



## PROPANE MOWER INCENTIVE PROGRAM GUIDELINES

### Propane Mower Incentive Program Overview

One of the primary purposes of the Propane Education & Research Council (PERC) is to research, develop, and demonstrate the effectiveness of new propane equipment. As part of this effort, PERC is seeking a limited number of end-users to participate in the Propane Mower Incentive Program.

The Propane Mower Incentive Program is a research and demonstration program with an incentive for participation. It will help PERC acquire a variety of performance data documenting the effectiveness of equipment. PERC is interested in end-user data based on real-world operation of the equipment. That means the end-user must use the mower in a manner typical of normal use for this type of equipment.

### Please note the following important information:

- THE PROPANE MOWER INCENTIVE PROGRAM IS **NOT A REBATE PROGRAM; IT IS A RESEARCH AND DATA CAPTURE EFFORT.**
- PURCHASE OF ANY EQUIPMENT DESCRIBED HEREIN DOES NOT GUARANTEE INCENTIVE AND NOT ALL APPLICANTS WILL QUALIFY.
- PERC RECOMMENDS FILING AN APPLICATION FOR THIS PROGRAM **PRIOR TO** PURCHASING ANY EQUIPMENT DESCRIBED HEREIN.
- **PERC MAY DENY AN APPLICATION OR REQUEST FOR AN INCENTIVE FOR ANY REASON WHATSOEVER, EVEN IF ALL OF THE ELIGIBILITY REQUIREMENTS DESCRIBED HEREIN ARE MET.**
- THIS IS A FIRST COME, FIRST SERVE PROGRAM. ONCE THE ALLOTTED NUMBER OF INCENTIVES ARE ALLOCATED TO END USERS, THE OPPORTUNITY TO OBTAIN AN INCENTIVE WILL END
- FOR QUESTIONS REGARDING THE PROPANE MOWER END-USER INCENTIVE PROGRAM, PLEASE CONTACT ALISON DIMOND by phone at 877-411-3243 ext. 801 or by email at [alison@thesales.net](mailto:alison@thesales.net) or JEREMY WISHART and JESSE MARCUS by phone at 202-452-8975.

### Program Incentive Payments

Interested end users must submit an application form to be considered for this program. Not all applicants will necessarily be accepted. End users who are accepted into this program will receive an incentive payment of up to \$1,000 on a new original equipment dedicated propane mower or up to \$500 on the conversion of a new eligible mower depending on the type of equipment for which they are applying. Please see the table of eligible equipment and associated incentive payments on page 2 of this document. A single end user or company may receive incentive payments for the purchase of up to 10 eligible mowers.

Accepted program participants will be paid their incentive(s) after they have:

- Purchased the eligible equipment.

- Supplied PERC with proof of payment (such as a receipt or other official document from the equipment dealer).
- Submitted completed copies of the required contract and W-9 form.
- Completed pre-season survey (the survey will be completed online).

The incentive will be paid directly to the end-user once the required paperwork is processed. Please allow up to 30 business days for processing.

### **Eligible Equipment**

The equipment listed below may be eligible for the financial incentives. Equipment not listed may be considered if it is determined to meet the basic program guidelines. Mowers must have dedicated propane engines, not bi-fuel engines to be eligible and meet the other requirements listed below.

### ***Eligible Original Equipment Manufacturer-Built Propane Mowers***

Original Equipment Manufacturer (OEM)-built propane mowers are built to run on propane by the original manufacturer of the mower. Following is a list of manufacturers and models of OEM-built equipment currently eligible for the program. Please note, there may be additional models of propane-fueled mowers that meet the program's eligibility requirements that will be added to the below list at a later date.

<b>Manufacturer</b>	<b>Model</b>	<b>Deck Size</b>	<b>Incentive</b>
Ariens/Gravely	266H LP XDZ Commercial ZTR	60"	\$1,000
Ariens/Gravely	Pro-Master 260H XDZ LP	60"	\$1,000
Bob-Cat	Predator-Pro LP	61"	\$1,000
Briggs & Stratton/Ferris	IS3100ZP	61" & 72"	\$1,000
Dixie Chopper	LP3000-60	60"	\$1,000
Dixie Chopper	3066LP	66"	\$1,000
Dixie Chopper	LP3000-72	72"	\$1,000
Exmark	Lazer Z X-Series	60"	\$1,000
Exmark	Turf Tracer Propane-Walk Behind	60"	\$1,000
Exmark	Lazer Z S-Series	60" & 72"	\$1,000
Exmark	Turf Tracer Propane Walk Behind	48"	\$750
Husqvarna	PZ6026PFX	60"	\$1,000
Kubota	ZP330LP	60" & 72"	\$1,000
MTD/Cub Cadet	Z Force S 60 LP	60"	\$1,000
MTD/Cub Cadet	Tank S 6031 LP	60"	\$1,000
MTD/Cub Cadet	Tank S 7237 LP	72"	\$1,000
SCAG	Turf Tiger LP	63"	\$1,000
Snapper Pro	S200x Propane	61"	\$1,000
Toro	Z Master G3 Propane	60" & 72"	\$1,000
Zipper	VR-31-60 LP	60"	\$1,000
Zipper	STS-28 LP	64"	\$1,000

### ***Eligible Conversion Propane Mowers***

Conversion propane mowers are converted to run on propane after they have been purchased from the original equipment manufacturer (OEM). This includes mowers that are converted to run on propane at the dealership before they are sold to the end-user. Some conversion mowers are eligible for this program if they meet the following requirements.

