



# Propane in the Agriculture Market

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*National Propane Gas Association*

# Propane in Rural America

- 50% use propane in their home.
- 40% use propane on their operation.
  - ~829,000 customers.
  - ~1,000,000,000 gallons.
  - >10% of all sales.



# How is propane used on ag operations?

## 2015 Farm Incentive Program, Irrigation Engine Participants

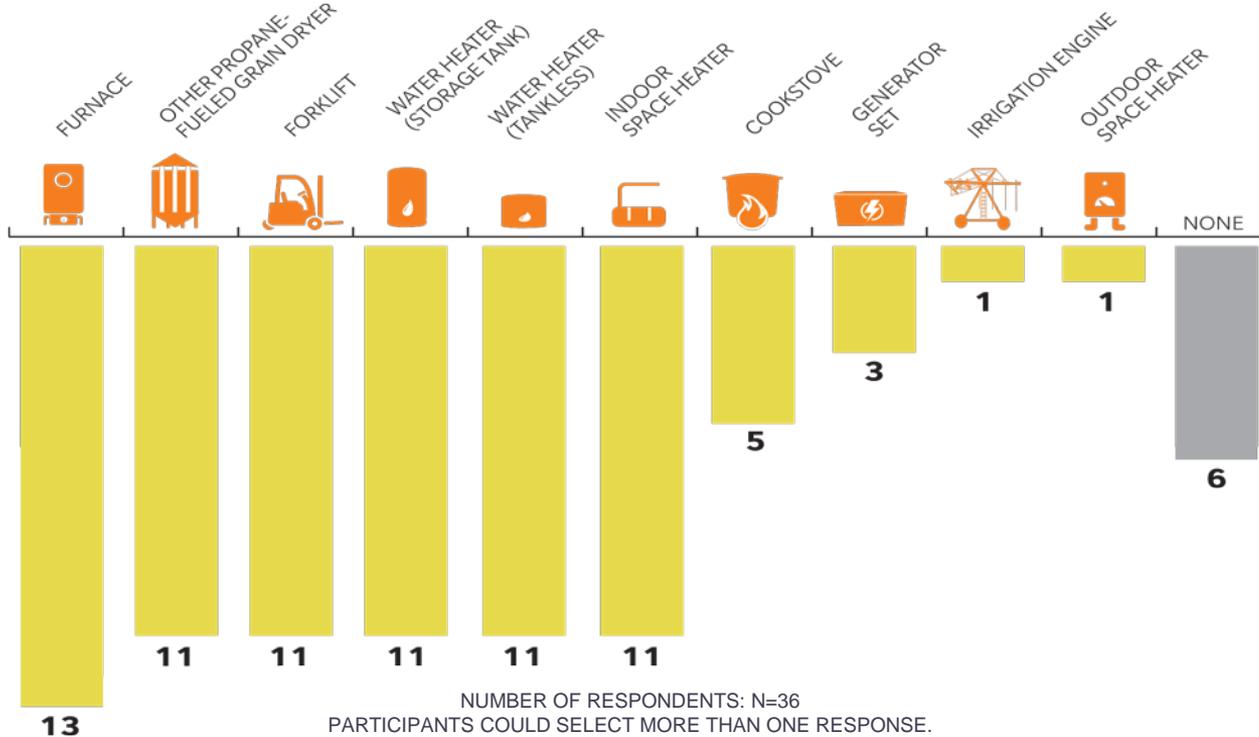


NUMBER OF RESPONDENTS: N=44  
PARTICIPANTS COULD SELECT MORE THAN ONE RESPONSE.

