losses to offset related results on the hedged item in the statement of operations.

Heritage was the holder of certain call options at February 28, 2003 that have been designated as cash flow hedging instruments in accordance with SFAS 133. The call options give Heritage the right, but not the obligation, to buy a

specified number of gallons of propane at a specified price at any time until a specified expiration date. Heritage entered into these options to hedge pricing on the forecasted propane volumes to be purchased during each of the one-month periods ending February 2003 through March 2003. Heritage utilizes hedging transactions to provide price protection against significant fluctuations in propane prices. These call options had a fair value of \$572 as of February 28, 2003, which was recorded in accounts receivable on the balance sheet through other comprehensive income net of minority interest liability. There were no ineffective hedges or discontinued hedges as of February 28, 2003.

#### MARKETABLE SECURITIES

Heritage's marketable securities are classified as available-for-sale securities and are reflected as a current asset on the consolidated balance sheet at their fair value. During the three months ended February 28, 2003, Heritage determined there was a non-temporary decline in the market value of its available-for-sale securities, and reclassified into earnings a loss of \$2,376, net of minority interest, which is recorded in other expense. Unrealized holding losses of \$9 for the three and six months ended February 28, 2003, and \$991 and \$615 for the three and six months ended February 28, 2002, respectively, were recorded through accumulated other comprehensive loss based on the market value of the securities.

#### RECENTLY ISSUED ACCOUNTING STANDARDS

In June 2001, the FASB issued Statement No. 143, Accounting for Asset Retirement Obligations (SFAS 143). SFAS 143 addresses financial accounting and reporting for obligations associated with the retirement of tangible long-lived assets and the associated asset retirement costs. This statement requires that the fair value of a liability for an asset retirement obligation be recognized in the period in which it is incurred if a reasonable estimate of fair value can be made. The associated asset retirement costs are capitalized as part of the carrying amount of the long-lived asset. Heritage adopted the provisions of SFAS 143 on September 1, 2002. The adoption of SFAS 143 did not have a material impact on the Partnership's consolidated financial position or results of operations.

In August 2001, the FASB issued Statement No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets (SFAS 144). SFAS 144 supersedes FASB Statement No. 121, Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of (SFAS 121), and the accounting and reporting provisions of APB Opinion No. 30, Reporting the Results of Operations - Reporting the Effects of Disposal of a Segment of a Business, and Extraordinary, Unusual and Infrequently Occurring Events and Transactions. SFAS 144 retains the fundamental provisions of SFAS 121 for recognition and measurement of the impairment of long-lived assets to be held and used, and measurement of long-lived assets to be disposed of by sale. Heritage adopted the provisions of SFAS 144 on September 1, 2002. The adoption of SFAS 144 did not have a material impact on the Partnership's consolidated financial position or results of operations.

In April 2002, the FASB issued Statement No. 145, Rescission of FASB Statements No. 4, 44, and 64, Amendment of FASB Statement No. 13, and Technical Corrections (SFAS 145). SFAS 145 rescinds FASB Statement No. 4, Reporting Gains and Losses from Extinguishment of Debt, and an amendment of that Statement, FASB Statement No. 64, Extinguishments of Debt Made to Satisfy Sinking-Fund Requirements. SFAS 145 also rescinds FASB Statement No. 44, Accounting for Intangible Assets of Motor Carriers, amends FASB Statement No. 13, Accounting for Leases, to eliminate an inconsistency between the required accounting for sale-leaseback transactions and the required accounting for certain lease modifications that have economic effects that are similar to sale-leaseback transactions and also amends other existing authoritative pronouncements to make various technical corrections, clarify meanings, or describe their applicability under changed conditions. Heritage adopted the provisions of SFAS 145 on September 1, 2002. The adoption did not have a material impact on the Partnership's consolidated financial position or results of operations.

#### RECENTLY ISSUED ACCOUNTING STANDARDS NOT YET ADOPTED

In October 2002, the Emerging Issues Task Force ("EITF") of the FASB discussed EITF Issue No. 02-3, Issues Related to Accounting for Contracts Involved in Energy Trading and Risk Management Activities (EITF 02-3). The EITF reached a consensus to rescind EITF Issue No. 98-10, Accounting for Contracts Involved in Energy Trading and Risk Management Activities (EITF 98-10), the impact of which is to preclude mark-to-market accounting for energy trading contracts not within the scope of SFAS 133. The EITF also reached a consensus that gains and losses on derivative instruments within the scope of SFAS 133 should be shown net in the statement of operations if the derivative instruments are held for trading purposes. The consensus regarding the rescission of EITF 98-10 is





applicable for fiscal periods beginning after December 15, 2002. Energy trading contracts not within the scope of SFAS 133 purchased after October 25, 2002, but prior to the implementation of the consensus, are not permitted to apply mark-to-market accounting. Heritage will adopt the provisions of EITF 02-3 as of September 1, 2003. Management has not yet determined the impact the adoption of EITF 02-3 will have on the Partnership's financial position or results of operations.

In June 2002, the FASB issued Statement No. 146, Accounting for Costs Associated with Exit or Disposal Activities (SFAS 146). SFAS 146 addresses financial accounting and reporting for costs associated with exit or disposal activities and requires that a liability for a cost associated with an exit or disposal activity be recognized and measured initially at fair value only when the liability is incurred. The provisions of SFAS 146 are effective for exit or disposal activities that are initiated after December 31, 2002, with early application encouraged. Management does not believe that the adoption will have a material impact on the Partnership's consolidated financial position or results of operations.

In December 2002, the FASB issued Statement No. 148 Accounting for Stock-Based Compensation -Transition and Disclosure (SFAS 148). The statement amends FASB Statement No. 123 Accounting for Stock-Based Compensation (SFAS 123) to provide alternative methods of transitions for a voluntary change to the fair value based method of accounting for stock-based employee compensation. In addition, this statement amends the disclosure requirements of SFAS 123 to require prominent disclosures in both annual and interim financial statements about the method of accounting for stock-based employee compensation and the effect of the method used on reported results. The provisions of SFAS 148 are effective for fiscal years ending after July 31, 2003, with earlier application permitted, and the interim disclosure requirements of SFAS 148 are effective for periods beginning after December 15, 2002. Heritage will adopt the interim disclosure requirements of SFAS 148 as of May 31, 2003. Heritage will adopt the provisions of SFAS 148 as of September 1, 2003. Management has not yet determined the impact the adoption of SFAS 148 will have on the Partnership's financial positions or results of operations.

#### PROFORMA RESULTS

On January 2, 2003, Heritage purchased the propane assets of V-1 Oil Co. ("V-1") of Idaho Falls, Idaho for total consideration of \$34.2 million after post-closing adjustments. The acquisition price was payable \$19.2 million in cash, with \$17.3 million financed by the Acquisition Facility, and by the issuance of 551,456 Common Units of Heritage valued at \$15.0 million. V-1's propane distribution network included 35 customer service locations in Colorado, Idaho, Montana, Oregon, Utah, Washington, and Wyoming. The results of operations of V-1 from January 2, 2003 to February 28, 2003 are included in the consolidated statement of operations of Heritage for the three and six months ended February 28, 2003.

The following unaudited pro forma consolidated results of operations are presented as if the acquisition of V-1 had been made at the beginning of the periods presented:

Three months ended	Six months ended	February 28, February 28, ----
-----	-----	-----
-----	-----	-----
---	2003	2002
	2002	2003
2002 ---	-----	-----
-	-----	-----
-----		

--- ---  
 -----  
 Total  
 revenues  
 \$  
 332,638  
 \$  
 242,107  
 \$  
 513,741  
 \$  
 411,193  
 Limited  
 partners'  
 interest  
 in net  
 income \$  
 49,300 \$  
 31,141 \$  
 51,175 \$  
 26,952  
 Basic  
 net  
 income  
 per  
 limited  
 partner  
 unit \$  
 3.05 \$  
 1.92 \$  
 3.20 \$  
 1.66  
 Diluted  
 net  
 income  
 per  
 limited  
 partner  
 unit \$  
 3.04 \$  
 1.91 \$  
 3.19 \$  
 1.66

The pro forma consolidated results of operations include adjustments to give effect to depreciation on the step-up of property, plant and equipment, amortization of customer lists, interest expense on acquisition debt, and certain other adjustments. The unaudited pro forma information is not necessarily indicative of the results of operations that would have occurred had the transactions been made at the beginning of the periods presented or the future results of the combined operations.

### 3. WORKING CAPITAL FACILITY AND LONG-TERM DEBT:

Effective July 16, 2001, the Operating Partnership entered into the Fifth Amendment to the First Amended and Restated Credit Agreement. The terms of the Agreement as amended are as follows:

A \$65,000 Senior Revolving Working Capital Facility is available through June 30, 2004. The interest rate and interest payment dates vary depending on the terms Heritage agrees to when the money is borrowed. Heritage must be free of all working capital borrowings for 30 consecutive days each fiscal year. The weighted average interest rate was 3.13% for the amount outstanding at February 28, 2003. The maximum commitment fee payable on the unused portion of the facility is 0.50%. All receivables, contracts, equipment, inventory, general intangibles, cash concentration accounts, and the capital stock of Heritage's subsidiaries secure the Senior Revolving Working Capital Facility. As of February 28, 2003, the Senior Revolving Working Capital Facility had a balance outstanding of \$19,300.

