ENERGY FOR EVERYONE®
propane

Fueling Growth and Elevating Customer Service with Propane

Rotolo Consulting Incorporated relies on propane-powered mowers to drive efficient and sustainable operations

Rotolo Consulting Incorporated (RCI), a leading lawn and landscape business in Slidell, Louisiana, has experienced significant growth since implementing propane-powered equipment in 2008. What started as a small family-owned irrigation company in the late '70s is now a full-service company offering a suite of design, build, and maintenance services. By leveraging propane in their fleet of mowers, utility vehicles, and cargo trucks, RCI has not only saved on fuel costs but also enhanced service reliability and environmental sustainability. The transition to propane has proven to be a game-changer, providing both economic and operational benefits for RCI's expanding business.

RCI AT-A-GLANCE

TOP 25 lawn care company

17 LOCATIONS in **9 STATES**

$150M+ annual company revenue

FLEET PROFILE

500+
PROPANE-POWERED MOWERS
The largest mower fleet in the country

90
PROPANE AUTOGAS VEHICLES

45
PROPANE FORKLIFTS



THE IMPACT OF PROPANE: KEY RESULTS AND BENEFITS FOR RCI

MINIMUM SAVINGS OF $1.00 PER HOUR on run time

600 HOURS REDUCTION annual gallon usage

20% REDUCTION in greenhouse gas emissions

INCREASED RELIABILITY and **ENGINE LONGEVITY**

REDUCED DOWNTIME in fleet operations

LOWER MAINTENANCE COSTS

RCI aimed to enhance efficiency and sustainability by standardizing its fleet, equipment, and vendors. The challenge was to reduce fuel costs and improve reliability without compromising performance. Propane provided a cost-effective, environmentally friendly solution that met RCI's growing service demands. The switch to propane-powered equipment resolved key operational issues, including frequent downtime and fuel system problems associated with gasoline-powered machines.

Since making the switch, RCI has not only reduced fuel costs but also advanced its sustainability efforts. The company has expanded its fleet and service offerings, including disaster relief and landscape maintenance, all thanks to the operational benefits of propane. RCI is actively seeking new ways to integrate propane into its operations.

RCI'S PROPANE MOWERS OUTPERFORMED GASOLINE IN REAL-WORLD CONDITIONS

In the summer of 2012, RCI was tasked with maintaining a Baton Rouge parkway with nearly identical berms and undulations on both sides. To assess equipment performance, RCI conducted a head-to-head comparison, using two gasoline-powered 60-inch mowers on one side and two propane-powered 60-inch mowers on the other. All four mowers were the same make and model, with similar usage hours, differing only in fuel source.

At the end of the trial, the data was clear: propane not only delivered greater cost savings but also outperformed the gasoline mowers. While the gasoline models experienced consistent downtime, the propane mowers kept running smoothly. Martin attributes the gasoline mowers' frequent failures to the steep grades, noting they lost suction on hills or spilled fuel when running on an incline. "Gas mowers faced more fuel system issues throughout the summer. On the propane side, we encountered very few, if any, fuel system problems."

> *"Propane has been tremendous. Over the 12 years we've been using it, we've become so large and diverse in the different services we offer and the environments we mow in. Propane meets our needs as our needs have expanded."*
>
> **BRANDT MARTIN**
> *Chief Operating Officer of Maintenance, RCI*



FOR MORE INFORMATION

To learn more about the benefits of propane turf and landscape applications, visit **propane.com/landscape**.

Propane Education & Research Council

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