75% of the participants use other propane-powered equipment

# How is propane used on ag operations?

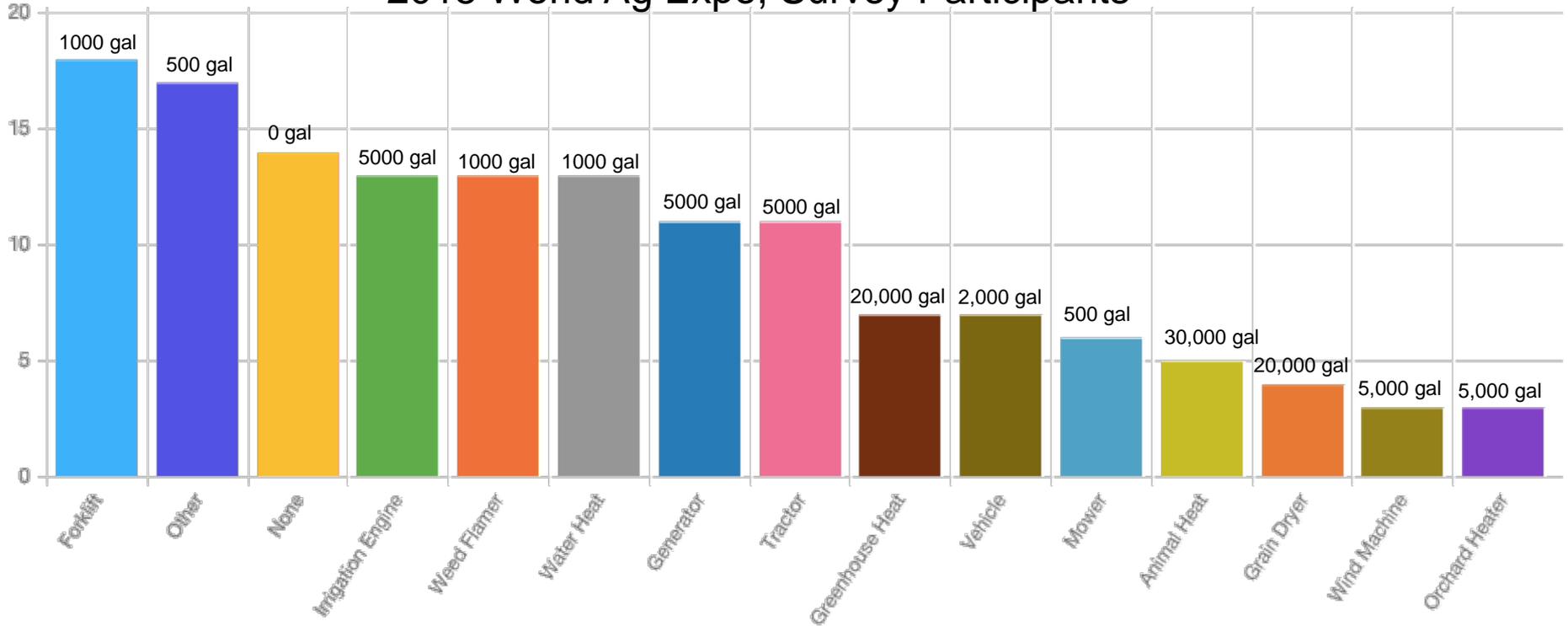
## 2015 Farm Incentive Program, Grain Dryer Participants



Over 80% of the participants use other propane-powered equipment

# How is propane used on ag operations?

2015 World Ag Expo, Survey Participants



# Details: Irrigation Engines



**DON'T COUNT EVERY GALLON  
MAKE EVERY GALLON COUNT**

REDUCE YOUR COSTS WITH THE HIGH  
EFFICIENCY OF PROPANE IRRIGATION ENGINES

 **PROPANE**  
CLEAN AMERICAN ENERGY™

PROPANE.COM

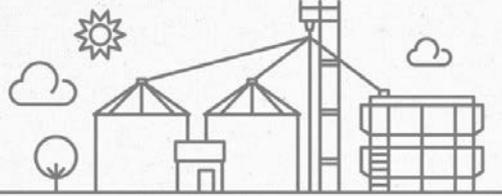
The advertisement features a central illustration of a propane delivery truck on the left, a propane storage tank in the middle, and a propane irrigation engine on the right. The background includes a sun, clouds, and a field with irrigation lines. The text is in a clean, sans-serif font, with the main headline in a larger, bold font.

- Growth market for propane.
- Summer load.
- Demand is driven by Tier 4f regulations.
- Propane, electric, diesel, and natural gas.
- New generation of engines.