A \$50,000 Senior Revolving Acquisition Facility is available through December 31, 2003, at which time the outstanding amount must be paid in ten equal quarterly installments beginning March 31, 2004. The interest rate and interest payment dates vary depending on the terms Heritage agrees to when the money is borrowed. The weighted average interest rate was 3.13% for the amount outstanding at February 28, 2003. The maximum commitment fee payable on the unused portion of the facility is 0.50%. All receivables, contracts, equipment, inventory, general intangibles, cash concentration accounts, and the capital stock of Heritage's subsidiaries secure the Senior Revolving Acquisition Facility. As of February 28, 2003, the Senior Revolving Acquisition Facility had a balance outstanding of \$32,300.

#### 4. REPORTABLE SEGMENTS:

The Partnership's financial statements reflect four reportable segments: the domestic retail operations of Heritage, the domestic wholesale operations of Heritage, the foreign wholesale operations of MP Energy Partnership, and the liquids marketing activities of Resources. Heritage's reportable retail and wholesale fuel segments are strategic business units that sell products and services to retail and wholesale customers. Intersegment sales by the foreign wholesale segment to the domestic segment are priced in accordance with the partnership agreement of MP Energy Partnership. Heritage manages these segments separately as each segment involves different distribution, sale, and marketing strategies. Heritage evaluates the performance of its operating segments based on operating income. The operating income below does not reflect selling, general, and administrative expenses of \$4,656 and \$3,158 for the three months ended February 28, 2003 and 2002, respectively, or \$7,848 and \$6,109 for the six months ended February 28, 2003 and 2002, respectively. The following table presents the unaudited financial information by segment for the following periods:

For the		
Three		
Months		
ended For		
the Six		
Months		
ended		
February		
28,		
February		
28, -----		
-----		
-----		
-----		
-----		
----- 2003		
2002 2003		
2002 -----		
-----		
-----		
-----		
- Gallons:		
Domestic		
retail fuel		
166,622		
134,458		
243,343		
209,248		
Domestic		
wholesale		
fuel 5,467		
5,478		
10,357		

10,475
Foreign
wholesale
fuel
Affiliated
17,452
23,744
37,832
38,815
Unaffiliated
25,358
24,728
42,553
42,992
Elimination
(17,452)
(23,744)
(37,832)
(38,815) --
-----
-----
- -----
-----
----- Total
197,447
164,664
296,253
262,715

=====

=====

=====

=====

Revenues:
Domestic
retail fuel
\$ 212,704 \$
152,429 \$
296,754 \$
235,629
Domestic
wholesale
fuel 4,345
3,265 6,755
6,336
Foreign
wholesale
fuel
Affiliated
27,424
11,576
37,832
20,516
Unaffiliated
15,873
11,269
24,810
20,791
Elimination
(27,424)
(11,576)
(37,832)
(20,516)
Liquids
marketing
79,587
47,326
140,317
98,146
Other
16,535
15,346
33,891
30,836 ----
-----
-----
-----
- -----
--- Total \$
329,044 \$
229,635 \$
502,527 \$

391,738

=====

For the  
Three Months  
ended For  
the Six  
Months ended  
February 28,  
February 28,

-----  
-----  
-----  
-----

2003 2002  
2003 2002 --

-----  
-----  
-----  
-----

Operating  
Income  
(Loss):  
Domestic  
retail \$  
66,244 \$  
41,036 \$  
79,648 \$  
51,559  
Domestic  
wholesale  
fuel (885)  
(1,064)  
(1,369)  
(1,699)  
Foreign  
wholesale  
fuel  
Affiliated  
374 272 484  
272

Unaffiliated  
1,121 713  
1,627 1,051  
Elimination  
(374) (272)  
(484) (272)  
Liquids  
marketing  
192 1,611  
515 (1,794)

-----  
-----  
-----  
-----

Total \$  
66,672 \$  
42,296 \$  
80,421 \$  
49,117

=====  
=====  
=====  
=====

Depreciation  
and  
amortization:

Domestic  
retail \$  
9,318 \$  
9,537 \$  
18,451 \$  
18,526  
Domestic  
wholesale  
124 65 252  
129 Foreign  
wholesale 5  
4 10 9 -----

```

-----
-----
-----
-----
Total $
9,447 $
9,606 $
18,713 $
18,664
=====
=====
=====
=====

```

```

As of As of
February
28, August
31, 2003
2002 -----
-----

```

```

-----
Total
Assets:
Domestic
retail $
739,075 $
667,978
Domestic
wholesale
8,488
14,372
Foreign
wholesale
16,789
10,564
Liquids
marketing
10,460
6,919
Corporate
16,520
17,431 ----
-----

```

```

-----
Total $
791,332 $
717,264
=====
=====

```

5. SIGNIFICANT INVESTEE:

Heritage holds a 50% interest in Bi-State Propane. Heritage accounts for this 50% interest in Bi-State Propane under the equity method. Heritage's investment in Bi-State Propane totaled \$7,691 and \$7,485 at February 28, 2003 and August 31, 2002 respectively. Heritage did not receive any distributions from Bi-State Propane for the six months ended February 28, 2003 or 2002. On March 1, 2002, the Operating Partnership sold certain assets acquired in the ProFlame acquisition to Bi-State Propane for approximately \$9,730 plus working capital. This sale was made pursuant to the provision in the Bi-State Propane partnership agreement that requires each partner to offer to sell any newly acquired businesses within Bi-State Propane's area of operations to Bi-State Propane. In conjunction with this sale, the Operating Partnership guaranteed \$5 million of debt incurred by Bi-State Propane to a financial institution. Based on the current financial condition of Bi-State Propane, management considers the likelihood of Heritage incurring a liability resulting from the guarantee to be remote. Bi-State Propane's financial position is summarized below:

```

February
28, August
31, 2003
2002 -----
-----

```

```

-----
Current
assets $
4,676 $
3,321

```

Noncurrent	
assets	
23,048	
23,105	----
-----	
-----	
\$ 27,724	\$
26,426	
=====	
=====	
Current	
liabilities	
\$ 3,225	\$
3,344	Long-
term	debt
8,600	9,450
Partners'	
capital:	
Heritage	
8,624	7,485
Other	
partner	
7,275	6,147
-----	
-----	
---	
\$	
27,724	\$
26,426	
=====	
=====	



1,174

NOTE	DESCRIPTION
-----	
----	2.
	SUMMARY OF
	SIGNIFICANT
	ACCOUNTING
	POLICIES AND

BALANCE  
SHEET DETAIL  
4. WORKING  
CAPITAL  
FACILITY AND  
LONG-TERM  
DEBT 5.  
COMMITMENTS  
AND  
CONTINGENCIES  
6. PARTNERS'  
CAPITAL 7.  
PROFIT  
SHARING AND  
401(K)  
SAVINGS PLAN  
8. RELATED  
PARTY  
TRANSACTIONS

## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Heritage Propane Partners, L.P. (the "Registrant" or "Partnership"), is a Delaware limited partnership. The Partnership's common units are listed on the New York Stock Exchange. The Partnership's business activities are primarily conducted through its subsidiary, Heritage Operating, L.P. (the "Operating Partnership"), a Delaware limited partnership. The Partnership is the sole limited partner of the Operating Partnership, with a 98.9899% limited partner interest. The Partnership and the Operating Partnership are sometimes referred to collectively in this report as "Heritage."

The following is a discussion of the historical financial condition and results of operations of the Partnership and its subsidiaries, and should be read in conjunction with the Partnership's historical consolidated financial statements and accompanying notes thereto included elsewhere in this Quarterly Report on Form 10-Q.

### FORWARD-LOOKING STATEMENTS

CERTAIN MATTERS DISCUSSED IN THIS REPORT, EXCLUDING HISTORICAL INFORMATION, AS WELL AS SOME STATEMENTS BY HERITAGE IN PERIODIC PRESS RELEASES AND SOME ORAL STATEMENTS OF HERITAGE OFFICIALS DURING PRESENTATIONS ABOUT THE PARTNERSHIP, INCLUDE CERTAIN "FORWARD-LOOKING" STATEMENTS WITHIN THE MEANING OF SECTION 27A OF THE SECURITIES ACT OF 1933 AND SECTION 21E OF THE SECURITIES EXCHANGE ACT OF 1934. STATEMENTS USING WORDS SUCH AS "ANTICIPATE," "BELIEVE," "INTEND," "PROJECT," "PLAN," "CONTINUE," "ESTIMATE," "FORECAST," "MAY," "WILL," OR SIMILAR EXPRESSIONS HELP IDENTIFY FORWARD-LOOKING STATEMENTS. ALTHOUGH HERITAGE BELIEVES SUCH FORWARD-LOOKING STATEMENTS ARE BASED ON REASONABLE ASSUMPTIONS AND CURRENT EXPECTATIONS AND PROJECTIONS ABOUT FUTURE EVENTS, NO ASSURANCE CAN BE GIVEN THAT EVERY OBJECTIVE WILL BE REACHED.

