

BOURNE'S, INC.

BULK PELLET DELIVERY TRUCK



WOOD HEAT/BIOMASS
ENERGY

MORRISVILLE, VERMONT

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Bourne's, Inc., of Morrisville, VT, received a \$27,500 Working Lands Grant to purchase a bulk pellet delivery truck for its family-owned, multi-fuel delivery and HVAC service company. Bourne's began bagged wood pellet delivery in 2011 and later expanded into bulk delivery. As demand for wood pellets has increased, Bourne's, Inc. has struggled to keep up with its aging 1995 Ford L800.

"This is an older truck and is not pneumatic, and the unexpected growth in pellet delivery the first year was not anticipated," says Tracy Baker, Strategic Commercial Services Account Manager for Bourne's. "This truck has easily passed its limit and is hanging in there."

Bourne's is committed to selling Vermont pellet products and has already established strong relationships with suppliers in the state. The addition of the new bulk pellet delivery truck will allow the company to expand its geographic coverage from central and southern Vermont to the Northeast Kingdom.

"The newer, more efficient delivery truck will allow us to bid on large scale businesses such as schools and municipalities, many of which are currently bringing their wood pellets in from other states," says Baker.

"The bottom line impact is the new pellet delivery truck would allow us to get renewable fuels out to more Vermonters, and that means a reduction in our collective carbon footprints," says Baker.

Bourne's also expects the growth to lead to the addition of 1 or 2 more jobs at its headquarters in Morrisville, Vermont.