# Details: Crop Dryers



READY TO  
**SAVE BUSHELS?**



USE 50% LESS ENERGY TO GET THE JOB  
DONE WITH NEW PROPANE GRAIN DRYERS

 **PROPANE**  
CLEAN AMERICAN ENERGY™

PROPANE.COM

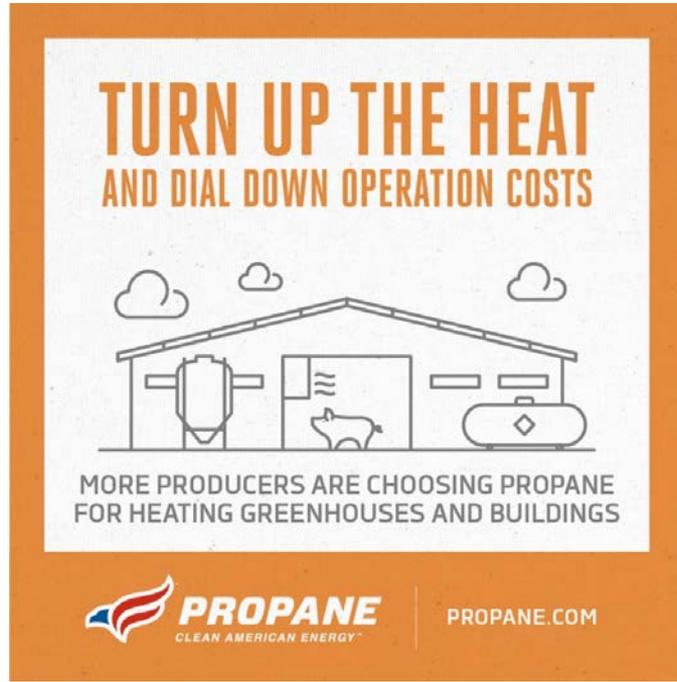
- Mature market. Seeing productivity and efficiency improvements.
- Pre-winter load.
- Can use 20,000 gallons or more a season.
- Propane and natural gas. About 80% of grain dryers use propane, but about 80% of demand is for natural gas at commercial grain dryers.
- High demand in a short season.

# Details: Greenhouse Heat



- Mature market. Seeing productivity and efficiency improvements.
- Can use 20,000 gallons or more per year.
- Propane plus natural gas, plus some biomass and heating oil.
- Companies moving to new locations.

# Details: Animal Heat



- Mostly swine and poultry. Some dairy.
- Mature market. Seeing productivity and efficiency improvement.
- Can use 30,000 gallons or more per season.
- Propane plus natural gas and biomass.