ACTUAL RESULTS MAY DIFFER MATERIALLY FROM ANY RESULTS PROJECTED, FORECASTED, ESTIMATED, OR EXPRESSED IN FORWARD-LOOKING STATEMENTS SINCE MANY OF THE FACTORS THAT DETERMINE THESE RESULTS ARE DIFFICULT TO PREDICT AND ARE BEYOND MANAGEMENT'S CONTROL. SUCH FACTORS INCLUDE:

CHANGES IN GENERAL ECONOMIC CONDITIONS IN THE UNITED STATES OF AMERICA AS WELL AS CHANGES IN GENERAL ECONOMIC CONDITIONS AND CURRENCIES IN FOREIGN COUNTRIES;

WEATHER CONDITIONS THAT VARY SIGNIFICANTLY FROM HISTORICALLY NORMAL CONDITIONS WHICH MAY ADVERSELY AFFECT THE DEMAND FOR PROPANE AND HERITAGE'S FINANCIAL CONDITION;

HERITAGE'S SUCCESS IN HEDGING ITS PRODUCT SUPPLY POSITIONS;

THE EFFECTIVENESS OF RISK-MANAGEMENT POLICIES AND PROCEDURES AND THE ABILITY OF HERITAGE'S LIQUIDS MARKETING COUNTER-PARTIES TO SATISFY THEIR FINANCIAL COMMITMENTS;

THE GENERAL LEVEL OF PETROLEUM PRODUCT DEMAND AND THE AVAILABILITY AND PRICE OF PROPANE SUPPLIES;

SUDDEN AND SHARP PROPANE PRICE INCREASES AND MARKET VOLATILITY MAY ADVERSELY AFFECT HERITAGE'S OPERATING RESULTS;

THE POLITICAL AND ECONOMIC STABILITY OF PETROLEUM PRODUCING NATIONS;

HERITAGE'S ABILITY TO CONDUCT BUSINESS IN FOREIGN COUNTRIES;

HERITAGE'S ABILITY TO OBTAIN ADEQUATE SUPPLIES OF PROPANE FOR RETAIL SALE IN THE EVENT OF AN INTERRUPTION IN SUPPLY OR TRANSPORTATION;

ENERGY PRICES GENERALLY AND SPECIFICALLY, THE PRICE OF PROPANE TO THE CONSUMER COMPARED TO THE PRICE OF ALTERNATIVE AND COMPETING FUELS;

THE MATURITY OF THE PROPANE INDUSTRY AND COMPETITION FROM OTHER PROPANE DISTRIBUTORS AND OTHER ENERGY SOURCES;

ENERGY EFFICIENCIES AND TECHNOLOGICAL TRENDS MAY AFFECT DEMAND FOR PROPANE;

THE AVAILABILITY AND COST OF CAPITAL;

HERITAGE'S ABILITY TO ACCESS CERTAIN CAPITAL SOURCES MAY REQUIRE IT TO OBTAIN A DEBT RATING;

CHANGES IN LAWS AND REGULATIONS TO WHICH HERITAGE IS SUBJECT, INCLUDING TAX, ENVIRONMENTAL, TRANSPORTATION, AND EMPLOYMENT REGULATIONS;

OPERATING RISKS INCIDENTAL TO TRANSPORTING, STORING, AND DISTRIBUTING PROPANE, INCLUDING LITIGATION RISKS WHICH MAY NOT BE COVERED BY INSURANCE;

HERITAGE'S ABILITY TO GENERATE AVAILABLE CASH FOR DISTRIBUTIONS TO UNITHOLDERS;

THE COSTS AND EFFECTS OF LEGAL AND ADMINISTRATIVE PROCEEDINGS AGAINST HERITAGE OR WHICH MAY BE BROUGHT AGAINST IT;

HERITAGE'S ABILITY TO SUSTAIN HISTORICAL LEVELS OF INTERNAL GROWTH;

HERITAGE'S ABILITY TO CONTINUE TO LOCATE AND ACQUIRE OTHER PROPANE COMPANIES AT PURCHASE PRICES THAT ARE ACCRETIVE TO ITS FINANCIAL RESULTS;

CASH DISTRIBUTIONS TO UNITHOLDERS ARE NOT GUARANTEED AND MAY FLUCTUATE WITH HERITAGE'S PERFORMANCE AND OTHER EXTERNAL FACTORS, INCLUDING RESTRICTIONS IN HERITAGE'S DEBT AGREEMENTS; AND

HERITAGE MAY SELL ADDITIONAL LIMITED PARTNER INTERESTS, THUS DILUTING THE EXISTING INTEREST OF UNITHOLDERS.

## GENERAL

The retail propane business is a margin-based business in which gross profits depend on the excess of sales price over propane supply cost. The market price of propane is often subject to volatile changes as a result of supply or other market conditions over which Heritage will have no control. Product supply contracts are one-year agreements subject to annual renewal and generally permit suppliers to charge posted prices (plus transportation costs) at the time of delivery or the current prices established at major delivery points. Since rapid increases in the wholesale cost of propane may not be immediately passed on to retail customers, such increases could reduce gross profits. Heritage generally has attempted to reduce price risk by purchasing propane on a short-term basis. Heritage has on occasion purchased significant volumes of propane during periods of low demand, which generally occur during the summer months, at the then current market price, for storage both at its customer service locations and in major storage facilities for future resale.

The retail propane business of Heritage consists principally of transporting propane purchased in the contract and spot markets, primarily from major fuel suppliers, to its customer service locations and then to tanks located on the customers' premises, as well as to portable propane cylinders. In the residential and commercial markets, propane is primarily used for space heating, water heating, and cooking. In the agricultural market, propane is primarily used for crop drying, tobacco curing, poultry brooding, and weed control. In addition, propane is used for certain industrial applications, including use as an engine fuel to power vehicles and forklifts and as a heating source in manufacturing and mining processes.

Since its formation in 1989, Heritage has grown primarily through acquisitions of retail propane operations and, to a lesser extent, through internal growth. Since its inception through August 31, 2002, Heritage completed 91 acquisitions for an aggregate purchase price approximating \$633 million. During the six months ended February 28, 2003, Heritage completed three acquisitions for an aggregate purchase price of \$37.4 million, which includes \$21.2 million in cash, \$15.0 million in Common Units issued, and \$1.2 million in notes payable on non-compete agreements and liabilities assumed. Heritage serves more than 650,000 customers from nearly 300 customer service locations in 29 states.

Heritage's propane distribution business is largely seasonal and dependent upon weather conditions in its service areas. Propane sales to residential and commercial customers are affected by winter heating season requirements. Historically, approximately two-thirds of Heritage's retail propane volume and in excess of 80% of Heritage's EBITDA is attributable to sales during the six-month peak-heating season of October through March. This generally results in higher operating revenues and net income during the period from October through March of each year and lower operating revenues and either net losses or lower net income during the period from April through September of each year. Consequently, sales and operating profits are concentrated in the first and second fiscal quarters, however, cash flow from operations is generally greatest during the second and third fiscal quarters when customers pay for propane purchased during the six-month peak-heating season. Sales to industrial and agricultural customers are much less weather sensitive.

A substantial portion of Heritage's propane is used in the heating-sensitive residential and commercial markets causing the temperatures realized in Heritage's areas of operations, particularly during the six-month peak-heating season, to have a significant effect on its financial performance. In any given area, sustained warmer-than-normal temperatures will tend to result in reduced propane use, while sustained colder-than-normal temperatures will tend to result in greater propane use. Heritage uses information on normal temperatures in understanding how temperatures that are colder or warmer than normal affect historical results of operations and in preparing forecasts of future operations.

Gross profit margins are not only affected by weather patterns, but also vary according to customer mix. For example, sales to residential customers generate higher margins than sales to certain other customer groups, such as commercial or agricultural customers. Wholesale margins are substantially lower than retail margins. In addition, gross profit margins vary by geographical region. Accordingly, a change in customer or geographic mix can affect gross profit without necessarily affecting total revenues.

Amounts discussed below reflect 100% of the results of MP Energy Partnership. MP Energy Partnership is a general partnership in which Heritage owns a 60% interest. Because MP Energy Partnership is primarily engaged in lower-margin wholesale distribution, its contribution to Heritage's net income is not significant and the minority interest of this partnership is excluded from the EBITDA calculation.

#### THREE MONTHS ENDED FEBRUARY 28, 2003 COMPARED TO THE THREE MONTHS ENDED FEBRUARY 28, 2002

**Volume.** Total retail gallons sold in the three months ended February 28, 2003 were 166.6 million, an increase of 32.1 million over the 134.5 million gallons sold in the three months ended February 28, 2002. The increase in volume reflects the benefits of the volume added through acquisitions and from more favorable weather conditions in some of Heritage's areas of operations, offset by warmer than normal weather conditions in other areas of operations. The Partnership also sold approximately 30.9 million wholesale gallons in this second quarter of fiscal 2003, an increase of 0.7 million gallons from the 30.2 million wholesale gallons sold in the second quarter of fiscal year 2002. U.S. wholesale volumes remained the same at 5.5 million gallons while the foreign volumes of MP Energy Partnership increased 0.7 million gallons to 25.4 million gallons for the second quarter.

