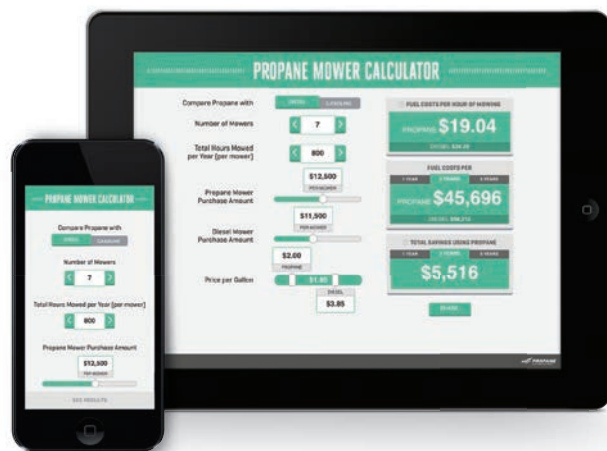




PROPANE MOWERS

GOOD FOR BUSINESS



THE PROPANE MOWER CALCULATOR

See how much your fleet could save by switching to propane.
Download the free app for Apple and Android devices today or visit
Propane.com/Mower-Calculator.



This limited-time program rewards landscape contractors with \$1,000 per qualifying new propane mower purchase or \$500 per qualifying mower conversion. Visit Propane.com/Mower-Incentive to view program run dates and details to apply.

FOR MORE INFORMATION

To learn more about why propane is the right fuel for your fleet,
visit Propane.com/Commercial-Landscape.

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.

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PROPANE PAYS OFF

LANDSCAPE PROFESSIONALS know that when it comes to pulling a profit, quality equipment is everything. And it's not enough to talk about impressive performance — the real proof is on the balance sheet every month.



THE PROPANE ADVANTAGE



LOWER OPERATING COSTS

Propane mowers cost about 30 percent less per hour to operate than gasoline, not to mention possibly reducing maintenance costs. You can then pass those savings on to customers during the bid process for a unique competitive edge.



REDUCED FUEL LOSS

Propane equipment's secure, closed-loop fuel system saves money by virtually eliminating the opportunity for spills and fuel theft.



REDUCED LABOR EXPENSES

With propane mowers, there's no need to sacrifice work time for trips to the gas station. Convenient, on-site refueling options include cylinder exchange and on-site dispensing.



MORE GREEN-MINDED CUSTOMERS

Operating equipment with low-emissions propane is a unique offering — one you can leverage when marketing to new, environmentally conscious clients to grow business. Compared with gasoline mowers, propane produces up to 17 percent fewer greenhouse gases and 19 percent fewer NOx emissions than gasoline.

POWERFUL PRODUCTS

REVITALIZING YOUR BUSINESS with propane starts with choosing the right equipment. Fortunately, propane has a lot to offer with mowers, trucks, and generators that increase efficiencies across operations.



COMMERCIAL MOWERS

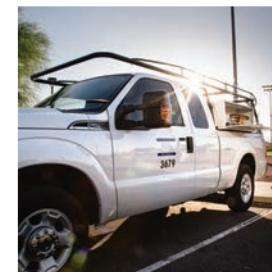
Over 150 propane mower models — including walk-behind, stand-on, and zero-turn-radius models — are available from top brands. The automotive-style, closed-loop EFI system available in Kohler EFI models optimizes air/fuel settings to maximize performance and efficiency. You may also convert equipment using EPA- and CARB-certified conversion kits.

PROPANE AUTOGAS TRUCKS

Another smart business move, propane autogas is proven to lower your total cost-of-ownership more than any other fuel. You can choose from light- to medium-duty vehicles from major manufacturers or convert a vehicle using an approved EPA- and CARB-certified conversion kit. For more information about propane autogas vehicle options, visit Propane.com/On-Road-Fleets.

PORTABLE GENERATORS

Recharge electric handheld equipment like trimmers, blowers, and chainsaws with maximum efficiency. Propane costs less than conventional fuels, does not degrade over time, and is always available during a power outage. Learn about available propane models at Propane.com.



