



Propane & the Commercial Landscape Contractor

Houston/Galveston Clean Cities
Technologies Conference

Tony Dale

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WHY PROPANE?

Propane Improves Your Balance Sheet

Cities and landscapers are looking for new ways to improve their bottom line.

Propane is your answer to your financial pain points.



Reduce Labor Expenses

Reduced labor costs and downtime from fewer trips to the gas station and reduced maintenance.



Reduce Maintenance Costs

No ethanol issues.

Longer shelf life.

Reduced damage to equipment due to tainted fuel.

Remove opportunities for accidental fuel-mixing.



Retain a Quality Workforce

45% of contractors are concerned about lack of quality labor.*

Reduced fumes from propane equipment make it easier to retain a quality workforce due to improved working conditions and job satisfaction.



Maintain a Safe Work Environment

Propane offers safety advantages for your crew compared to other fuels.

- Safety devices and shut-off valves.
- Tanks are 20x more puncture-resistant than gas and/or diesel tanks.
- Propane vaporizes and dissipates into the air.
- Propane can't be accidentally ingested.

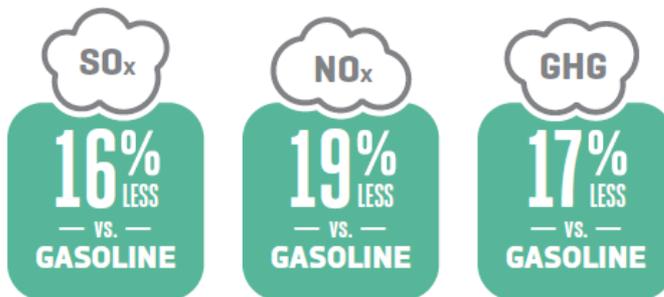


Be Green, Save Green

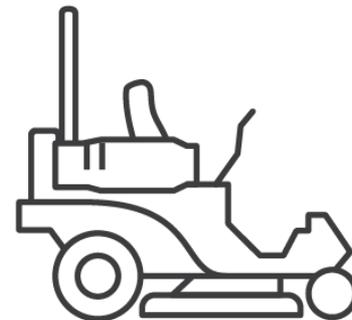
Reduced labor costs



Reduced emissions



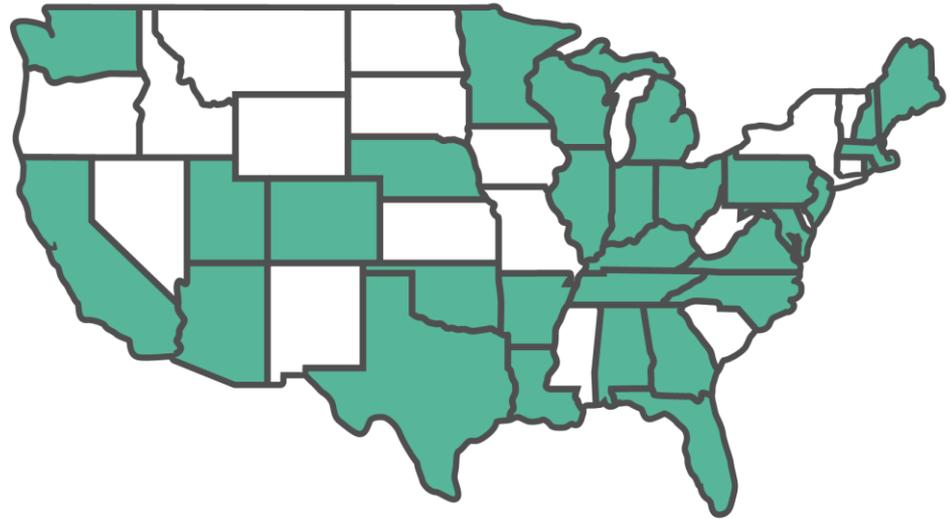
Reduced operating costs



Work When Other Contractors are Restricted

Ozone Action Days affect contractors' work in 35 states.

Propane equipment is exempt from Ozone Action Days.



 = Ozone Action State

Who's Buying Propane Mowers?

- 40% of the contractors on Lawn & Landscape's Top 100 list like CleanScapes of Austin & Dallas
- Parks departments like the National Park Service across the country including in San Antonio and city park departments like Austin

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WHAT OTHERS ARE SAYING ABOUT PROPANE

“The mowers’ range is greater than that of the conventional equipment they replaced, so staff no longer has to interrupt their mowing operations to travel to fueling stations for fill-ups, saving valuable time for other grounds duties.”

*National Parks Service San Antonio
Clean Cities Case Study*

“When it came to the park maintenance, propane mower technology was innovative and readily available. We researched many green alternatives, and propane came out as the easiest and most affordable option to put into practice.”