**Revenues.** Total revenues for the three months ended February 28, 2003 were \$329.0 million, an increase of \$99.4 million, as compared to \$229.6 million in the three months ended February 28, 2002. The current period's domestic retail propane revenues increased \$60.3 million to \$212.7 million as compared to the prior year's revenues of \$152.4 million primarily due to acquisitions, higher selling prices in the current period, and the increased retail volumes described above. Selling prices in each of Heritage's reportable segments increased as compared to the same period last year as a result of higher supply costs. The U.S. wholesale revenues increased \$1.0 million to \$4.3 million for the three months ended February 28, 2003 as compared to \$3.3 million for the period ended February 28, 2002, due to higher selling prices. Other domestic revenues increased \$1.2 million to \$16.5 million, as compared to \$15.3 million in the prior year as a result of acquisitions. Foreign revenues increased \$4.6 million for the three months ended February 28, 2003 to \$15.9 million as compared to \$11.3 million for the three months ended February 28, 2002, as a result of higher selling prices and the increased volumes described above. Revenues from the liquids marketing activity conducted through Resources increased \$32.3 million to \$79.6 million as compared to the prior year's activity of \$47.3 million due to an increase in the number and volume of contracts sold, more favorable market conditions due to the colder winter temperatures, and higher propane selling prices during the second quarter of fiscal year 2003.

**Cost of Products Sold.** Total cost of products sold and liquids marketing activities increased to \$207.7 million for the three months ended February 28, 2003 as compared to \$142.8 million for the three months ended February 28, 2002. The current period's domestic retail cost of sales increased \$25.2 million to \$104.9 million as compared to \$79.7 million in the prior year due to increased volumes and higher supply costs of product as compared to the same period last year. The U.S. wholesale cost of sales increased \$0.7 million to \$3.9 million for the three months ended February 28, 2003 as compared to \$3.2 million for the period ended February 28, 2002, due to higher wholesale fuel costs. Foreign cost of sales increased \$4.2 million to \$14.8 million as compared to \$10.6 million in the prior year due to an increase in wholesale fuel costs and higher volumes. Other cost of sales increased \$1.2 million to \$4.9 million as compared to \$3.7 million for the three months ended February 28, 2002 primarily due to acquisitions. Liquids marketing cost of sales increased \$33.6 million during the three months ended February 28, 2003 to \$79.2 million as compared to the prior year's cost of sales of \$45.6 million. This increase is primarily due to the increase in the number and volumes of contracts sold which were necessary to supply the increased customer demand.

**Gross Profit.** Total gross profit for the three months ended February 28, 2003 was \$121.3 million as compared to \$86.9 million for the three months ended February 28, 2002. For the three months ended February 28, 2003, retail fuel gross profit was \$107.8 million, U.S. wholesale was \$0.4 million, and other gross profit was \$11.6 million. Foreign wholesale gross profit was \$1.1 million and liquids marketing gross profit was \$0.4 million. As a comparison, for the three months ended February 28, 2002, Heritage recorded retail fuel gross profit of \$72.7 million, U.S. wholesale of \$0.1 million and other gross profit of \$11.7 million. Foreign wholesale gross profit was \$0.7 million, and liquids marketing gross profit was \$1.7 million for the three months ended February 28, 2002. The increase in gross fuel profit is primarily attributable to increased volumes as described above and higher selling prices, partially offset by higher product costs.

Operating Expenses. Operating expenses were \$45.3 million an increase of \$10.3 million, for the three months ended February 28, 2003 as compared to \$35.0 million for the three months ended February 28, 2002. The increase is the result of various factors, which include an increase in employee-related costs due to acquisitions, an

increase in incentive plan expense due to operating performance, a general increase in operating expenses in certain areas of the Partnership's operations to accommodate increased winter demand and industry-wide increases in business insurance costs.

**Selling, General and Administrative.** Selling, general and administrative expenses were \$4.7 million for the three months ended February 28, 2003, a \$1.5 million increase from the \$3.2 million for the same three month period last year. This increase is primarily related to the performance-based compensation plan expense in 2003 that was not incurred in 2002.

**Depreciation and Amortization.** Depreciation and amortization was \$9.4 million in the three months ended February 28, 2003 a slight decrease as compared to \$9.6 million in the three months ended February 28, 2002.

**Operating Income.** For the three months ended February 28, 2003, Heritage had operating income of \$62.0 million as compared to operating income of \$39.1 million for the three months ended February 28, 2002. This increase is a combination of increased gross profit offset by increased operating expenses described above.

**Other Expense.** For the three months ended February 28, 2003, Heritage recorded other expense of \$2.3 million as compared to \$0.1 million for the three months ended February 28, 2002. This increase is primarily due to the reclassification into earnings of a loss on marketable securities in the six months ended February 28, 2003 that was previously recorded as accumulated other comprehensive loss on the balance sheet.

**Taxes.** Taxes for the three months ended February 28, 2003 were \$1.3 million due to the tax expense anticipated to be incurred by Heritage's corporate subsidiaries. There was no tax expense in these subsidiaries for the three months ended February 28, 2002.

**Net Income.** For the three-month period ended February 28, 2003, Heritage recorded net income of \$49.4 million, an increase of \$19.3 million as compared to net income for the three months ended February 28, 2002 of \$30.1 million. The increase is primarily the result of the increase in operating income, partially offset by the increase in other expenses and taxes described above.

**EBITDA.** Earnings before interest, taxes, depreciation and amortization (EBITDA) increased \$22.8 million to \$73.0 million for the three months ended February 28, 2003, as compared to EBITDA of \$50.2 million for the period ended February 28, 2002. This increase is due to the operating performance described above and is a record level EBITDA for the second quarter results of Heritage. Heritage's EBITDA includes the EBITDA of investees, but does not include the EBITDA of the minority interest of M-P Energy Partnership or any non-cash compensation expense. EBITDA should not be considered as an alternative to net income, cash flow, or any other financial performance measure presented in accordance with generally accepted accounting principles but provides additional information for evaluating the Partnership's operating results or its ability to make quarterly distributions. Management believes that EBITDA is a meaningful non-GAAP financial measure used by investors and lenders to evaluate the Partnership's operating performance, cash generation, and ability to service debt, as certain of the Partnership's debt covenants include EBITDA as a performance measure. The presentation of EBITDA for the periods described herein is calculated in the same manner as presented by the Partnership in the past, and is intended to allow investors to compare performance with prior periods. The Partnership also believes that EBITDA is sometimes useful to compare the operating results of other companies within the propane industry due to the fact that such information is commonly utilized and eliminates the effects of certain financing and accounting decisions. The Partnership's calculation of EBITDA, however, may differ from similarly titled items reported by other companies. EBITDA is computed as follows:

Three Months  
 Ended  
 February 28,  
 -----  
 -----  
 2003 2002 --  
 -----  
 -----

Operating  
 income \$  
 62.0 \$ 39.1  
 Depreciation  
 and  
 amortization  
 9.4 9.6 Non-  
 cash  
 compensation  
 expense 0.7  
 0.5 Equity  
 in earnings  
 of investee  
 before  
 depreciation,  
 amortization,  
 and interest  
 1.2 1.2  
 Less:  
 Minority  
 interest of  
 MP Energy  
 Partnership  
 (0.3) (0.2)  
 -----  
 -----  
 EBITDA \$  
 73.0 \$ 50.2  
 =====  
 =====

SIX MONTHS ENDED FEBRUARY 28, 2003 COMPARED TO THE SIX MONTHS ENDED FEBRUARY 28, 2002

Volume. Total retail gallons sold in the six months ended February 28, 2003 were 243.3 million, an increase of 34.1 million over the 209.2 million gallons sold in the six months ended February 28, 2002. The increase in volume reflects the benefits of the volume added through acquisitions and from more favorable weather conditions in some of Heritage's areas of operations, offset by warmer than normal weather conditions in other areas of operations. Heritage also sold approximately 53.0 million wholesale gallons in the six months ended February 28, 2003, a decrease of 0.5 million gallons from the 53.5 million wholesale gallons sold in the six months ended February 28, 2002. U.S. wholesale gallons decreased 0.1 million gallons to 10.4 million gallons and the foreign volumes of MP Energy Partnership decreased 0.4 million gallons to 42.6 million for the six months ended February 28, 2003.

Revenues. Total revenues for the six months ended February 28, 2003 were \$502.5 million, an increase of \$110.8 million, as compared to \$391.7 million in the six months ended February 28, 2002. The current period's domestic retail propane revenues increased \$61.2 million to \$296.8 million as compared to the prior year's revenues of \$235.6 million primarily due to increased retail volumes and higher selling prices in the current period. The U.S. wholesale revenues increased to \$6.7 million, as compared to \$6.3 million for the six-month period ended February 28, 2002, due to higher selling prices. Foreign revenues increased \$4.0 million for the six months ended February 28, 2003 to \$24.8 million as compared to \$20.8 million for the six months ended February 28, 2002, also as a result of higher selling prices. The liquids marketing activity conducted through Resources increased \$42.2 million to \$140.3 million as compared to the prior year's revenues of \$98.1 million due to an increase in the number and volumes of contracts sold, more favorable market conditions related to colder winter temperatures and higher propane selling prices in the current period. Other domestic revenues increased \$3.1 million to \$33.9 million as compared to \$30.8 million in the prior year as a result of acquisitions.