# Details: Flame Weeding

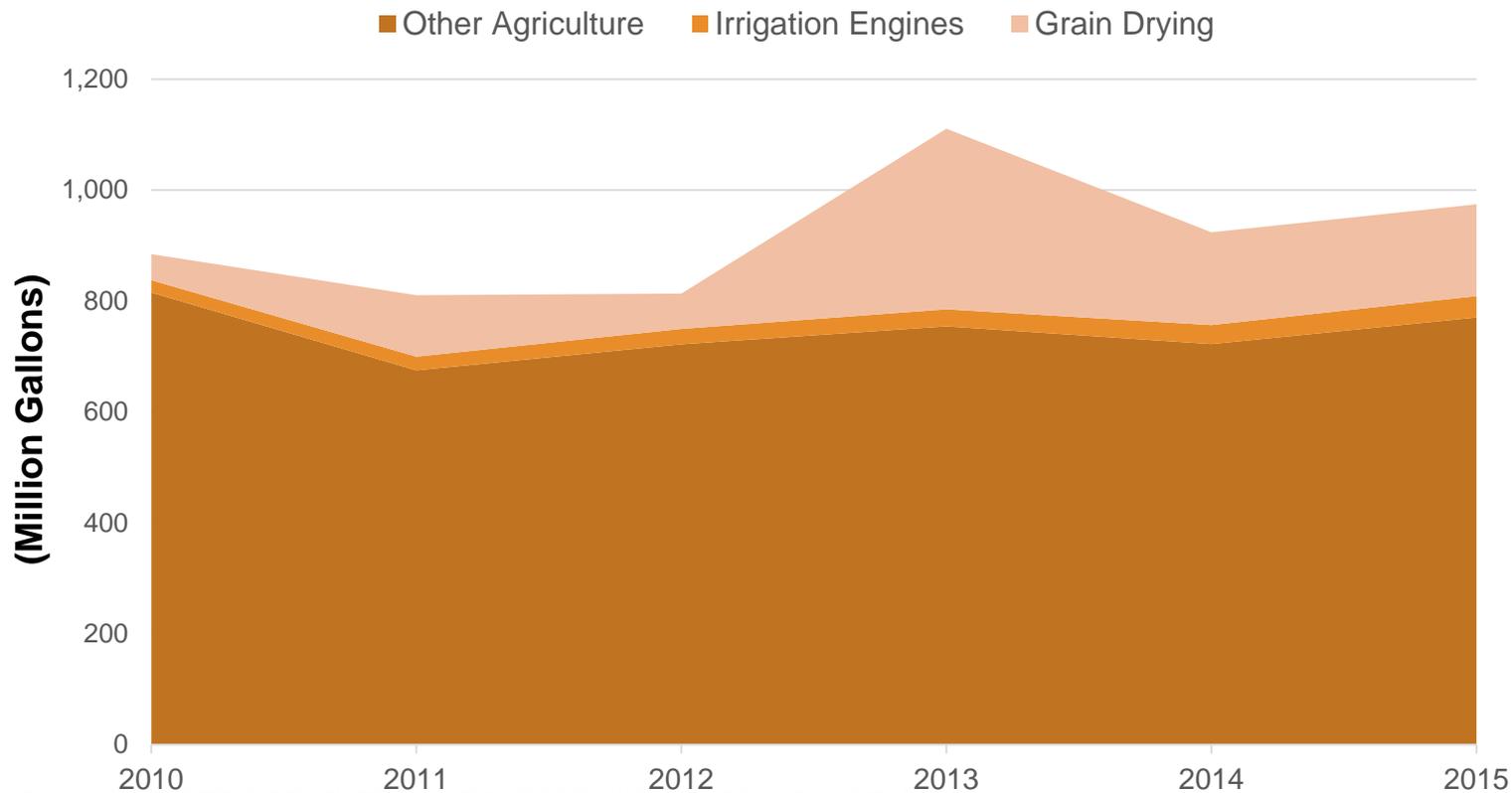


- Growing market as organic ag grows.
- Uses 4-10 gallons per acre per treatment. Typically two treatments per year.
- Competitive vs herbicides in traditional ag at current propane prices.

