

Company Facts



Founded: 1932

Owner: Charles Clement III

District Offices: 7

States Serviced: NH, MA, ME, RI & VT

Customers: 85,000

Full Time Employees: 300

Fleet: 250+

Propane Storage Volume: 2,100,000

Fuel Oil Storage Volume: 486,000

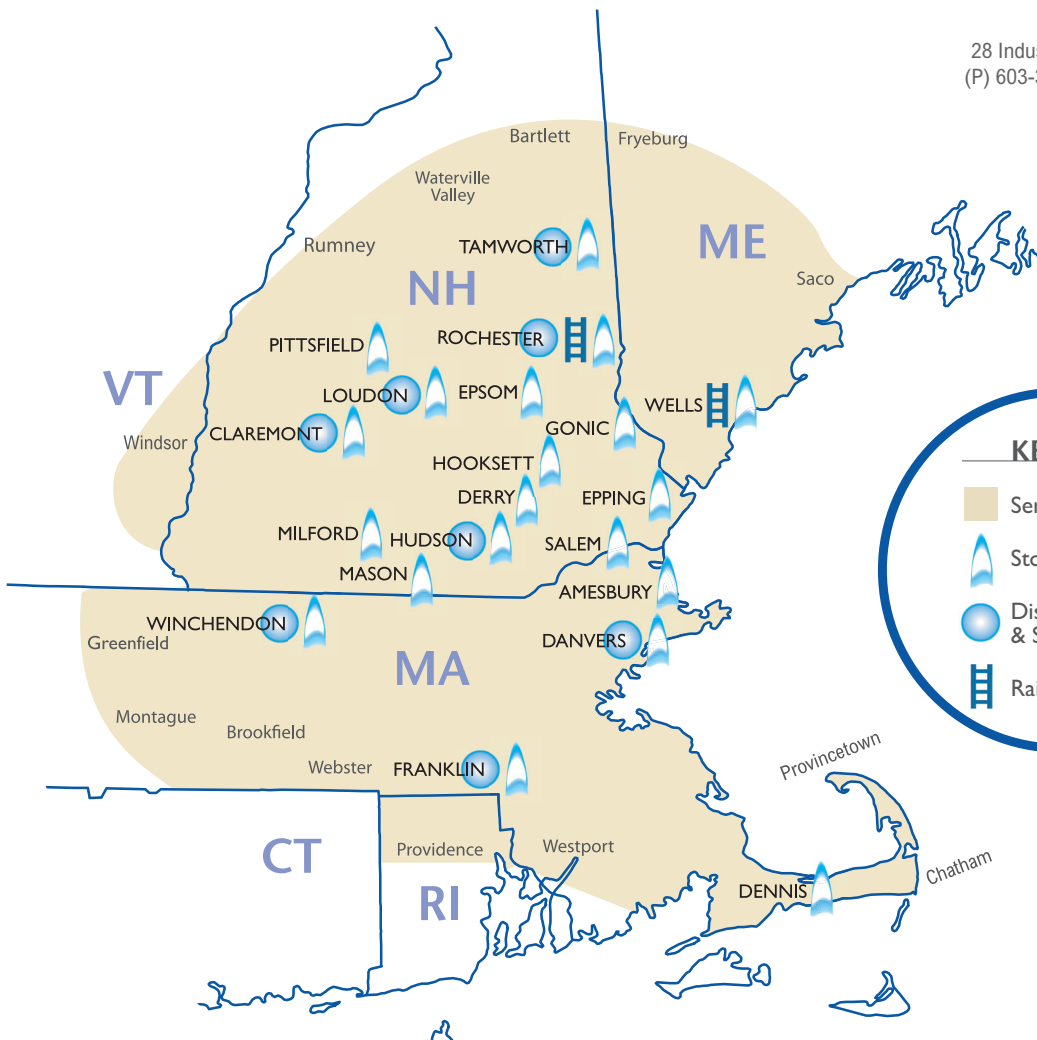
Corporate Status: Family owned and operated Corporation

Industry Ranking: 14th largest propane retailer in the US (by LP gas Magazine 2011)



Propane & Oil Since 1932

Administration: Charles Clement III, president & CEO; Jeffrey Taylor, COO; Lisa Byrne, CFO; Paul Daniels, Vice President, Retail Operations; Brian Boudreau, Vice President, Human Resources and Risk Management; Kathy Ford, Vice President of Special Projects; Denis Gagne, Vice President, Wholesale; Chuck Clement IV, Assistant Vice President, Finance.