Cost of Products Sold. Total cost of products sold and liquids marketing activities increased to \$324.7 million for the six months ended February 28, 2003 as compared to \$257.2 million for the six months ended February 28, 2002. The current period's domestic retail cost of sales increased \$22.5 million to \$146.5 million as compared to \$124.0 million in the prior year



primarily due to increased volumes compared to the same period last fiscal year. The U.S. wholesale cost of sales remained the same as last year at \$6.1 million. Foreign cost of sales increased \$3.5 million to \$23.2 million as compared to \$19.7 million in the prior year primarily due to an increase in foreign wholesale fuel costs. Other cost of sales increased \$2.2 million to \$9.7 million as compared to \$7.5 million for the six months ended February 28, 2002. Liquids marketing cost of sales increased \$39.4 million during the six months ended February 28, 2003 to \$139.2 million as compared to the prior year's cost of sales of \$99.8 million. This increase is primarily due to an increase in the number and volumes of contracts sold which were necessary to supply the increased customer demand.

Gross Profit. Total gross profit for the six months ended February 28, 2003 increased by \$43.2 million to \$177.8 million as compared to \$134.6 million for the six months ended February 28, 2002. For the six months ended February 28, 2003, retail fuel gross profit was \$150.3 million, U.S. wholesale was \$0.6 million, and other gross profit was \$24.2 million. Foreign wholesale gross profit was \$1.6 million and liquids marketing gross profit was \$1.1 million. As a comparison, for the six months ended February 28, 2002, Heritage recorded retail fuel gross profit of \$111.6 million, U.S. wholesale of \$0.3 million, and other gross profit of \$23.3 million. Foreign wholesale gross profit was \$1.1 million and liquids marketing was a loss of \$1.7 million for the six months ended February 28, 2002. The increase in gross profit is primarily attributable to increased volumes and higher selling prices, offset by higher fuel costs.

Operating Expenses. Operating expenses were \$78.7 million for the six months ended February 28, 2003 as compared to \$66.8 million for the six months ended February 28, 2002. The increase of \$11.9 million is the result of various factors, which include an increase in employee-related costs due to acquisitions, an increase in incentive plan expense due to operating performance, a general increase in operating expenses in certain areas of the Partnership's operations to accommodate increased winter demand and industry-wide increases in business insurance costs.

Selling, General and Administrative. Selling, general and administrative expenses were \$7.8 million for the six months ended February 28, 2003, a \$1.7 million increase from the \$6.1 million for the same six month period last year. This increase is primarily related to the performance-based compensation plan expense in 2003 that was not incurred in 2002.

Depreciation and Amortization. Depreciation and amortization was \$18.7 million in each of the six months ended February 28, 2003 and February 28, 2002.

Operating Income. For the six months ended February 28, 2003, Heritage had operating income of \$72.6 million as compared to operating income of \$43.0 million for the six months ended February 28, 2002. This increase is a combination of increased gross profit offset by increased operating expenses described above.

Other Expense. For the six months ended February 28, 2003, Heritage recorded other expense of \$2.5 million as compared to \$0.2 million for the six months ended February 28, 2002. This increase is primarily due to the reclassification into earnings of a loss on marketable securities in the six months ended February 28, 2003 that was previously recorded as accumulated other comprehensive income loss on the balance sheet.

Taxes. Taxes for the six months ended February 28, 2003 were \$1.3 million due to the tax expense anticipated to be incurred by Heritage's corporate subsidiaries. There was no tax expense in these subsidiaries for the six months ended February 28, 2002.

Net Income. For the six month period ended February 28, 2003, Heritage had net income of \$50.5 million, an increase of \$25.1 million, as compared to a net income for the six months ended February 28, 2002 of \$25.4 million. The increase is primarily the result of the increase in operating income, partially offset by the increase in other expenses and taxes described above.

EBITDA. Earnings before interest, taxes, depreciation and amortization increased \$29.9 million to \$93.8 million for the six months ended February 28, 2003, as compared to EBITDA of \$63.9 million for the six months ended February 28, 2002. This increase is due to the operating conditions described above and is a record level EBITDA for the six-month results of Heritage. Heritage's EBITDA includes the EBITDA of investees, but does not include the EBITDA of the minority interest of MP Energy Partnership or any non-cash compensation expense. EBITDA should not be considered as an alternative to net income, cash flow, or any other financial performance measure presented in accordance with generally accepted accounting principles but provides additional information for evaluating the Partnership's operating results or its ability to make quarterly distributions. Management believes that EBITDA is a meaningful non-GAAP financial measure used by investors and lenders to evaluate the Partnership's operating performance, cash generation, and ability to service debt as certain of the Partnership's debt covenants include EBITDA as a performance measure. The presentation of EBITDA for the periods described herein is calculated in the same manner as presented by the Partnership in the past, and is intended to allow investors to compare performance with prior periods. The Partnership also believes that EBITDA is sometimes useful to compare the operating results of other companies within the propane industry due to the fact that such information is commonly utilized and eliminates the effects of certain financing and accounting decisions. The Partnership's calculation of EBITDA, however, may differ from similarly titled items reported by other companies. EBITDA is computed as follows:

Six Months  
Ended  
February 28,  
-----  
-----  
2003 2002 --  
-----  
-----

Operating  
income \$  
72.6 \$ 43.0  
Depreciation  
and  
amortization  
18.7 18.7  
Non-cash  
compensation  
expense 1.4  
1.0 Equity  
in earnings  
of investee  
before  
depreciation,  
amortization,  
and interest  
1.6 1.4  
Less:  
Minority  
interest of  
MP Energy  
Partnership  
(0.5) (0.2)  
-----  
-----  
EBITDA \$  
93.8 \$ 63.9  
=====

#### LIQUIDITY AND CAPITAL RESOURCES

The ability of Heritage to satisfy its obligations will depend on its future performance, which will be subject to prevailing economic, financial, business and weather conditions, and other factors, many of which are beyond management's control. Future capital requirements of Heritage are expected to be provided by cash flows from operating activities. To the extent future capital requirements exceed cash flows from operating activities:

- a) working capital will be financed by the working capital line of credit and repaid from subsequent seasonal reductions in inventory and accounts receivable;
- b) growth capital expenditures, mainly for customer tanks, will be financed by the revolving acquisition bank line of credit; and
- c) acquisition capital expenditures will be financed by the revolving acquisition bank line of credit; other lines of credit, long term debt, issuance of additional Common Units or a combination thereof.

Operating Activities. Cash provided by operating activities during the six months ended February 28, 2003, was \$55.0 million as compared to cash provided by operating activities of \$23.8 million for the same six-month period ended February 28, 2002. The net cash provided by operations for the six months ended February 28, 2003 consisted of net income of \$50.5 million and non-cash charges of \$23.2 million, principally depreciation and amortization, offset by the impact of an increase in working capital of \$18.7 million. Although the increase in working capital for the six months ended February 28, 2003 is comparable to the increase for the six months ended February 28, 2002, the changes in components of working capital varied significantly due to an increase in the demand for fuel resulting from the colder winter temperatures this fiscal year in various areas of Heritage's operations. The increase in fuel demand affects working capital as accounts receivable increases, inventory decreases, accounts payable to purchase product increases, and customer prebought gallons and prepayments decrease.

Investing Activities. Heritage completed three acquisitions during the six months ended February 28, 2003 spending a net of \$21.2 million, after deducting cash received in such acquisitions. This capital expenditure amount is reflected in the cash used in investing activities of \$35.6 million along with \$16.5 million invested for maintenance needed to sustain operations at current levels and for customer tanks to support growth of operations. Cash used in investing activities also includes proceeds from the sale of idle property of \$2.1 million.

Financing Activities. Cash used in financing activities during the six months ended February 28, 2003 of \$15.2 million resulted mainly from a net decrease in the outstanding balance under the Working Capital Facility of \$10.9 million, cash distributions to Unitholders of \$20.8 million, and payments on other long-term debt of \$1.9 million. These decreases were offset by a net increase in the outstanding balance under the Acquisition Facility of \$18.3 million used to acquire other propane businesses and other financing activities of \$0.1 million.

#### Financing and Sources of Liquidity

During the quarter ended February 28, 2003, the Operating Partnership utilized its Bank Credit Facility, which includes a Working Capital Facility, providing for up to \$65.0 million of borrowings for working capital and other general partnership purposes, and an Acquisition Facility providing for up to \$50.0 million of borrowings for

acquisitions and improvements. As of February 28, 2003, the Working Capital Facility had \$45.7 million available for borrowings and the Acquisition Facility had \$17.7 million available to fund future acquisitions.

Heritage uses its cash provided by operating and financing activities to provide distributions to the Partnership's Unitholders and to fund acquisition, maintenance, and growth capital expenditures. Acquisition capital expenditures, which include expenditures related to the acquisition of retail propane operations and intangibles associated with such acquired businesses, were \$21.2 million for the six months ended February 28, 2003. In addition to the \$21.2 million of cash expended for acquisitions, \$15 million in Partnership units were issued, \$0.8 million for notes payable on non-compete agreements were issued, and liabilities of \$0.4 million were assumed in connection with certain acquisitions.