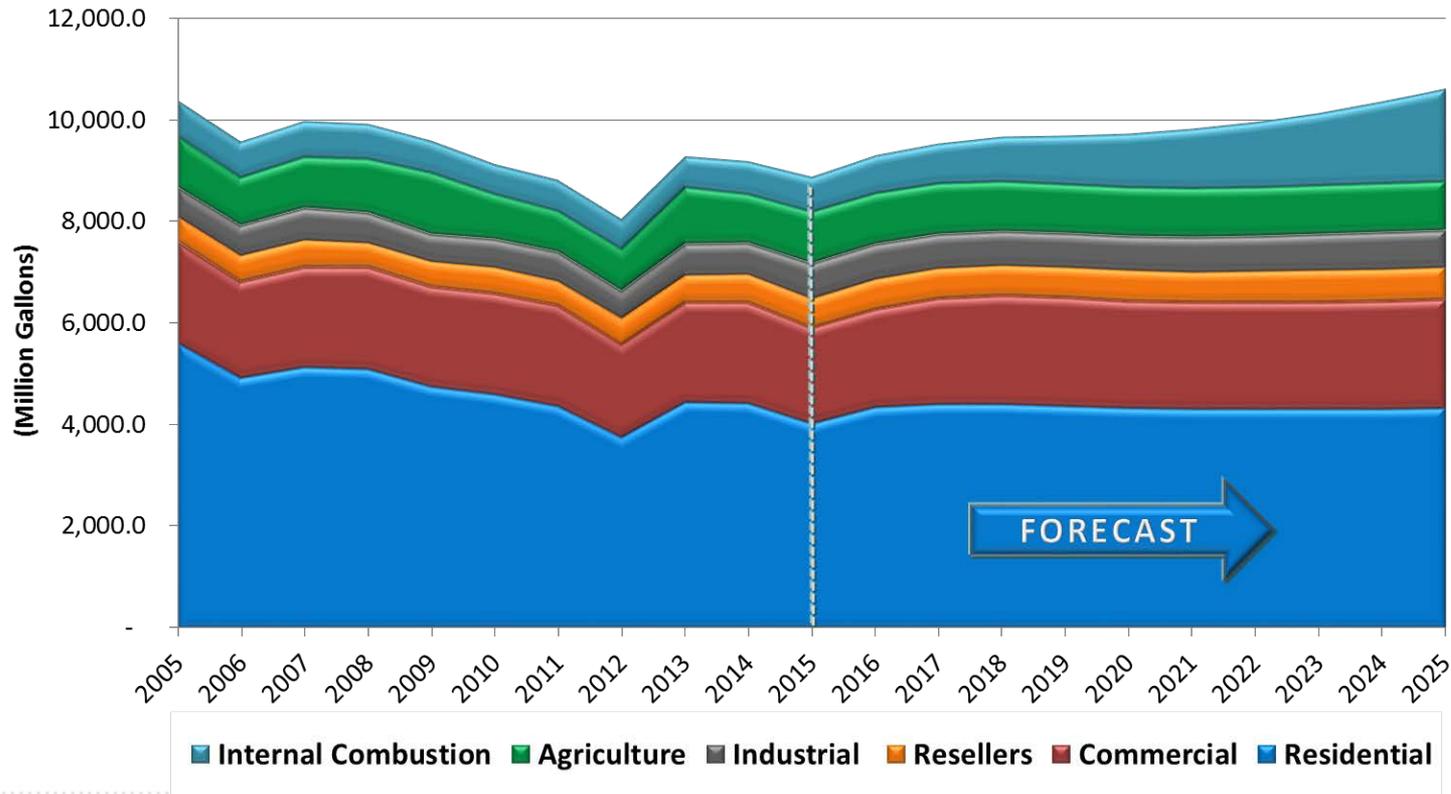
# A Farm Could Use Around 100,000 Gallons/Year