REFUELING OPTIONS

FROM CYLINDER EXCHANGE to on-site dispensing, there's a convenient refueling option for any fleet size and budget.



CYLINDER EXCHANGE

Best suited for small and medium fleets. With a cylinder exchange, the fuel comes straight to you, eliminating any refueling trips to the gas station. You can choose to lease or own your cylinders — whichever is best for your business. With leasing, your propane provider takes care of any maintenance and recertification. Most mowers will require two to four cylinders each.

TYPICAL CYLINDER LEASE PRICE

\$15-\$35
per month



TYPICAL CYLINDER PRICE-TO-OWN

\$250-\$400
per cylinder



On average, a 43.5-lb cylinder tank needs to be refueled every six to eight hours. Mowers with two 33.5-lb tanks need to be refueled every seven to nine hours.*

*According to data obtained from Propane Mower Incentive Program participants.

LEASED ON-SITE DISPENSING

Best suited for large fleets. The infrastructure includes one large tank or more and a no-spill dispenser, which trained employees use to refill empty cylinders. Fuel price per gallon often includes the cost of leasing/renting the tank(s), dispenser, and skid package, which are owned by your propane provider. In most scenarios, the landscape contractor is responsible for the electric, concrete pad, and crash protection bollards for each fueling station.

REFUELING DISPENSER SITE PREPARATION

\$800-\$1,500



OWNED ON-SITE DISPENSING

If you choose to own a tank and dispenser, the cost varies, depending on each business's individual needs. The typical price range is \$5,000-\$15,000. This does not include the entire cost of ownership, including site preparation, maintenance, and requalification. Your propane provider can help you develop the most cost efficient setup for your business.

REAL WORLD FLEETS

EXACT RESULTS for cost savings and emissions reductions vary by fleet, but propane has already proven its value with fleets of all sizes around the country. Here are a few of their stories.



STAY GREEN, INC.
Santa Clarita, California

66 MOWERS

**LARGE
FLEET**

With a demanding year-round mowing season, this busy fleet required equipment that could keep up without causing delays for maintenance and costly repairs.

REFUELING

- On-site dispensing: five total refueling pumps at three locations.
- Plans to permanently install above ground refueling station at each yard facility with 500- to 1,000-gallon tanks.

**SAVING AN ESTIMATED
70% ON MAINTENANCE**

COST SAVINGS

- Estimated fuel savings of at least 50 percent per gallon of propane compared with gasoline.
- Saving an estimated 70 percent on maintenance costs compared with that required for gasoline mowers.
- Saved even more on upfront equipment purchases with help from the Propane Mower Incentive Program.

EMISSIONS

- Utilizes propane-powered equipment to reduce their carbon footprint.



STRAUSER NATURE'S HELPERS

Ephrata, Pennsylvania

30 MOWERS MEDIUM
FLEET

The transition to propane made perfect sense for this company that values minimizing its environmental impact.

DAVIS MOWING SERVICE

Sauk City, Wisconsin

2 MOWERS SMALL
FLEET

Propane is saving money for this fleet every time they use it. When the time comes, they plan to transition all of their mowers to propane to enjoy even better savings.

REFUELING

- On-site refueling.
- Propane supplier refills cylinders at two company locations weekly.

COST SAVINGS

- Spending more time on the job and less time refueling.
- Improved performance with propane allowed the business to reduce its downtime for repairs.

EMISSIONS

- 19 percent fewer NOx emissions compared with gasoline.
- 16 percent fewer SOx emissions compared with gasoline.

FURTHERING SUSTAINABILITY MISSION

REFUELING

- On-site refueling.
- Employees refill cylinders from a 500-gallon tank.

LOW EMISSIONS ATTRACTING BUSINESS PROSPECTS

COST SAVINGS

- Estimated fuel savings of \$2.70 per gallon of propane compared with gasoline.
- Recently won a job after submitting a lower bid in anticipation of fuel cost savings.

EMISSIONS

- Seeing opportunity to market fleet's low emissions status to win more business.
- Received additional 50 cents back on fuel for using the Wisconsin state incentive for clean energy.