



Propane Mower Incentive Program Guidelines

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.

This research and demonstration program helps PERC acquire 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 operate 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 is allocated to end users, the opportunity to obtain an incentive will end.
- For questions regarding the program, please contact Julianne Barclay by phone at 877-411-3243 ext. 814 or by email at julianne@tsncommunications.com.

Program Incentive Payments

Interested end-users must submit an application form for consideration. End-users accepted into this program will receive a \$1,000 incentive payment per qualifying new factory-built propane mower purchase, or a \$500 incentive payment per qualifying propane mower conversion. A single end-user or company may receive incentive payments for the purchase of up to 25 eligible mowers per year. Accepted program participants will be paid their incentive(s) only 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) for the propane mower equipment and conversion kit (if the incentive was for a propane mower conversion).
- Submitted complete copies of the required contract and W-9 form.
- Completed the online pre-season survey.

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

Eligible Factory-Built Equipment

The following is a list of manufacturers and models of the types of equipment currently eligible for the program. Equipment not listed may be considered if it's determined to meet the basic program guidelines, primarily being a new, dedicated propane-fueled mower, with size 48-72" cutting deck. More models meeting the program's eligibility requirements may be added to this list at a later date.

Manufacturer	Model
Ariens/Gravely	Pro-Master 260H XDZ LP 60" (Model: 992194)
Ariens/Gravely	Pro-Stance 36 FL 36" (Model: 994119)
Ariens/Gravely	Pro-Stance 48 FL 48" (Model: 994126)
Ariens/Gravely	Pro-Stance 52 FL 52" (Model: 994128)
Ariens/Gravely	Pro-Stance 52 FL 52" (Model: 994122)
Ariens/Gravely	Pro-Stance 60 FL 60" (Model: 994123)
Ariens/Gravely	Pro-Turn 272 FX921 72" (Model: 992206 / Kit: 792142)
Ariens/Gravely	Pro-Turn 452 FX751 52" (Model: 992230 / Kit: 792142)
Ariens/Gravely	Pro-Turn 460 FX850 60" (Model: 992234 / Kit: 792142)
Ariens/Gravely	Pro-Turn 460 FX921 60" (Model: 992235 / Kit: 792142)
Ariens/Gravely	Pro-Turn 460 LP 60" (Model: 992237)
Ariens/Gravely	Pro-Turn 460 FX1000 60" (Model: 992244 / Kit: 792142)
Ariens/Gravely	Pro-Turn 472 FX921 72" (Model: 992239 / Kit: 792142)
Ariens/Gravely	Pro-Turn 472 FX1000 72" (Model: 992245 / Kit: 792142)
Ariens/Gravely	Pro-Turn 472 LP 72" (Model: 992243)
Ariens/Gravely	Pro-Walk 36 HR 36" (Model: 988153)
Ariens/Gravely	Pro-Walk 36 HR 36" (Model: 988156)
Ariens/Gravely	Pro-Walk 48 HE 48" (Model: 988154)
Ariens/Gravely	Pro-Walk 48 HE 48" (Model: 988157)
Ariens/Gravely	Pro-Walk 48 HE 48" (Model: 988170)
Ariens/Gravely	Pro-Walk 52 HE 52" (Model: 988155)
Ariens/Gravely	Pro-Walk 52 HE 52" (Model: 988158)
Ariens/Gravely	Pro-Walk 61 HE 61" (Model: 988169)
Ariens/Gravely	Pro-Walk 61 HE 61" (Model: 988159)
Bob-Cat	Predator-Pro LP 52" (Model: 942524J)
Bob-Cat	Predator-Pro LP 61" (Model: 942509J)
Bob-Cat	Predator-Pro LP 61" (Model: 942510J)
Bob-Cat	Predator-Pro LP 72" (Model: 942511J)
Dixie Chopper	Xcaliber 3066 LP 66" (Model: 3066LP)
Dixie Chopper	Xcaliber 3074 LP 74" (Model: 3074LP)
Exmark	Lazer Z S-Series PCV740 52" (Model: LZS740PKC524)
Exmark	Lazer Z S-Series PCV740 60" (Model: LZS740PKC604)
Exmark	Lazer Z S-Series PCV740 72" (Model: LZS740PKC724)
Exmark	Lazer Z S-Series FX801V 60" (Model: LZS801PKA604)
Exmark	Lazer Z S-Series FX801V 72" (Model: LZS801PKA724)
Exmark	Turf Tracer S-Series PCV680 48" (Model:

	TTS680PKCE483)
Exmark	Turf Tracer S-Series FS600V 48" (Model: TTS600PKAE483)
Exmark	Turf Tracer X-Series PCV680 52" (Model: TTX680PKCE524)
Exmark	Turf Tracer X-Series PCV680 60" (Model: TTX680PKCE604)
Exmark	Turf Tracer X-Series FX691V 60" (Model: TTX691PKAE)
Exmark	Vantage S-Series Propane 52" (Model: VTS740PKC52400)
Ferris	IS3100ZP 61" (Model: IS3100ZBVP3261)
Ferris	IS3100ZP 72" (Model: IS3100ZBVP3272)
Husqvarna	PZ 60P 60" (Model: PZ60P)
John Deere	ZTrak R-Series 54" Side Discharge Deck (Model: Z925A)
John Deere	ZTrak R-Series 54" Mulch on Demand Deck (Model: Z925A)
John Deere	ZTrak R-Series 60" Side Discharge Deck (Model: Z925A)
John Deere	ZTrak A-Series 60" Side Discharge Deck (Model: Z930A)
John Deere	ZTrak A-Series 60" Mulch on Demand Deck (Model: Z930A)
John Deere	ZTrak A-Series 72" Side Discharge Deck (Model: Z930A)
John Deere	ZTrak M-Series 60" Side Discharge Deck (Model: Z930M – Excludes EFI Model)
John Deere	ZTrak M-Series 60" Mulch on Demand Deck (Model: Z930M – Excludes EFI Model)
John Deere	ZTrak R-Series 54" Side Discharge Deck (Model: Z930R)
John Deere	ZTrak R-Series 54" Mulch on Demand Deck (Model: Z930R)
John Deere	ZTrak R-Series 60" Side Discharge Deck (Model: Z930R)
John Deere	ZTrak A-Series 60" Side Discharge Deck (Model: Z950A)
John Deere	ZTrak A-Series 60" Mulch on Demand Deck (Model: Z950A)
John Deere	ZTrak A-Series 72" Side Discharge Deck (Model: Z950A)
John Deere	ZTrak M-Series 60" Side Discharge Deck (Model: Z950M)
John Deere	ZTrak M-Series 60" Mulch on Demand Deck (Model: Z950M)
John Deere	ZTrak M-Series 72" Side Discharge Deck (Model: Z950M)
John Deere	ZTrak R-Series 60" Side Discharge Deck (Model: Z950R)
John Deere	ZTrak R-Series 60" Mulch on Demand Deck (Model: Z950R)
John Deere	ZTrak R-Series 72" Side Discharge Deck (Model: Z950R)
John Deere	QuikTrak B-Series 52" Side Discharge Deck (Model: 652B)
John Deere	QuikTrak R-Series 48" Side Discharge Deck (Model: 648R)
John Deere	QuikTrak R-Series 52" Side Discharge Deck (Model: 652R - Excludes EFI Model)
John Deere	QuikTrak R-Series 61" Side Discharge Deck (Model: 661R)