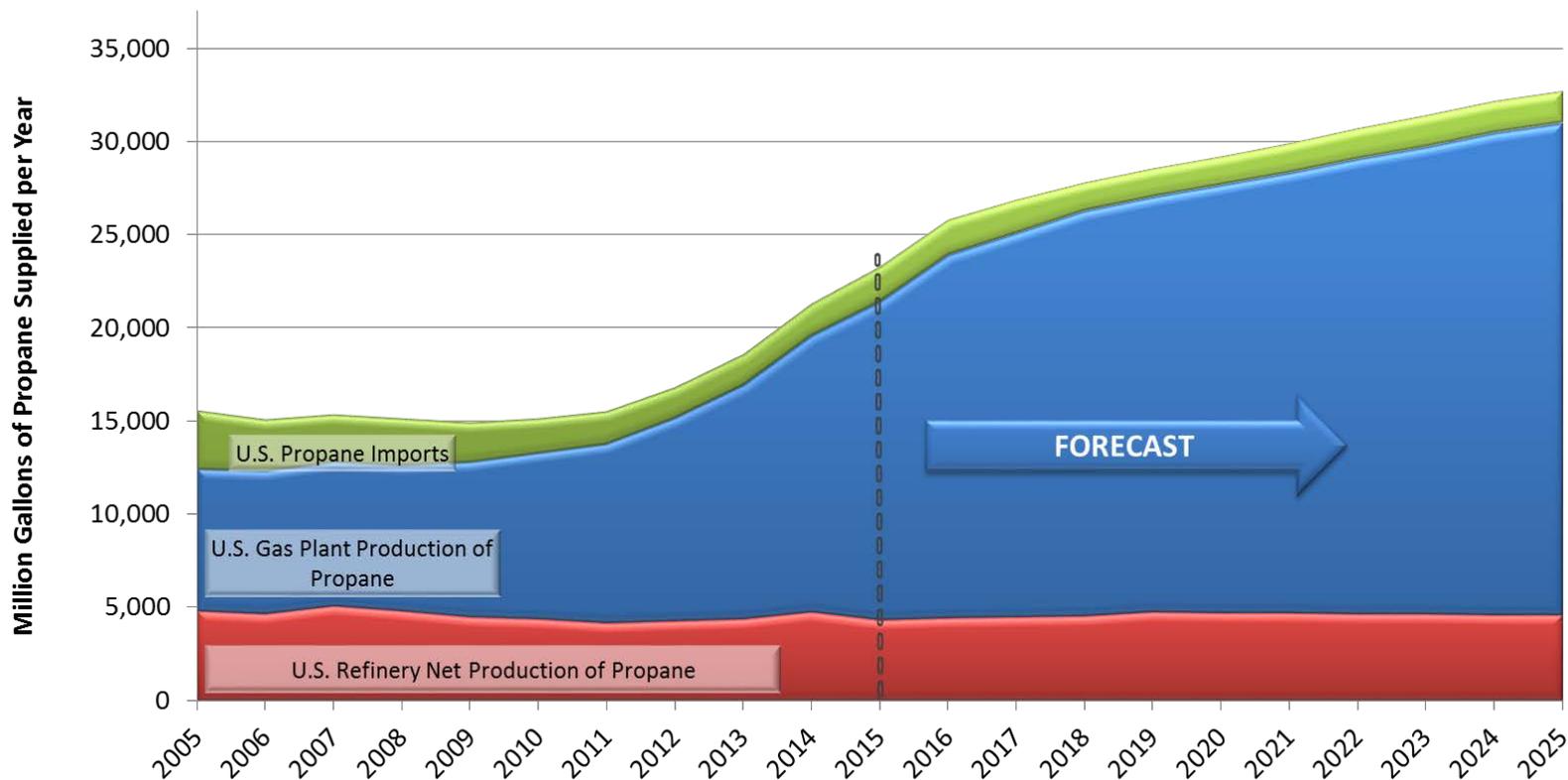
# U.S. Propane Demand in Agriculture



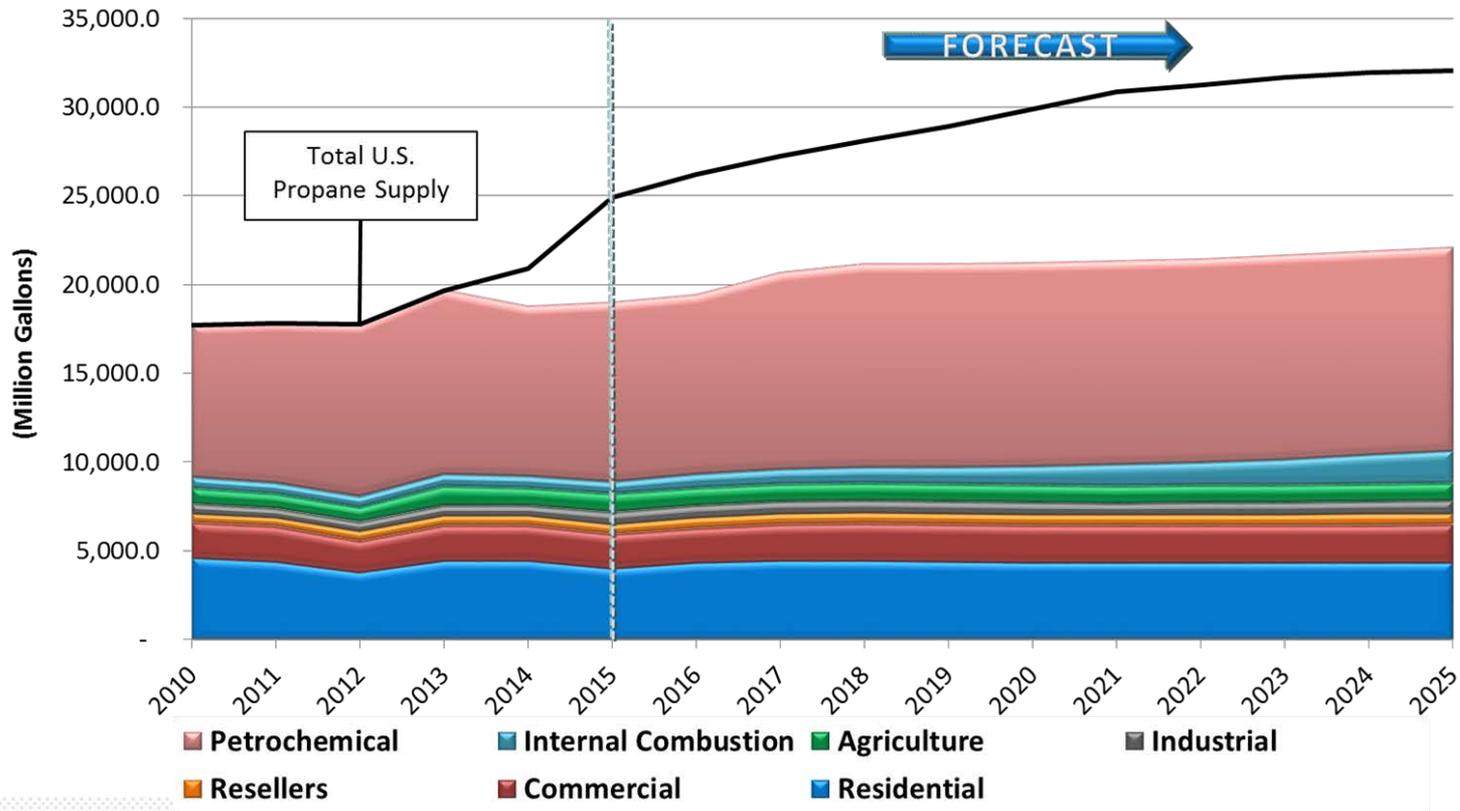
# U.S Propane Demand Outlook



# U.S. Propane Supply Outlook

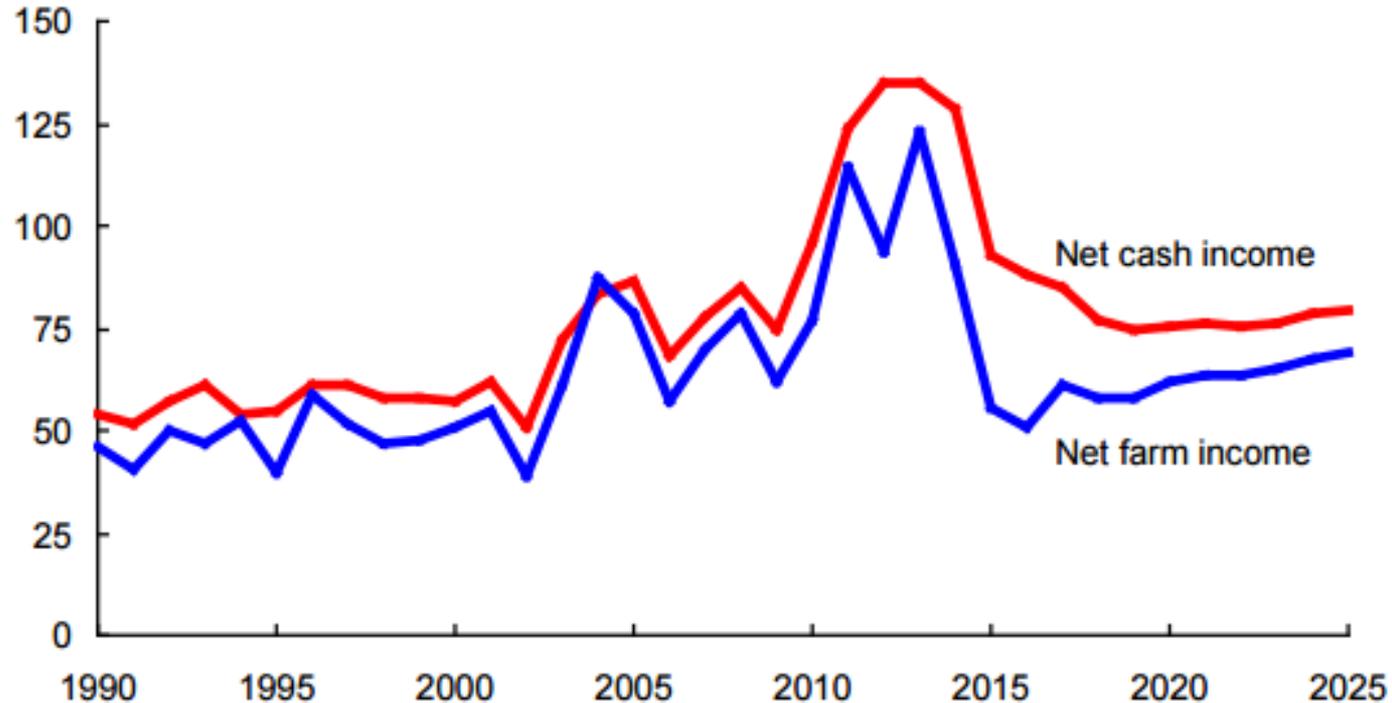


# U.S. Propane Supply vs. Demand



# U.S. Farm Income Indicators

Billion dollars



# Reasons why agriculture operations choose propane.

- Equipment cost.
- Installation cost.
- Operating cost.
- Environmentally friendly.
- Proven and reliable.
- Portable and mobile.
- Storable.
- No theft.
- Clean, American Energy



# The real advantages operations see with propane.

- A committed partner.
- Unique service.
- Knowledgeable support.
- Real solutions.
- Off-the-grid operations.
- Convenience.
- Connections.



The real advantage you see with propane.

- A committed partner
- Unique services
- Knowledgeable
- Real solutions