Corporate Headquarters

28 Industrial Way, PO Box 1800, Rochester, NH 03866-1800
(P) 603-332-2080 (F) 603-335-0545 Toll Free: 800-523-5237

Company Facts



History: Eastern Propane Gas, Inc. has been owned and operated by the Clement family since it began business in Danvers, Massachusetts in 1932. In 1995, the company relocated its corporate headquarters to New Hampshire and in 2001 moved to its current location at 28 Industrial Way, Rochester, NH. Since its inception, the Company has been in the business of supplying propane and providing related products and services. In 1998, Eastern expanded its product offerings to include heating oil, other distillate products, and related services. Today, Eastern is the largest family-owned energy provider in the Northeast.

The Products: Propane is a hydrocarbon (C₃H₈) and is sometimes referred to as liquefied petroleum gas, LP-gas, or LPG. Propane is produced from both natural gas processing and crude oil refining, in roughly equal amounts from each source. Most propane used in the United States is produced domestically, with about 15 percent imported from overseas. It is nontoxic, colorless, and virtually odorless. As with natural gas, an identifying odor is added so the gas can be readily detected. Oil for heating is processed at crude oil refineries throughout the world.

Safety: Propane and heating oil are safe fuels. When liquid propane is released into the environment it will readily evaporate. For safety purposes, an odorant (ethyl mercaptan) is added to propane prior to delivery to our facilities. Trained and qualified employees are responsible for handling, transporting, servicing and delivering propane and oil safely.

Propane 101: The propane industry has developed numerous methods to make the transport and use of propane safe:

- Propane equipment and appliances are manufactured to rigorous safety standards.
- Propane has a narrow range of flammability when compared with other petroleum products. In order to ignite, the propane/air mix must contain from 2.2 to 9.6 percent propane vapor. If the mixture contains less than 2.2 percent gas, it is too lean to burn. If it contains more than 9.6 percent, it is too rich to burn.
- Propane won't ignite when combined with air unless the source of ignition reaches at least 940 degrees Fahrenheit. In contrast, gasoline will ignite when the source of ignition reaches only 430 to 500 degrees Fahrenheit.
- If liquid propane leaks, it doesn't puddle but instead vaporizes and dissipates into the air.
- Because it is released from a pressured container as a vapor, propane can't be ingested like gasoline or alcohol fuels.
- Because propane is virtually odorless and colorless in its natural state, a commercial odorant is added so propane can be detected if it leaks from its container.

Propane is an Environmentally Friendly Fuel: Because propane is nontoxic, if it is released it is not harmful to soil, water or air. Propane is one of the cleanest burning fossil fuels.

- Propane is an approved, clean fuel listed in the 1990 Clean Air Act as well as the National Energy Policy Act of 1992.
- Propane is one of the lightest, simplest hydrocarbons in existence, and, as a result, is one of the cleanest burning of all fossil fuels.
- New propane-fueled vehicles can meet the very tough Ultra-Low Emission Vehicle (ULEV) standards, and one model even meets the Super Ultra-Low Emission Vehicle (SULEV) standards.
- Propane gas is nontoxic, so it's not harmful to soil and water. Because propane does not endanger the environment, the placement of propane tanks either above or below ground is not regulated by the Environmental Protection Agency (EPA).
- According to the EPA, much of the sulfur dioxide in the atmosphere, which produces acid rain, is attributable to coal-fired, electricity-generating facilities. In contrast, neither the process by which propane is produced nor the combustion of propane gas produces significant acid rain contaminants.

Oil and Kerosene Heat are a Significant Portion of our Business: Many of our customers choose fuel oil as their preferred energy source. There are about 10 million Oil heated homes in the United States. Oil heated homes warm up quickly and provide even, efficient heat. Heating oil is non-explosive and will not burn in a liquid state. In order to light heating oil on fire, you must heat it above 140 degrees, the temperature at which it begins to vaporize. Though oil has the potential to have an impact on the environment if not cleaned up immediately, many processes are in place throughout the company and the industry to handle these types of emergencies.

For additional information, please contact Jeff Taylor
at (603)332-2080 or at Eastern Propane Gas, Inc.
28 Industrial Way, PO Box 1800, Rochester, NH 03866-1800