Craig Seeds

Columbus, Ohio

Parks & Recreation Department

“People don’t realize the grass doesn’t stop growing here in Miami. Then in the rainy season, we get a lot of rain, so you have to cut, cut, and cut. And this is why we use propane mowers, because to us it’s very efficient and very productive.”

Gil Delgado
*Miami-Dade County Parks,
Recreation, & Open Spaces
Department*

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EQUIPMENT MANUFACTURERS

OEM Equipment Options

- There are propane options available in most major brands.



Certified Aftermarket Conversions

- There are certified, safe, and reliable aftermarket conversions for nearly all popular small engines and mower models.



Find an Equipment Dealer Near You



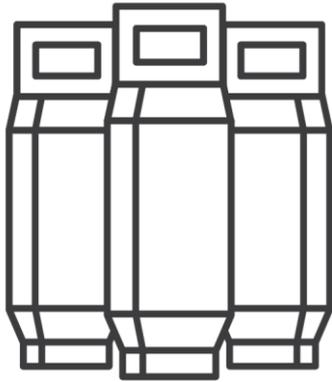
The only locator of its kind, directing contractors who want to buy propane equipment to the dealers who sell it.

[Propane.com/Dealer-Point](https://www.propane.com/Dealer-Point)

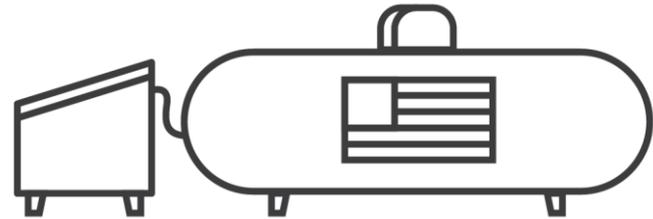
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REFUELING

Options to Meet Your Needs



Best for small mower fleets (1-10 mowers).



Best for large mower fleets (10+ mowers).

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RESOURCES

Incentives

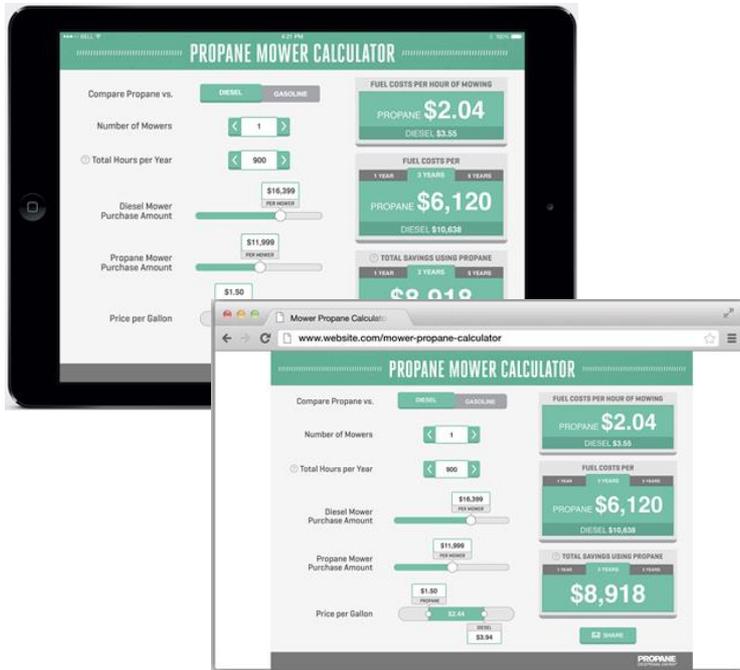


Earn up to \$1,000 per qualified propane mower or \$500 per qualified conversion while funds remain from the Propane Education & Research Council (PERC).

\$1,000 from the Propane Council of Texas per qualified propane mower or conversion.

Between the two that's \$1,500 -\$2,000.

Mower Calculator

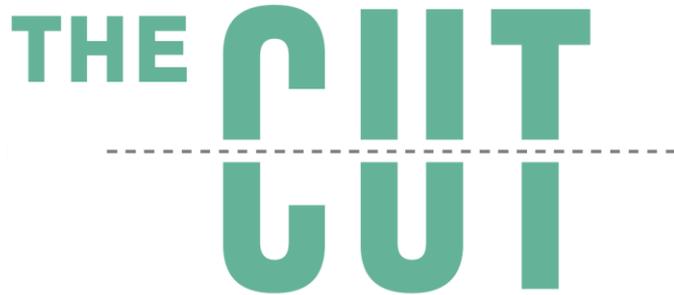


Input variables specific to your fleet to determine the amount of savings propane equipment can provide your business.

Available in tablet, smartphone and desktop applications.

Propane.com/mower-calculator

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www.fuelingtexas.com