	- Excludes EFI Model)
Kubota	ZP330LP 72" (Model: ZP330LP-74)
MTD/Cub Cadet	Z-Force S LP 48" (Model: 17AP5BHB)
MTD/Cub Cadet	Z-Force S LP 60" (Model: 17AP5GHD)
MTD/Cub Cadet	Tank S 6031 LP 60" (Model: 53AP8DU6750)
MTD/Cub Cadet	Tank S 7237 LP 72" (Model: 53AP8DU8750)
R&R Products	ReelMax 331 LP 72" Fairway Mower (Model: RRM331LP)
R&R Products	ReelMax 744 LP Fairway Mower (Model: RRM744LP)
R&R Products	Versa-Green LP Greensmower (Model: RVG2200LP)
Scag	Turf Tiger LP Dedicated 52" (Model: STT52V-25CH-LP)
Scag	Turf Tiger LP Dedicated 61" (Model: STT61V-25CH-LP)
Scag	Turf Tiger LP Dual Fuel 61" (Model: STT61V-31KBD-DF)
Snapper Pro	S200xtp 61" (Model: S200XBVP3261)
Toro	Z Master 6000 Propane 60" (Model: 74975)
Toro	Z Master 6000 Propane 72" (Model: 74977)
Toro	Z Master 5000 Propane 60" (Model: 74933)
Toro	Z Master 5000 Propane 72" (Model: 74934)
Ventrac	4500Z Propane Dual Fuel 48" (Model: WG972-GL)
Walker	B25p
Wright Manufacturing	Stander Fixed Deck 32" (Models: WS32FS541R, WS32FS600RE)
Wright Manufacturing	Stander Fixed Deck 36" (Models: WS36FS541R, WS36FS600RE)
Wright Manufacturing	Stander Fixed Deck 42" (Model: WS42FS600RE)
Wright Manufacturing	Stander Fixed Deck 48" (Models: WS48FS600RE, WS48FX600E, WS48FX691E)
Wright Manufacturing	Stander Fixed Deck 52" (Models: WS52FX600E, WS52FX691E, WS52FX730E)
Wright Manufacturing	Stander Fixed Deck 61" (Models: WS61FX691E, WS61FX730E)
Wright Manufacturing	Stander Rapid Height 36" (Models: WSR36FS600RE, WSR36FX600E)
Wright Manufacturing	Stander Rapid Height 42" (Models: WSR42FS600RE, WSR42FX600E)
Wright Manufacturing	Stander Rapid Height 48" (Model: WSR48FX600E)
Wright Manufacturing	Stander Rapid Height 52" (Model: WSR52FX600E)
Wright Manufacturing	Stander Intensity 36" (Models: WSTN36FS600RE, WSTN36FX600E)
Wright Manufacturing	Stander Intensity 48" (Models: WSTN48FX600E, WSTN48FX691E)
Wright Manufacturing	Stander Intensity 52" (Models: WSTN52FX600E, WSTN52FX691E)
Wright Manufacturing	Sport Rapid Height 36" (Models: WSES36FS600RE, WSES36FX600E)
Wright Manufacturing	Sport Rapid Height 42" (Models: WSES42FS600RE, WSES42FX600E)
Wright Manufacturing	Sport Rapid Height 48" (Models: WSES48FX600E)
Wright Manufacturing	Sport Rapid Height 52" (Models: WSES52FX600E)