Under the Partnership Agreement, the Partnership will distribute to its partners within 45 days after the end of each fiscal quarter, an amount equal to all of its Available Cash for such quarter. Available cash generally means, with respect to any quarter of the Partnership, all cash on hand at the end of such quarter less the amount of cash reserves established by the General Partner in its reasonable discretion that is necessary or appropriate to provide for future cash requirements. The Partnership's commitment to its Unitholders is to distribute the increase in its cash flow while maintaining prudent reserves for the Partnership's operations. The Partnership paid quarterly distributions of \$0.6375 per unit (or \$2.55 annually) on October 15, 2002 for the fourth quarter ended August 31, 2002, and on January 14, 2003 for the quarter ended November 30, 2002. On March 24, 2003, the Partnership declared a distribution for the second quarter ended February 28, 2003 of \$0.6375 per unit (or \$2.55 annually) payable on April 14, 2003 to the unitholders of record at the close of business on April 4, 2003. In addition to these quarterly distributions, the General Partner received quarterly distributions for its general partner interest in the Partnership, its minority interest, and incentive distributions to the extent the quarterly distribution exceeded \$0.55 per unit (\$2.20 annually).

The assets utilized in the propane business do not typically require lengthy manufacturing process time or complicated, high technology components. Accordingly, the Partnership does not have any significant financial commitments for capital expenditures. In addition, the Partnership has not experienced any significant increases attributable to inflation in the cost of these assets or in its operations.

### ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.

Heritage has little cash flow exposure due to rate changes for long-term debt obligations. The Operating Partnership had \$51.6 million of variable rate debt outstanding as of February 28, 2003 through its Bank Credit Facility described elsewhere in this report. The balance outstanding in the Bank Credit Facility generally fluctuates throughout the year. A theoretical change of 1% in the interest rate on the balance outstanding at February 28, 2003 would result in an approximate \$516 thousand change in annual net income. Heritage primarily enters debt obligations to support general corporate purposes including capital expenditures and working capital needs. The Operating Partnership's long-term debt instruments were typically issued at fixed interest rates. When these debt obligations mature, Heritage may refinance all or a portion of such debt at then-existing market interest rates which may be more or less than the interest rates on the maturing debt.

Commodity price risk arises from the risk of price changes in the propane inventory that Heritage buys and sells. The market price of propane is often subject to volatile changes as a result of market conditions over which management will have no control. In the past, price changes have generally been passed along to Heritage's customers to maintain gross margins, mitigating the commodity price risk. In order to help ensure that adequate supply sources are available to Heritage during periods of high demand, Heritage will, from time to time, purchase significant volumes of propane during periods of low demand, which generally occur during the summer months, at the then current market price, for storage both at its customer service centers and in major storage facilities, and for future delivery.

Heritage also attempts to minimize the effects of market price fluctuations for its propane supply by entering into certain financial contracts. In order to manage a portion of its propane price market risk, Heritage uses contracts for the forward purchase of propane, propane fixed-price supply agreements, and derivative commodity instruments such as price swap and option contracts. Swap instruments are a contractual agreement to exchange obligations of money between the buyer and seller of the instruments as propane volumes during the pricing period are purchased. Swaps are tied to a fixed price bid by the buyer and a

floating price determination for the seller based on certain indices at the end of the relevant trading period. Call options give the Heritage the right, but not the obligation, to

buy a specified number of gallons of propane at a specified price at any time until a specified expiration date. Heritage enters into these financial instruments to hedge pricing on the projected propane volumes to be purchased during each of the one-month periods during the projected heating season.

At February 28, 2003, Heritage had outstanding propane hedges (call options) for a total of 2.1 million gallons of propane. The fair value of the call options is based on the market price of propane. At February 28, 2003, the fair value of the options was \$572,000 and is recorded in accounts receivable. Inherent in the portfolio from the liquids marketing activities are certain business risks, including market risk and credit risk. Market risk is the risk that the value of the portfolio will change, either favorably or unfavorably, in response to changing market conditions. Credit risk is the risk of loss from nonperformance by suppliers, customers, or financial counter parties to a contract. Heritage takes an active role in managing and controlling market and credit risk and has established control procedures, which are reviewed on an ongoing basis. Heritage monitors market risk through a variety of techniques, including routine reporting to senior management. Heritage attempts to minimize credit risk exposure through credit policies and periodic monitoring procedures.

#### LIQUIDS MARKETING

Heritage buys and sells financial instruments for its own account through its wholly owned subsidiary, Heritage Energy Resources, L.L.C. ("Resources"). In accordance with the provisions of SFAS 133, financial instruments utilized in connection with Resources' liquids marketing activity are accounted for using the mark-to-market method. Under the mark-to-market method of accounting, forwards, swaps, options, and storage contracts are reflected at fair value, and are shown in the consolidated balance sheet as assets and liabilities from liquids marketing activities. Unrealized gains and losses from the financial contracts and the impact of price movements are recognized in the income statement, as other income (expense). Changes in the assets and liabilities from the liquids marketing activities result primarily from changes in the market prices, newly originated transactions, and the timing of settlement related to the receipt of cash for certain contracts. Resources attempts to balance its contractual portfolio in terms of notional amounts and timing of performance and delivery obligations. However, net unbalanced positions can exist or are established based on assessment of anticipated market movements.

**Notional Amounts and Terms.** The notional amounts and terms of these financial instruments as of February 28, 2003 and 2002 include fixed price payor for 65,000 barrels of propane and 355,000 barrels of propane and butane, respectively, and fixed price receiver of 65,000 barrels of propane and 225,000 barrels of propane and butane, respectively. Notional amounts reflect the volume of the transactions, but do not represent the amounts exchanged by the parties to the financial instruments. Accordingly, notional amounts do not accurately measure Heritage's exposure to market or credit risks.

**Fair Value.** The fair value of the financial instruments related to liquids marketing activities as of February 28, 2003 and August 31, 2002, was assets of \$0.6 and \$2.3 million, respectively, and liabilities of \$0.6 and \$1.8 million respectively. The unrealized gain (loss) related to liquids marketing activities for the period ended February 28, 2003 and 2002, was \$12,600 and (\$125,000), respectively, and is recorded through the income statement as other income (loss).

The market prices used to value these transactions reflect management's best estimate considering various factors including closing average spot prices for the current and outer months plus a differential to consider time value and storage costs.

#### SENSITIVITY ANALYSIS

A theoretical change of 10% in the underlying commodity value of the liquids marketing contracts would result in no change in the market value of the contracts as there are no net unbalanced positions at February 28, 2003.

#### ITEM 4. CONTROLS AND PROCEDURES

The Partnership maintains controls and procedures designed to ensure that information required to be disclosed in the reports that the Partnership files or submits under the Securities Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods specified in the rules and forms of the SEC. Within 90 days prior to the filing date of this report, an evaluation was performed under the supervision and with the participation of the Partnership's management, including the Chief Executive Officer and the Chief Financial Officer of the General





Partner of the Partnership, of the effectiveness of the design and operation of the Partnership's disclosure controls and procedures (as such terms are defined in Rule 13a-14(c) and 15d-14(c) of the Exchange Act). Based upon that evaluation, management, including the Chief Executive Officer and the Chief Financial Officer of the General Partner of the Partnership, concluded that the Partnership's disclosure controls and procedures were adequate and effective as of February 28, 2003. There have been no significant changes in the Partnership's internal controls or in other factors subsequent to such evaluation, and there have been no corrective actions with respect to significant deficiencies and material weaknesses in our internal controls.

PART II - OTHER INFORMATION

ITEM 2. CHANGES IN SECURITIES AND USE OF PROCEEDS

On January 2, 2003, the Partnership issued 551,456 Common Units, with a total value of \$15 million, in exchange for certain assets acquired in connection with the acquisition of the propane distribution assets of V-1 Oil Co. The Units were issued utilizing the Partnership's Registration Statement No. 333-40407 on Form S-4.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

(a) Exhibits

The exhibits listed on the following Exhibit Index are filed as part of this Report. Exhibits required by Item 601 of Regulation S-K, but which are not listed below, are not applicable.

