



We Stock Over 12,000 Essential Items!

BASIC ESSENTIALS

- First Stage Regulators
- Second Stage Regulators
- Integral Two Stage
- 2-PSI Service Regulators
- Changeover Regulators
- Hogtails/Pigtails
- Copper Tubing
- Brass Fittings
- Hoses
- Pumps
- Paint
- Internal Valves
- ESVs

PLASTIC PIPE & FITTINGS

- X-Risers
- Con-Stab Fittings
- PE Tubing

RETAIL PROPANE

- Cylinders
- Cylinder Cabinets
- OPD Valves

AND MORE!

BERGQUIST SEMINARS!

Visit the *Bergquist Academy* at bergquistacademy.com to view upcoming training programs or call us at **800-537-7518**.

WE'RE HERE FOR YOU!

When you call Bergquist, you get your questions answered by the people who **know** propane equipment.



Our Bonds Keep Us Strong

by Bob Barry, CFO, Bergquist, Inc.



Bob Barry

It's fun to be Chair. Folks, since June of this year it has been my pleasure to serve as the Chair of the National Propane Gas Association (NPGA) Board of Directors. I have travelled to 11 state association meetings representing 14 different states. The industry members at these meetings represent a cross section of the propane community.

I have mentioned before the importance of the connection between the state/regional propane gas associations and the NPGA. Together we convey the needs of our industry to local, state, regional and national rule-making or standard-

setting bodies and organizations.

United we stand – a statement used by many over past centuries – is a call to arms for our industry. As a unified group, our voice will be heard where regulatory decisions are made and enforced. The US propane industry functions best as a community. The members of this community vary in size and are scattered across the countryside impacting the lives and businesses of many. As colleagues, we achieve our success by working together – as individuals, as state associations, as a national association.

I have talked with (or to) several hundred propane folks over the last several months. Once we get past worries over supply and personnel, we find the commonality of our problems is the strength of our bonds. We are bonded as a community serving the families of our country. We help each other by sharing solutions we have found to a particular event that may be similar to an issue faced by fellow propane professionals.

This bond is exhibited by our state/regional propane gas associations being linked to the NPGA in formal and informal collegiality. The opportunities for the propane industry to grow are increased when we collaborate – on marketing, safety & training, research & development. These functions are guided by the pooled resources of the state/regional associations, NPGA, PERC and state PERCs.

The critical resource is people. It is clear that only by all of us working together will we have success against competitive fuels. These competitive fuels are often larger entities that have more resources than each of us; but with combined efforts, we can compete. The efforts of state executives, volunteer leadership and our state and national associations allow us to compete in the energy market.

We face a gale force headwind from the environmental activists. Their efforts, if successful, will overturn the propane industry. We will be washed out to sea as flotsam from the tsunami caused by eco-terrorists. That is right – I have used the word terrorist

continued on page 2

Introducing Bergquist Hardware-as-a-Service (HaaS) Subscription Bundle

The bundled tank monitoring service is available with a single, affordable monthly subscription

We're pleased to announce that earlier this fall we released our Bergquist Hardware-as-a-Service (HaaS) program. A monthly subscription bundle, Bergquist HaaS enables organizations to utilize its trusted monitoring hardware, actionable software, and mobile app solutions with upgrades, telecommunications and hosting, and Bergquist's expert customer service and support.

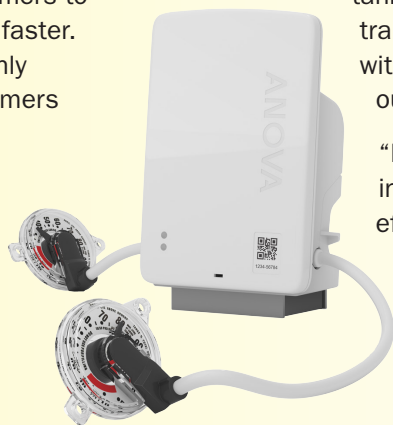
Bergquist HaaS makes it easy for customers to monitor, at a scale that drives real ROI, faster. Available with a single, affordable monthly subscription, the service protects customers and future-proofs them against network sunsets. Bergquist is proud of its deep client relationships that are built on trust, partnership, and working together to drive results.

"This is a great milestone for us; I am proud to see our continuation in the monitoring sector through our own

HaaS capabilities," said Joe Montroy, vice president of sales at Bergquist. "Bergquist HaaS will further help our current and future customers digitize operations and drive profitability."

The benefits of the platform include Bergquist's anytime-anywhere monitoring capabilities, cost savings and customizable solutions tailored to each tank. With complementary installation and user training, customers will also feel more at ease with Bergquist HaaS' warranty protection and outstanding customer service support.

"Bergquist is proud to provide market-leading industrial IoT tools that enable improvements in efficiency, safety, service, and profitability for tank monitors and sensors," said Jim Schwartzfisher, telemetry unit manager at Bergquist. "Given how essential tank monitoring is to our industry, we are pleased to offer this new subscription service to our customers."



Our Bonds Keep Us Strong

continued from page 1

to describe the actions of people and institutions that have enamored themselves of the belief that hydrocarbons and energy are evil. Our two national organizations, NPGA and PERC, have worked together to develop two pillars that we will use to support our platform in the environmental conversation:

- (1) Access to clean, affordable and renewable energy like propane ensures equity on the path to zero, and
- (2) Clean and renewable energy like propane accelerates decarbonization.

