



EASTERN PROPANE & OIL MULTIPLIES COST SAVINGS BY DRIVING ON PROPANE POWER

MARKETER COMPLETES CONVERSIONS AND MAINTENANCE IN-HOUSE.

A HISTORY OF USING PROPANE VEHICLES

It's hard to pinpoint exactly when Eastern Propane & Oil [Eastern] started using propane-powered vehicles because it's been at least 50 years. The company "has always run on propane," says Mike Gagne, Fleet AVP for Eastern. An important reason why is because Eastern performs all of its vehicle repair and service work in-house. The company's mechanics are very familiar with the propane systems, so Eastern can reap the benefits of the fuel and maintenance savings that already come standard with propane vehicles. Today, 40 percent of the company's fleet is propane-powered, with more being added as vehicles are retired.

MARKETER COMPANY PROFILE

A family-owned company for more than 85 years, Eastern is a full-service propane and heating oil company serving New Hampshire, Maine, Massachusetts, Rhode Island, and Vermont.

FEATURING:

54 S2Gs

2 pickups and service vans

LESSONS LEARNED FROM MIKE GAGNE FLEET AVP, EASTERN PROPANE & OIL

1 DRIVERS LOVE THEM.

Propane-powered vehicles are quiet, have no diesel smell, and are lower to the ground so they're easy to get in and out of for drivers.

"Once drivers drive the S2Gs, they like them. There are some torque and power limitations, but once they understand that, they absolutely love them."

2 HAVING OUR OWN GARAGES IS KEY.

Eastern is unique in that it has its own garages and mechanics to convert, service, and repair its propane-powered vehicles. When work does need to be sent elsewhere, the company has a great relationship with a dealer who is very familiar with working on these types of vehicles.

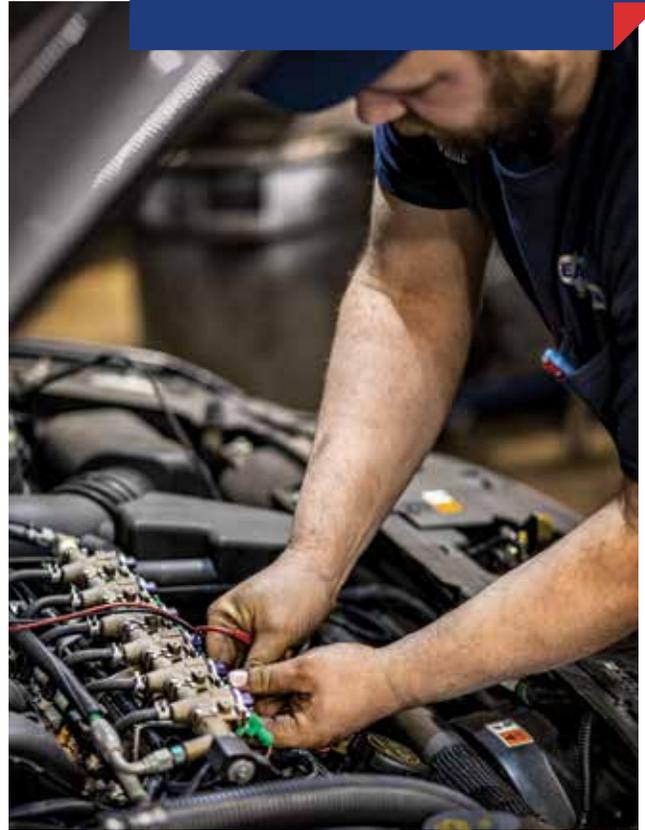
3 IT'S GOOD TO BE A GREEN COMPANY.

Eastern marks each of its propane-powered vehicles as running on clean fuel. People notice and compliment the company for its work to help protect the environment. In 2016, it was recognized as a Northern Star of the Northeast for being one of the largest companies running propane-powered vehicles in the Northeast.

"I've always liked that propane-powered vehicles burn cleaner. There's no dirty diesel smoke coming out of our trucks when they're on the road, and employees don't have to breathe that in."

"WE SAVE A FORTUNE ON FUEL AND MAINTENANCE COSTS. THESE VEHICLES START IN THE COLD AND, WITH GOOD MAINTENANCE, THEY RUN LONGER."

MIKE GAGNE



"WE DON'T HESITATE TO DRIVE PROPANE VEHICLES. AS LONG AS THERE IS A PROPANE-POWERED TRUCK, WE'RE GOING TO BUY IT."

MIKE GAGNE

FOR MORE INFORMATION

To learn about propane-powered vehicles for your fleet, visit [Propane.com](https://www.propane.com).

THE PROPANE EDUCATION & RESEARCH COUNCIL was authorized by the U.S. Congress with the passage of Public Law 104-284, the Propane Education and Research Act (PERA), signed into law on October 11, 1996. The mission of the Propane Education & Research Council is to promote the safe, efficient use of odorized propane gas as a preferred energy source.

1140 Connecticut Ave. NW, Suite 1075 / Washington, DC 20036 / P 202-452-8975 / F 202-452-9054