Exhibit Number	Description
-----	-----
(1) 3.1	Agreement of Limited Partnership of Heritage Propane Partners, L.P. (10)
3.1.1	Amendment No. 1 to Amended and Restated Agreement of Limited Partnership of Heritage Propane Partners, L.P. (16)
3.1.2	Amendment No. 2 to Amended and Restated Agreement of Limited Partnership of Heritage Propane Partners, L.P. (19)
3.1.3	Amendment No. 3 to Amended and Restated Agreement of Limited Partnership of Heritage Propane Partners, L.P. (19)
3.1.4	

Amendment  
No. 4 to  
Amended  
and  
Restated  
Agreement  
of Limited  
Partnership  
of  
Heritage  
Propane  
Partners,  
L.P. (1)  
3.2

Agreement  
of Limited  
Partnership  
of  
Heritage  
Operating,  
L.P. (12)  
3.2.1

Amendment  
No. 1 to  
Amended  
and  
Restated  
Agreement  
of Limited  
Partnership  
of  
Heritage  
Operating,  
L.P. (19)  
3.2.2

Amendment  
No. 2 to  
Amended  
and  
Restated  
Agreement  
of Limited  
Partnership  
of  
Heritage  
Operating,  
L.P. (18)  
3.3

Amended  
Certificate  
of Limited  
Partnership  
of  
Heritage  
Propane  
Partners,  
L.P. (18)  
3.4

Amended  
Certificate  
of Limited  
Partnership  
of  
Heritage  
Operating,  
L.P. (7)

10.1 First  
Amended  
and  
Restated  
Credit  
Agreement  
with Banks  
Dated May  
31, 1999  
(8) 10.1.1  
First  
Amendment  
to the  
First  
Amended

and  
Restated  
Credit  
Agreement  
dated as  
of October  
15, 1999  
(9) 10.1.2  
Second  
Amendment  
to First  
Amended  
and  
Restated  
Credit  
Agreement  
dated as  
of May 31,  
2000 (10)  
10.1.3  
Third  
Amendment  
dated as  
of August  
10, 2000  
to First  
Amended  
and  
Restated  
Credit  
Agreement

Exhibit Number	Description
----- (13)	
10.1.4	
Fourth	
Amendment to	
First	
Amended and	
Restated	
Credit	
Agreement	
dated as of	
December 28,	
2000 (16)	
10.1.5	
Fifth	
Amendment to	
First	
Amended and	
Restated	
Credit	
Agreement	
dated as of	
July 16,	
2001 (1)	
10.2	
Form of	
Note	
Purchase	
Agreement	
(June 25,	
1996) (3)	
10.2.1	
Amendment of	
Note	
Purchase	
Agreement	
(June 25,	
1996) dated	
as of July	
25, 1996 (4)	
10.2.2	
Amendment of	
Note	
Purchase	
Agreement	
(June 25,	
1996) dated	
as of March	
11, 1997 (6)	
10.2.3	
Amendment of	
Note	
Purchase	
Agreement	
(June 25,	
1996) dated	
as of	
October 15,	
1998 (8)	
10.2.4	
Second	
Amendment	
Agreement	
dated	
September 1,	
1999 to June	
25, 1996	
Note	
Purchase	
Agreement	
(11) 10.2.5	
Third	
Amendment	
Agreement	
dated May	
31, 2000 to	
June 25,	

1996 Note  
Purchase  
Agreement  
and November  
19, 1997  
Note  
Purchase  
Agreement  
(10) 10.2.6  
Fourth  
Amendment  
Agreement  
dated August  
10, 2000 to  
June 25,  
1996 Note  
Purchase  
Agreement  
and November  
19, 1997  
Note  
Purchase  
Agreement  
(13) 10.2.7  
Fifth  
Amendment  
Agreement  
dated as of  
December 28,  
2000 to June  
25, 1996  
Note  
Purchase  
Agreement,  
November 19,  
1997 Note  
Purchase  
Agreement  
and August  
10, 2000  
Note  
Purchase  
Agreement  
(1) 10.3  
Form of  
Contribution,  
Conveyance  
and  
Assumption  
Agreement  
among  
Heritage  
Holdings,  
Inc.,  
Heritage  
Propane  
Partners,  
L.P. and  
Heritage  
Operating,  
L.P. (1)  
10.6  
Restricted  
Unit Plan  
(4) 10.6.1  
Amendment of  
Restricted  
Unit Plan  
dated as of  
October 17,  
1996 (12)  
10.6.2  
Amended and  
Restated  
Restricted  
Unit Plan  
dated as of  
August 10,  
2000 (18)  
10.6.3  
Second

Amended and  
Restated  
Restricted  
Unit Plan  
dated as of  
February 4,  
2002 (12)  
10.7  
Employment  
Agreement  
for James E.  
Bertelsmeyer  
dated as of  
August 10,  
2000 (18)  
10.7.1  
Consent to  
Assignment  
of  
Employment  
Agreement  
for James E.  
Bertelsmeyer  
dated  
February 3,  
2002 (20)  
10.7.2  
Amendment 1  
of  
Employment  
Agreement  
for James E.  
Bertelsmeyer  
dated August  
10, 2002  
(12) 10.8  
Employment  
Agreement  
for R. C.  
Mills dated  
as of August  
10, 2000  
(18) 10.8.1  
Consent to  
Assignment  
of  
Employment  
Agreement  
for R.C.  
Mills dated  
February 3,  
2002 (12)  
10.10  
Employment  
Agreement  
for H.  
Michael  
Krimbill  
dated as of  
August 10,  
2000 (18)  
10.10.1  
Consent to  
Assignment  
of  
Employment  
Agreement  
for H.  
Michael  
Krimbill  
dated  
February 3,  
2002 (12)  
10.11  
Employment  
Agreement  
for Bradley  
K. Atkinson  
dated as of  
August 10,  
2000





Exhibit Number Description -----
(18)
10.11.1 Consent to Assignment of Employment Agreement for Bradley K. Atkinson dated February 3, 2002 (7)
10.12 First Amended and Restated Revolving Credit Agreement between Heritage Service Corp. and Banks Dated May 31, 1999 (16)
10.12.1 First Amendment to First Amended and Restated Revolving Credit Agreement, dated October 15, 1999 (16)
10.12.2 Second Amendment to First Amended and Restated Revolving Credit Agreement, dated August 10, 2000 (16)
10.12.3 Third Amendment to First Amended and Restated Revolving Credit Agreement, dated December 28, 2000 (16)
10.12.4 Fourth Amendment to First Amended and Restated Revolving Credit Agreement, dated July

16, 2001  
(12) 10.13  
Employment  
Agreement  
for Mark A.  
Darr dated  
as of  
August 10,  
2000 (18)  
10.13.1  
Consent to  
Assignment  
of  
Employment  
Agreement  
for Mark A.  
Darr dated  
February 3,  
2002 (12)  
10.14  
Employment  
Agreement  
for Thomas  
H. Rose  
dated as of  
August 10,  
2000 (18)  
10.14.1  
Consent to  
Assignment  
of  
Employment  
Agreement  
for Thomas  
H. Rose  
dated  
February 3,  
2002 (12)  
10.15  
Employment  
Agreement  
for Curtis  
L. Weishahn  
dated as of  
August 10,  
2000 (18)  
10.15.1  
Consent to  
Assignment  
of  
Employment  
Agreement  
for Curtis  
L. Weishahn  
dated  
February 3,  
2002 (5)  
10.16 Note  
Purchase  
Agreement  
dated as of  
November  
19, 1997  
(6) 10.16.1  
Amendment  
dated  
October 15,  
1998 to  
November  
19, 1997  
Note  
Purchase  
Agreement  
(8) 10.16.2  
Second  
Amendment  
Agreement  
dated  
September  
1, 1999 to  
November

19, 1997  
Note  
Purchase  
Agreement  
and June  
25, 1996  
Note  
Purchase  
Agreement  
(9) 10.16.3  
Third  
Amendment  
Agreement  
dated May  
31, 2000 to  
November  
19, 1997  
Note  
Purchase  
Agreement  
and June  
25, 1996  
Note  
Purchase  
Agreement  
(10)  
10.16.4  
Fourth  
Amendment  
Agreement  
dated  
August 10,  
2000 to  
November  
19, 1997  
Note  
Purchase  
Agreement  
and June  
25, 1996  
Note  
Purchase  
Agreement  
(13)  
10.16.5  
Fifth  
Amendment  
Agreement  
dated as of  
December  
28, 2000 to  
June 25,  
1996 Note  
Purchase  
Agreement,  
November  
19, 1997  
Note  
Purchase  
Agreement  
and August  
10, 2000  
Note  
Purchase  
Agreement  
(10) 10.17  
Contribution  
Agreement  
dated June  
15, 2000  
among U.S.  
Propane,  
L.P.,  
Heritage  
Operating,  
L.P. and  
Heritage  
Propane  
Partners,  
L.P. (10)  
10.17.1

Amendment  
dated  
August 10,  
2000 to  
June 15,  
2000  
Contribution  
Agreement

Exhibit Number	Description
-----	-----
(10) 10.18	Subscription Agreement dated June 15, 2000 between Heritage Propane Partners, L.P. and individual investors
(10)	10.18.1
	Amendment dated August 10, 2000 to June 15, 2000 Subscription Agreement
(16)	10.18.2
	Amendment Agreement dated January 3, 2001 to the June 15, 2000 Subscription Agreement.
(17)	10.18.3
	Amendment Agreement dated October 5, 2001 to the June 15, 2000 Subscription Agreement.
(10) 10.19	Note Purchase Agreement dated as of August 10, 2000 (13)
	10.19.1
	Fifth Amendment Agreement dated as of December 28, 2000 to June 25, 1996 Note Purchase Agreement, November 19, 1997 Note Purchase Agreement and August 10, 2000 Note Purchase Agreement
(14)	