To be eligible, converted propane-fueled mowers must meet these criteria:

- The mower must be a new, commercial grade heavy-duty machine, typically marketed to landscape professions. This excludes models that are typically marketed for light or medium duty use.
- The converted mower must be new with fewer than 10 hours of operation; used mowers that are converted to run on propane will not be eligible.
- The conversion kit must, at a minimum, meet EPA certification requirements, or CARB certification if required.
- The machine must be dedicated propane, not dual-fueled.
- The conversion kit, when installed on the new mower, must not void the OEM's factory warranty on the engine.
- Participants must satisfy all other conditions for participation as outlined in the current program.

Eligible converted propane mowers will receive a \$500 incentive payment per mower.

### **Program Eligibility Requirements**

To qualify for the Propane Mower Incentive Program, end-users must make an investment in the program by purchasing an eligible piece of propane-fueled equipment and agreeing to provide PERC with information about the use and performance of the mower(s) purchased under this program (see "End-User Commitment" below). They must also meet the following criteria:

- Participant must be a U.S. end-user, and at least 18 years of age.
- If participant is already a propane customer, they must be in good standing with their fuel supplier. PERC will contact the supplier(s) to verify the applicant's account is not considered past due.

### **End-User Commitment**

The Propane Mower Incentive Program is not a simple rebate program. It is a research initiative. Data collection is a required element of the program. As such, program participants are required to agree to the following conditions:

- Commit to make a commercially reasonable effort to use the equipment for at least one year.
- Provide access to the machine for photos of the equipment (if requested).
- Complete a pre-season survey about the purchase of the eligible mower.
- Track data on product performance including fuel consumption, hours of operation, cost savings, and other information as outlined in PERC's data collection form for at least three months of regular usage and make this data available to PERC and its representatives as requested.
- Submit updates electronically on the performance of the equipment as requested by PERC.

PERC representatives will stay in regular communication with program participants to provide useful information and support participants in their use of propane mowers as much as possible.

### **Application Process**

Outlined below is the step-by-step process PERC undertakes to manage the Propane Mower End-User Incentive Program applications:

1. Propane Mower Incentive Program applications may be submitted online at [www.autogasusa.org/mower-incentive/](http://www.autogasusa.org/mower-incentive/). While online submissions are preferred, PERC will accept applications via e-mail at [mowerincentive@propane.com](mailto:mowerincentive@propane.com).
2. Once submitted, the application is subject to a review by PERC. Shortly thereafter, a PERC representative will contact the applicant to notify them of the decision. Again, PERC recommends that applicants wait for approval of their application prior to purchasing any equipment, as approval is not guaranteed.
3. Once PERC notifies the applicant of approval, the applicant has 30 days to purchase the specified piece of equipment. Should 30 days pass without action, the applicant's position in the program and the financial incentive is no longer guaranteed.
4. When approved, the applicant is required to complete and return three documents for enrollment in the program - a contract and a federal W-9 form, along with a copy of the receipt of purchase.
5. The applicant must complete a Propane Mower End-User Incentive Program pre-season survey and submit their answers to PERC. While the use of an online survey is preferred, PERC will accept answers via email.
6. Once the required documentation is received, and the pre-season survey is completed, the applicant will be paid the incentive amount that corresponds to their purchase.
7. The participant will be given a data tracking sheet highlighting what performance data they should track for at least three months of regular usage. This data will include hours of operation, fuel usage and overall performance satisfaction. Participants will submit their results online or via email.
8. Once enrolled in the program, PERC may request additional help promoting the Propane Mower End-User Incentive Program.
  - On-site equipment demonstrations.
  - Testimonials or interviews about the impact of the new propane-fueled equipment.
  - Pictures showing the propane-fueled equipment being used in the field.

### **Limitations**

As noted above, the Propane Mower Incentive Program is not a rebate program. Rather, it is a research initiative sponsored by PERC. To ensure the most relevant and useful data is obtained through the program, PERC may deny a Propane Mower Incentive Program application even if all eligibility requirements are met. Important criteria will be taken into consideration when selecting the best possible candidates for the program such as the applicant's ability to record and supply data, the proximity to another Propane Mower End-User applicant, or other factors relevant to ensure broad geographic representation.

### **More information**

Visit [www.autogasusa.org/mower-incentive/](http://www.autogasusa.org/mower-incentive/) for more information on the Propane Mower Incentive Program and details on how to apply.

### **About PERC**

Authorized by the Propane Education and Research Act of 1996, PERC is a nonprofit 501(c)(6) trade organization dedicated to promoting the safe, efficient use of propane as

a preferred energy source. PERC was created “to enhance consumer and employee safety and training, to provide for research and development of clean and efficient propane utilization equipment, and to inform and educate the public about safety and other issues associated with the use of propane.”

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