At every level of lawmaking, at every town meeting, at BBQ's in your friends' backyards, we need to discuss our role in the path to zero. **Propane is Energy for Everyone.**

In my travels as Chair, I have attended several propane supply seminars. In these seminars I have learned that the energy market has changed significantly. The boom in shale gas drilling has made the US a net exporter of propane. Propane producers have made the investment to export propane, a readily transportable energy source, to users around the globe. The US propane industry now competes for this fuel with entities from around the world. As developing nations move away from biomass as their energy source, the next step is propane. As a fuel that is easily transported for use, propane is often the first step in developing communities to enhance the lives of their citizens. Buy early, buy often seems to be the essence of the supply seminars that I have attended.

I want to thank our customers for rewarding me with this opportunity to lead the NPGA this year. As a supplier, I am honored by your trust.



COMING SOON: The New Cavagna DSS7 Series Regulator

Product includes exceptional safety features to ensure accurate pressure for domestic or small commercial applications

Coming later this fall is the new DSS7 series regulator from Cavagna. The DSS7 series regulators are direct action, dual second stage pressure regulators normally used for domestic or small commercial applications.

"We are excited to offer the Cavagna DSS7 series regulator for a number of reasons, but most importantly, we find its user-friendly capabilities and all-encompassing safety features set it apart from other pressure regulators," said Don Heller, vice president of propane technologies at Bergquist. "At Bergquist, as we continue to listen to our customers, our priority is offering the best in-class service that comes with our product offerings and we couldn't be more thrilled to work with Cavagna – North America's renowned product team."

The DSS7 is highly focused on its safety features. When the outlet pressure exceeds the set point (1.5 PSI or 4.5 PSI) or the outlet pressure decreases below the set point (3-4" w.c. or 10" w.c.), the downstream flow of gas is shut off. In both instances, the regulator can only be reset manually. The relief valve will release a calibrated amount of gas through the vent into the air when the pressure exceeds the set point (1 PSI for 11" version and 3.5 PSI for 2 PSI version). When the pressure decreases the valve resets, protecting the regulator from brief pressure changes.

The DSS7 will also shut down, not allowing gas to flow either downstream or through the vent, when activated. It can only be manually reset by a qualified technician after the condition causing the device to activate is resolved. It will not allow large volumes of gas to be released as traditional relief valves do, avoiding a release until the source container can be shut off.

Installations can be individual or in gas grids (i.e., LPG Community Systems) and can be directly assembled to a meter configuration for LP-gas or other non-corrosive preliminarily treated stable gas.



The body and cover material of the DSS7 are die-cast aluminum, while the diaphragm is made of nitrile synthetic rubber with stainless steel springs and brass or aluminum seats. It weighs just over three pounds with a maximum inlet pressure of 30 PSI and can be directly connected to a vapor meter. It is available with outlet pressure settings of 11" WC or 2 PSI, with 3/4" or 1" FNPT connections, and in straight-through or back-mount configurations.

Please Note...

We recently updated our phone system in an effort to improve contact with our customers. As a result, a few of our older, regional toll-free phone numbers will no longer be in service. These phone numbers have not been published in a very long time. They are:

1-800-892-3845 | 1-800-472-7553
1-800-682-6605

Please be mindful if one of the numbers above is in your phone system's automatic speed dial. If so, we encourage you to switch to one of the following toll-free phone numbers that will remain in service:

Toledo:	1-800-537-7518
Bowling Green:	1-800-448-9504
Indianapolis:	1-800-662-3252
Kansas City:	1-800-821-3878
Minneapolis:	1-800-328-6291

Thank you very much for your understanding and continued support.



Bergquist Bulletin

FALL/WINTER 2021



Your Propane Equipment Experts

HOME OFFICE & WAREHOUSE

1100 King Rd., Toledo, OH 43617

800-537-7518

BOWLING GREEN

1344 Memphis Junction Rd., Bowling Green, KY 42101

800-448-9504

INDIANAPOLIS

Carmel, IN 46032

800-662-3252

KANSAS CITY

11006 Parallel Parkway, Suite 204, Kansas City, KS 66109

800-821-3878

MINNEAPOLIS

327 Marshall Rd., Suite 355, Shakopee, MN 55379

800-328-6291

www.bergquistinc.com



Newsletter produced by Pro Image Communications

1100 King Road
Toledo, OH 43617

Welcome Two New Sales Managers

Jack Zoback and Amy Berg join our growing workforce

Jack Zoback and **Amy Berg** have joined us as area sales manager for Minnesota and Wisconsin and tank monitor sales specialist, respectively.

"At Bergquist, our area sales managers bring decades of experience and know our products inside and out," said Joe Montroy, vice president, sales at Bergquist. "I am proud to welcome Jack and Amy to our team and look forward to our continued growth in exceptional distribution, knowledge, and customer service in the wholesale propane equipment industry."

Zoback started his career in wild land firefighting with a local engine in northern Nevada that worked with the railroad to supervise contractor maintenance equipment in dry areas. About a year later, he joined Harsco Rail, which is what brought him to Minnesota. He started in the propane industry eight years ago with B&B Gas Piping and worked his way up to trench and install underground gas lines. Four years later, he changed direction and became a service tech for Nuway-K&H Cooperative. Now at Bergquist,



Jack Zoback



Amy Berg

Zoback is an area sales manager for the Minnesota and Wisconsin territories.

Berg joins Bergquist as a tank monitor sales specialist for the Midwest territory. She began her sales career in 2008 with RD Offutt Company as a project specialist overseeing real-estate development, property management, acquisitions, and dispositions. She moved into the energy industry several

years ago with CHS Inc. Berg has worked alongside her local cooperative to develop propane sales in her territory along with a tank monitoring program.

Today, Bergquist, Inc. continues to operate as a family-owned entity, providing wholesale propane equipment and appliances to companies across 50 states and worldwide. Bergquist's staff of over 30 experienced propane specialists is dispersed throughout five national sales and distribution centers. With many years of expertise in this industry, and multiple locations across the U.S., Bergquist is the trusted propane supplier customers continue to count on.