

CUSTOMER TESTIMONIALS

CITY OF ST. CHARLES

What led you to consider propane mowers?

We had heard a little about propane mower conversion, but what really sparked our interest was a presentation at the 2013 Missouri Parks and Recreation Association (MPRA) conference that covered the benefits of propane mowers. That's what gave us the motivation to start seriously researching them as an alternative to gas/diesel mowers.

Why did you make the switch?

Propane mowers offer many advantages over gas/diesel mowers:

- We wanted to go green and be stewards of our environment. Propane is a clean-burning alternative to gas and diesel. The mowers release up to 50% less greenhouse emissions and up to 80% less carbon monoxide than their gas and diesel counterparts.
- Propane is a great value compared to gas and diesel. We estimate replacing our fleet with propane mowers will save the City of Saint Charles an average of \$12,000 (40%) annually on fuel expenses.
- We participate in MFA Oil Propane's pre-buy program to contract our propane supply and lock in the price for the year. That allows us to protect the city from price volatility, while taking the guesswork out of budgeting for our propane needs.

- The initial investment for our propane mowers is less than what we would have paid for gas or diesel mowers. In addition, the Propane Education Research Council (PERC) offers incentives to purchase propane mowers or convert existing gas/diesel mowers to propane.

- Because propane mowers burn cleaner, there are no carbon deposits or particulate matter to contaminate the engine. This means less maintenance (including fewer oil changes), a longer engine life and improved productivity compared to gas and diesel mowers.

- Propane cylinders have a closed-fuel system. We don't have to worry about leaks or spilling as a result of human error. Also, propane can't be siphoned, so theft isn't a concern.

Were there a lot of mower options from which to choose?

Yes. We considered bids from seven dealers who offered models from five mower manufacturers. The prices were competitive, and there was a large selection.

Discuss the conversion option.

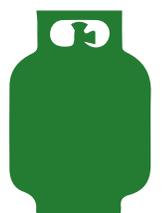
MFA Oil Propane employees are trained in mower conversion, and they helped us with one of our mowers. Converted mowers also are eligible for national and state PERC incentives.



Why did you choose MFA Oil Propane?

We considered multiple providers. However, we chose MFA Oil Propane for many reasons:

1. MFA Oil Propane offers fuel contracting, so we could lock in the price of our propane for the year. From a budget standpoint, that is a big advantage.
2. MFA Oil Propane assisted us with submission of paperwork for the national and state PERC incentives, saving the City of Saint Charles thousands on the initial investment.
3. MFA Oil Propane is installing a dispenser on site, so we can refill our own cylinders. In addition, they are helping us obtain the required training for propane certification. Filling on site saves time and improves productivity.
4. MFA Oil Propane assists with conversion of existing equipment.



ALL SEASONS LANDSCAPING

Tell us about your conversion experience.

I converted six mowers and two trucks to propane. Ethanol is horrible for small engines, so I previously used premium fuel without ethanol, which added to my fuel cost. With propane, I don't have to worry about bad gas or water in the fuel. The mowers run great. Not only is the fuel quality better, the price is lower, which improves my bottom line. And, I have a dispensing station at my shop, which helps with contract pricing.

Why did you choose to install a dispensing station?

The dispensing station is a key component to keeping prices low. With a tank onsite, I can contract my propane through the pre-buy program, which guarantees my supply at a fixed price. I know what my fuel price will be for the entire year - no fluctuations. So I can provide my customer with a firm price for the season without adding a fuel surcharge.

How was your experience with MFA Oil Propane?

MFA Oil Propane has been an essential partner in the process of transitioning to propane. Their employees helped with engine conversions, a dispensing station and training.



COLUMBIA LANDCARE



How do your propane mowers compare to your gasoline mowers?

We get about the same performance and same gallons per hour that we do with our gasoline mowers, but the cost of propane is much lower than gas. And, not only do the environmental benefits of using low emissions propane appeal to us, but to our customers, too. We can distinguish ourselves from our competitors by promoting our environmentally friendly service.

You purchased new propane mowers instead of converting your fleet. Tell us about that.

Because unleaded gasoline can be hard on an engine, we didn't want to convert an engine that already had wear. Propane, on the other hand, burns very clean. Thanks to that, there is less maintenance on the mowers, including fewer oil changes, and the life of the engine is extended.

How was your experience with MFA Oil Propane?

Thanks to MFA Oil Propane, we no longer have to transfer tanks to and from our mowers. Its representatives were instrumental in establishing our onsite dispenser, so we can fill our tanks ourselves. It saves a lot of time and improves productivity.

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