- Off-the-grid options
- Convenience.
- Connections.

WE ARE  
**MORE**  
— THAN —  
**ENERGY**



## PROANE IRRIGATION ENGINE CALCULATOR

Inputs:  
Horsepower Required: 120  
Hours of Usage per Year: 1000  
Propane Engine Purchase Amount: \$20,600  
Diesel Engine Purchase Amount: \$28,800  
Price per Gallon: \$1.12

Results:  
PROANE FUEL SAVINGS: \$3,372 (1 YEAR)  
TOTAL SAVINGS USING PROANE: \$25,059 (1 YEAR)



ABOUT PROPANE | ABOUT US | INCENTIVE PROGRAMS | NEWS AND EVENTS | CONTACT US

FIND A REFUELING LOCATION | FIND A PROPANE RETAILER | WATCH VIDEOS

What are you searching for?

AGRICULTURE | COMMERCIAL LANDSCAPE | INDUSTRIAL | ON ROAD FLEETS | RESIDENTIAL

### PRODUCTS THAT USE PROPANE

- Irrigation Engines
- Grain Dryers
- Flame Weed Control
- Building and Water Heating
- Trucks and Vehicles
- Mowers and Forklifts
- Standby Generators

Programs and Incentives

Testimonials

Case Studies

Events and Webinars

Safety and Training

Calculator

**PROPANE FARM INCENTIVE PROGRAM**  
Apply now to receive an incentive for participating equipment.  
[LEARN MORE](#)

#### Irrigation Engines

The new propane-powered engines are more efficient than older propane models and can provide farmers with an immediate savings in fuel costs compared with diesel or gasoline.  
[Read More](#)

#### Grain Dryers

New propane-powered units are extremely efficient and distribute a very precise heat, which ensures that the grain dries evenly and results in a high-quality yield.  
[Read More](#)

#### Building and Water Heating

A growing number of farmers are using propane-powered building and water heaters in their operations.  
[Read More](#)



# Thank You

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