

Building Infrastructure, Saving Money

by Drew Combs,
Vice President, CHS Propane

Marketers need to think outside the box to grow propane gallons. While traditional markets remain strong, there are opportunities for the industry to advance in exciting new propane-powered technologies, like autogas, irrigation systems and generators.

To help advance propane as an alternative fuel source, CHS is offering a first-of-its-kind rebate initiative called the CHS Propane-Powered™ Rebate Program, which offers marketers rebates for propane technologies. Read the story to the right to get started.

CHS aims to be your strategic partner while helping to advance the industry. Thank you for your business.

CHS Offers New Rebate Program to Save Marketers Thousands

New technologies and increasing U.S. production allow propane marketers to think beyond traditional home heat and agriculture uses to grow their gallons. “It’s easier than ever for our customers to power their businesses with propane,” says Andy Ernst, marketing manager for CHS Propane. “But there can be barriers to selling propane-powered technologies because of gaps in infrastructure and understanding.”

In response, CHS is launching its CHS Propane-Powered™ Rebate Program, a new rebate program that allows marketers to be reimbursed for embracing new propane technologies like autogas and propane irrigation engines and generators. The amount a marketer can be reimbursed is tied to the number of gallons they have purchased from CHS. “The program is our way to help this exciting segment of the industry grow,” says Ernst.

The program focuses on incentives for propane-powered school buses and converting fleets to autogas, as well as implementing propane generators and irrigation equipment.

Get Started Today!

For program details, watch this [webinar](#), visit the propane page of MyCHS or contact your CHS propane account manager (contact information listed on the next page).

Not a customer? **Call 800-852-8184 to learn how you can become a CHS customer** and take advantage of CHS rebate programs.

CHS Propane-Powered™ Rebate Program Options

MARKETER REBATE



**Autogas Conversion Kits
(Cars/Trucks/Crane Trucks)**

Dollars per item: \$5,000

Max. per marketer: \$5,000

Marketer Vehicle Graphics

Dollars per item: \$500

Max. per marketer: \$500

S2G Bobtail/Conversion Kit

Dollars per item: \$5,000

Max. per marketer: 2 trucks
or \$10,000

AUTOGAS DISPENSER REBATE



Private:

\$25,000 for dispenser, not
exceeding 50 percent of
dispenser cost

Public:

\$30,000 for dispenser, not
exceeding 70 percent of cost

SCHOOL BUS OR FLEET CONVERSION REBATE



Dollars per item: \$2,500
per bus or fleet vehicle

Max. per school or fleet:
10 buses or fleet vehicles

Max. per marketer:
\$25,000

GENERATORS AND IRRIGATION ENGINES



Dollars per item: \$2,500

Max. per marketer:

\$5,000, not to exceed 50
percent of a generator’s
purchase price

TRAINING AND GRANT WRITING

Marketers participating in the CHS Propane-Powered™ Rebate Program are eligible for on-site autogas training or a third-party autogas grant writer if applying for VW, DERA or other industry rebates. Maximum rebate per marketer for training and grant writing is \$1,000.





Attend Webinars to Learn About Growing Your Business through Propane-Powered Technologies

CHS Propane is hosting webinars throughout February and March that allow you to learn more about using propane as an alternative energy source and show how you can take advantage of the CHS Propane-Powered™ Rebate Program.

Upcoming webinars feature experts and first-hand users on the following systems and technologies. Click on the link to register:

- [Pricing your autogas at the dispenser](#): Feb. 15, 11 a.m. CST
- [Resources for marketing propane autogas](#): Feb. 22, 11 a.m. CST
- [Understanding vapor propane conversion kits with Alliance Systems](#): March 1, 11 a.m. CST
- [How do liquid propane conversion kits work? with ICOM](#): March 8, 11 a.m. CST
- [Expanding gallons with propane-powered irrigation engines and generators](#): March 15, 11 a.m. CST
- [Need more funding? Maximize grant dollars with Fischer Consulting](#): March 22, 11 a.m. CST

Want to Take Advantage? Become a CHS Propane Customer

Only CHS customers can take advantage of CHS Propane rebate programs. **Call 800-852-8184 to learn how you can become a CHS customer** and take advantage of CHS program rebates.

More Programs from CHS Propane

Get Reimbursed for Safety Programs

The CHS Safety Reimbursement Program now offers rebates for community-focused propane safety training, costs associated with safety materials and equipment and custom-designed safety programs. Marketers can also receive rebates to attend propane safety sessions at CHS Equipment Roadshows, happening across the country in spring 2019.

Call 800-852-8184 to find out how you can get reimbursed for your safety initiatives.

Right-size with Storage for Pennies

It's never been more important to right-size bulk propane storage for you and your customers. We take the hassle out of bulk storage through the CHS Storage For Pennies program, which allows you to lease equipment as you pay it off.

With our [Storage For Pennies calculator](#), you have a powerful financial tool that provides an estimated ROI on your project in just a few minutes.

[Click here](#) to learn more about the Storage For Pennies program.

For all your propane storage challenges, contact your team of Energy Equipment experts at 800-852-8186 and press 1.

Hub Market Price Updates by Text

Sign up today through the Propane Control Room to receive hub market price updates in daily texts or email messages. This industry-leading tool from CHS allows you to receive up to five texts and/or emails throughout the day with hub market pricing. **Current customers can click "Preferences" in the Propane Control Room to sign up.**

QUESTIONS? CONTACT YOUR CHS ACCOUNT MANAGER

EAST	
Eric Brandt	866-839-7145
Dan Faries.....	800-338-0232
Mark Porth.....	888-494-2134
Mike Holy	651-355-8407

WEST	
800-547-3835	
Courtney Thompson.....	x2,9
Alan Groene.....	x2,6
Dallas Engel	x2, 1
Mike Ende.....	x2,8
Ryan Meyer	x2,2

ACCOUNT REPRESENTATIVES	
800-547-3835	
Sarah Humpal.....	x2,3
Mike Price	x2,7
Austin Robida.....	x2,4

ENERGY EQUIPMENT	
800-852-8186	
Andrew Manchester.....	ext. 8473
Lynn Kopet.....	ext. 8464
Stephanie Tuman	ext. 8439
Les Klukas.....	ext. 8465
Crystal Miller	ext. 8467