10.19.2  
First  
Supplemental  
Note  
Purchase  
Agreement  
dated as of  
May 24,  
2001 to the  
August 10,  
2000 Note  
Purchase  
Agreement  
(15) 10.20  
Stock  
Purchase  
Agreement  
dated as of  
July 5,  
2001 among  
the  
shareholders  
of  
ProFlame,  
Inc. and  
Heritage  
Holdings,  
Inc. (15)  
10.21 Stock  
Purchase  
Agreement  
dated as of  
July 5,  
2001 among  
the  
shareholders  
of Coast  
Liquid Gas,  
Inc. and  
Heritage  
Holdings,  
Inc. (15)  
10.22  
Agreement  
and Plan of  
Merger  
dated as of  
July 5,  
2001 among  
California  
Western Gas  
Company,  
the  
Majority  
Stockholders  
of  
California  
Western Gas  
Company  
signatories  
thereto,  
Heritage  
Holdings,  
Inc. and  
California  
Western  
Merger  
Corp. (15)  
10.23  
Agreement  
and Plan of  
Merger  
dated as of  
July 5,  
2001 among  
Growth  
Properties,  
the  
Majority  
Shareholders  
signatories

thereto,  
Heritage  
Holdings,  
Inc. and  
Growth  
Properties  
Merger  
Corp. (15)  
10.24 Asset  
Purchase  
Agreement  
dated as of  
July 5,  
2001 among  
L.P.G.  
Associates,  
the  
Shareholders  
of L.P.G.  
Associates  
and  
Heritage  
Operating,  
L.P. (15)  
10.25 Asset  
Purchase  
Agreement  
dated as of  
July 5,  
2001 among  
WMJB, Inc.,  
the  
Shareholders  
of WMJB,  
Inc. and  
Heritage  
Operating,  
L.P. (15)  
10.25.1  
Amendment  
to Asset  
Purchase  
Agreement  
dated as of  
July 5,  
2001 among  
WMJB, Inc.,  
the  
Shareholders  
of WMJB,  
Inc. and  
Heritage  
Operating,  
L.P. (18)  
10.26  
Assignment,  
Conveyance  
and  
Assumption  
Agreement  
between  
U.S.  
Propane,  
L.P. and  
Heritage  
Holdings,  
Inc., as  
the former  
General  
Partner of  
Heritage  
Propane  
Partners,  
L.P. dated  
as of  
February 4,  
2002 (18)  
10.27  
Assignment,  
Conveyance  
and

Assumption  
Agreement  
between  
U.S.  
Propane,  
L.P. and  
Heritage  
Holdings,  
Inc., as  
the former  
General  
Partner of  
Heritage  
Operating,  
L.P., dated  
as of  
February 4,  
2002



Exhibit Number	Description
----- (21)	-----
10.28	
Assignment	
for	
Contribution	
of Assets in	
Exchange for	
Partnership	
Interest	
dated	
December 9,	
2002 amount	
V-1 Oil Co.,	
the	
shareholders	
of V-1 Oil	
Co.,	
Heritage	
Propane	
Partners,	
L.P. and	
Heritage	
Operating,	
L.P. (22)	
10.29	
Employment	
Agreement	
for Michael	
L. Greenwood	
dated as of	
July 1, 2002	
(20) 21.1	
List of	
Subsidiaries	
(*) 99.1	
Certification	
of Chief	
Executive	
Officer and	
Certification	
of Chief	
Financial	
Officer	
pursuant to	
18 U.S.C.	
Section	
1350, as	
adopted	
pursuant to	
Section 906	
of the	
Sarbanes-	
Oxley Act of	
2002.	

- 
- (1) Incorporated by reference to the same numbered Exhibit to Registrant's Registration Statement of Form S-1, File No. 333-04018, filed with the Commission on June 21, 1996.
  - (2) Incorporated by reference to Exhibit 10.11 to Registrant's Registration Statement on Form S-1, File No. 333-04018, filed with the Commission on June 21, 1996.
  - (3) Incorporated by reference to the same numbered Exhibit to Registrant's Form 10-Q for the quarter ended November 30, 1996.
  - (4) Incorporated by reference to the same numbered Exhibit to Registrant's Form 10-Q for the quarter ended February 28, 1997.

- (5) Incorporated by reference to the same numbered Exhibit to Registrant's Form 10-Q for the quarter ended May 31, 1998.
- (6) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-K for the year ended August 31, 1998.
- (7) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-Q for the quarter ended May 31, 1999.
- (8) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-K for the year ended August 31, 1999.
- (9) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-Q for the quarter ended May 31, 2000.
- (10) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 8-K dated August 23, 2000.
- (11) File as Exhibit 10.16.3.
- (12) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-K for the year ended August 31, 2000.
- (13) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-Q for the quarter ended February 28, 2001.
- (14) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-Q for the quarter ended May 31, 2001.

- (15) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 8-K dated August 15, 2001.
- (16) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-K for the year ended August 31, 2001.
- (17) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-Q for the quarter ended November 30, 2001.
- (18) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-Q for the quarter ended February 28, 2002.
- (19) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-Q for the quarter ended May 31, 2002.
- (20) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-K for the year ended August 31, 2002.
- (21) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 8-K dated January 6, 2003.
- (22) Incorporated by reference to the same numbered Exhibit to the Registrant's Form 10-Q for the quarter ended November 30, 2002.
- (\*) Filed herewith.
- (b) Reports on Form 8-K

The Partnership filed two reports on Form 8-K during the three months ended February 28, 2003:

Form 8-K dated December 11, 2002, was filed reporting the Partnership had entered into a definitive agreement to acquire the retail propane assets of V-1 Oil Co. of Idaho Falls, Idaho. Attached as an exhibit to the Form 8-K was the press release dated December 10, 2002 announcing the transaction.

Form 8-K dated January 6, 2003, was filed reporting the acquisition of the propane distribution assets of V-1 Oil Co. The report described the transaction and advised that the financial statements required to be filed in connection with the business acquisition would be filed within the prescribed time periods. Attached as exhibits to the Form 8-K were the Agreement for Contribution of Assets in Exchange for Partnership Interests dated December 9, 2002 among V-1 Oil Co., the shareholders of V-1 Oil Co., Heritage Propane Partners, L.P., and Heritage Operating L.P., and the Press Release dated January 6, 2003 announcing the completion of the acquisition.

SIGNATURE

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 thereunto duly authorized.

HERITAGE PROPANE PARTNERS, L.P.

By: U.S. Propane, L.P., General Partner

By: U.S. Propane, L.L.C., General Partner

Date: April 14, 2003

By: /s/ Michael L. Greenwood

-----  
Michael L. Greenwood  
(Vice President, Chief Financial Officer  
and officer duly authorized to sign on  
behalf of the registrant)

CERTIFICATION OF THE PRINCIPAL EXECUTIVE OFFICER

I, H. Michael Krimbill, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Heritage Propane Partners, L.P.;
2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and have:
  - a) designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
  - b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and
  - c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the Audit Committee of registrant's board of directors (or persons performing the equivalent functions):
  - a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize, and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and
  - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and
6. The registrant's other certifying officer and I have indicated in this quarterly report whether there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: April 14, 2003

/s/ H. Michael Krimbill  
-----  
H. Michael Krimbill  
President and Chief Executive Officer



CERTIFICATION OF THE PRINCIPAL FINANCIAL OFFICER

I, Michael L. Greenwood, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Heritage Propane Partners, L.P.;
2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and have:
  - a) designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
  - b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and
  - c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the Audit Committee of registrant's board of directors (or persons performing the equivalent functions):
  - a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize, and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and
  - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and
6. The registrant's other certifying officer and I have indicated in this quarterly report whether there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: April 14, 2003

/s/ Michael L. Greenwood

-----  
Michael L. Greenwood  
Vice President and Chief Financial Officer





## EXHIBIT INDEX

EXHIBIT NUMBER DESCRIPTION
- - - - -
----- (*)
99.1
Certification of Chief Executive Officer and Certification of Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes- Oxley Act of 2002.

CERTIFICATION OF THE CHIEF EXECUTIVE OFFICER  
PURSUANT TO 18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Heritage Propane Partners, L.P. (the "Partnership") on Form 10-Q for the six months ended February 28, 2003 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, H. Michael Krimbill, Chief Executive Officer, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Partnership.

The foregoing certification is made solely for purposes of 19 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, and is subject to the "knowledge" and "willfulness" qualifications contained in 18 U.S.C. Section 1350(c).

/s/ H. Michael Krimbill  
-----  
H. Michael Krimbill  
President and Chief Executive Officer  
Dated: April 14, 2003

CERTIFICATION OF THE CHIEF FINANCIAL OFFICER  
PURSUANT TO 18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Heritage Propane Partners, L.P. (the "Partnership") on Form 10-Q for the six months ended February 28, 2003, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Michael L. Greenwood, Vice President and Chief Financial Officer, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Partnership.

The foregoing certification is made solely for purposes of 19 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, and is subject to the "knowledge" and "willfulness" qualifications contained in 18 U.S.C. Section 1350(c).

/s/ Michael L. Greenwood  
-----  
Michael L. Greenwood  
Vice President and Chief Financial Officer  
Dated: April 14, 2003