Wright Manufacturing	Sport Intensity 36" (Models: WSPN36FS600RE, WSPN36FX600E)
Wright Manufacturing	Sport Intensity 48" (Models: WSPN48FX600E, WSPN48FX691E)
Wright Manufacturing	Sport Intensity 52" (Models: WSPN52FX600E, WSPN52FX691E)
Wright Manufacturing	Stander X 48" (Model: WSTX48FX691E)
Wright Manufacturing	Stander X 52" (Models: WSTX52FX691E, WSTX52FX730E)
Wright Manufacturing	Stander X 61" (Model: WSTX61FX730E)
Wright Manufacturing	Sport X 48" (Model: WSPX48FX691E)
Wright Manufacturing	Sport X 52" (Models: WSPX52FX691E, WSPX52FX730E)
Wright Manufacturing	Sport X 61" (Model: WSPX61FX730E)
Wright Manufacturing	Stander ZK 52" (Models: WSZK52FX801E, WSZK52FX850E-49S)
Wright Manufacturing	Stander ZK 61" (Models: WSZK61FX801E, WSZK61FX850E-49S)
Wright Manufacturing	Velke Gear Drive 32" (Model: WVG32FS541R)
Wright Manufacturing	Velke Gear Drive 36" (Model: WVG36FS541R)
Wright Manufacturing	Velke Gear Drive 48" (Model: WVG48FS541R)
Wright Manufacturing	Velke Hydro Drive 32" (Model: WVH32FS541R)
Wright Manufacturing	Velke Hydro Drive 36" (Models: WVH36FS541R, WVH36FS600RE)
Wright Manufacturing	Velke Hydro Drive 48" (Model: WVH48FS600RE)
Wright Manufacturing	Velke Hydro Drive 52" (Model: WVH52FS600RE)
Wright Manufacturing	ZTO 48" (Model: WZTO48FX691E)
Wright Manufacturing	ZTO 52" (Models: WZTO52FX691E, WZTO52FX730E)
Wright Manufacturing	ZTO 61" (Models: WZTO61FX730E)
Wright Manufacturing	Z 48" (Model: WZ48FX801E)
Wright Manufacturing	Z 52" (Models: WZ52FX801E, WZ52FX850E-49S)
Wright Manufacturing	Z 61" (Models: WZ61FX801E, WZ61FX850E-49S)
Zipper	Professional Mid Mount Series- Propane 31HP 50" (Model: PMP5031K-13)
Zipper	Professional Mid Mount Series- Propane 31HP 60" (Model: PMP6031K-13)
Zipper	Professional Front Mount Series- Propane 26HP 44"(Model: PFP4426K-13)
Zipper	Professional Front Mount Series- Propane 26HP 54" (Model: PFP5426K-13)
Zipper	Industrial Front Mount Series- Propane 28HP 64" (Model: IFP6428K-13)
Zipper	Industrial Front Mount Series- Propane 28HP 74" (Model: IFP7428K-13)

(*) Eligible John Deere and Wright Manufacturing mower models must be purchased new and utilize the approved EnviroGard conversion kit. Ariens/Gravely mower models must be purchased new and utilize the Gravely LP conversion kit (No. 792142). To be considered eligible under the \$1,000 incentive level, authorized OEM propane

conversions for John Deere, Wright Manufacturing, and Ariens/Gravely mower models must be completed by an OEM-approved equipment dealer or conversion specialist.

Eligible Propane Conversion Equipment

Under this program, currently owned mowers with size 36-72" cutting deck (model year 2012 and newer with less than 250 hours or less at the time of conversion) may be converted to operate on propane. The following EPA-certified conversion kit manufacturers are the only ones currently approved through the program: BSI Engineered Fuel Systems, EnviroGard Propane Conversions, Hendrix Industrial GasTrux, and Metro Lawn Propane Conversions.

Program Eligibility Requirements

To qualify for the program, participants must:

- Make an investment by purchasing or converting an eligible mower unit.
- Agree to provide PERC with information about the uses and performance of the mower(s) purchased under this program.
- Reside in the United States.
- Be at least 18 years of age.
- Be in good standing with their fuel supplier (if already a propane customer).

End-User Commitment

Data collection is a required element of the program. PERC representatives will stay in regular communication with program participants to provide information and support. Program participants must 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 short 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. Make this data available to PERC and its representatives as requested.
- Submit updates electronically on the performance of the equipment as requested by PERC.

Application Process

Outlined below is the step-by-step process PERC undertakes to manage applications:

1. Applications are submitted online at www.poweredbypropane.org. While online submissions are preferred, PERC will accept applications via e-mail at 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. 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 the following documents for enrollment in the program — a contract, a federal W-9 form, and a copy of the receipt of purchase for the propane mower equipment and, if applicable, the conversion kit proof of purchase. These documents **must** be submitted as a complete package or they will not be processed by PERC.
 5. The applicant completes the pre-season survey and submits answers to PERC. While use of the 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 program. Examples include on-site equipment demonstrations, testimonials or interviews about the impact of the new propane-fueled equipment, and/or photos showing the propane-fueled equipment being used in the field.

Limitations

To ensure the most relevant and useful data is obtained through the program, PERC may deny an 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 applicant, or other factors relevant to ensure broad geographic representation.

More information

Visit www.poweredbypropane.org for more information and details on applying.

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."

Propane Education and Research Council
1140 Connecticut Ave. NW, Suite 1075
Washington, DC 20036
Telephone: (202) 452-8975
Fax: (202) 452-9054
www.propanecouncil.org