



## **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
- Composite Cylinders

### **AND MORE!**

### **BERGQUIST SEMINARS!**

Visit the *Bergquist Academy* at [bergquistacademy.com](http://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."



## Introducing MEC's **Excela-Flo** Residential Propane Regulators

*Now Available!*

At Bergquist we're dedicated to bringing you the best products from top manufacturers around the world! That's why we are so pleased to now offer Marshall Excelsior Company's (MEC) new Excela-Flo residential regulators. They offer several benefits for optimal performance and installation:

- Round flange ensures more evenly distributed diaphragm compression
- Large wrench flats allow for easier installation
- Stainless-steel lever provides a sure grip
- Tear-off data label makes record keeping simple

### **New Product with Proven Durability**

"MEC brings its manufacturing expertise, intensive market research, and world-class engineering to the development of the new Excela-Flo residential regulators. Although a new product, these regulators have been field tested and subject to extensive testing at MEC's lab in Marshall, MI and UL's lab in Northbrook, IL", says Don Heller, Bergquist's Vice President of Propane Technologies.

MEC's new residential regulators are subject to the most thorough propane regulator testing anywhere in the world. Testing on 100 regulators showed no lock-up, relief, or leakage failures over a 30+ year life cycle. This rigorous testing included over 500,000 cycles at 20-30% droop, over 15,000 gallons of propane used, and exposure to all seasons from field trials in various regions across the U.S. Finally, the new MEC regulators were subject to extensive UL144/UL144C testing standards.

For more information about MEC regulators, please visit [www.marshallexcelsior.com](http://www.marshallexcelsior.com).

*"We're pleased to offer our customers the new Excela-Flo residential regulators along with the other outstanding products MEC manufactures."*



**Excela-Flo**



### **We also highly recommend the Kosan+ Guardian Regulator!**

- All-in-one solution
- No need to buy separate dielectric unions
- Save money and time on installations
- Less potential for leaks



# Safety Training for Your Employees

## Numerous Resources Available on Proper Education and Training for Handling Propane

by Bruce Montroy, Senior Vice President, Sales for Bergquist, Inc.

**If you are new to propane or are hiring new employees, there are many questions to ask.**

Among them:

*Do you know how to do a leak test and when one is required?*

*Do you know the difference between a pressure test, leak test, and a test for leakage?*

*Do you know all federal, state, and local laws, rules, and regulations that you must comply with?*

*Do you know where to get answers to these questions?*

The best resources include the Propane Education & Research Council (PERC), the National Propane Gas Association (NPGA), and your state propane gas association.

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*Employee training is the best investment you make to keep your employees, customers and community safe while handling propane.*

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PERC has developed a complete training system for propane office personnel, delivery drivers and service technicians in the safe handling, transportation and installation of propane. Training begins with the **Initial OSHA & DOT First 90-Day Employee Hazmat Training**, required by federal law for all employees that handle or transport hazardous material.

The flagship of PERC's training offerings is **The Certified Employee Training Program (CETP)**. It is a comprehensive modular curriculum with 16 areas of certification to match the skill level of every job classification in a retail propane operation. The most popular CETP courses are available on a DVD e-Learning format for self study. There are textbooks for all CETP courses. Most state propane gas associations also host classroom CETP training sessions that have instructors who can add the benefit of sharing their experience in everyday situations with their students.

The final part of the CETP process is the two-part certification of your employees' knowledge and skills, handled through the NPGA. The first part of CETP certification is a proctored written exam that verifies a candidate's knowledge of the material. The second is a skills assessment test, used to provide consistency in the competence of an employee to

perform specific tasks. An employee will receive certification only when both parts are completed.

PERC has many other great programs for teaching employees what they need to know:

- Underground propane tanks present a special challenge to help prevent corrosion after they are installed. The **Cathodic Protection Program** shows how to properly design and install cathodic protection on underground propane tanks and piping. It contains procedures to follow when performing regular tests required by NFPA 58.
- Filling cylinders for RVs, grills, forklifts, and propane Autogas is an everyday part of a retail propane operation. **Dispensing Propane Safely** walks you through the steps to fill propane containers safely.
- Composite cylinders are still considered a niche product. Their light weight and translucent shell make them attractive to certain segments of the market. **PERC's Composite Cylinder booklet** illustrates the differences in filling and handling these cylinders.
- Static electricity is an invisible danger when working with propane. **Static Electricity in the Propane Industry** can help you take steps to minimize this risk in cylinder filling areas or anywhere propane transfer takes place.
- Programs in **Bobtail Rollover Prevention, OSHA Crane Operator Rule, Mobile Crane Safety Training, and Propane Personal Safety** are designed to keep drivers safe in their daily tasks.
- **PERC's Propane Safety Scenarios** can be downloaded and customized from their e-Learning programs for use in safety meetings or recurring training.

With so many offerings, anyone that handles propane can receive all the proper information they need to remain safe. PERC's material is available at [www.propanesafety.com](http://www.propanesafety.com). NPGA's certification data can be found at [www.npga.org](http://www.npga.org) under the "CETP Certification" link at the top of the homepage.

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*Bruce Montroy is a member of the NPGA CETP Certification Committee, member of the PERC Safety and Training Advisory Group, and past-chairman of the NPGA Education, Training and Safety Committee. He can be reached at [Bruce.Montroy@Bergquistinc.com](mailto:Bruce.Montroy@Bergquistinc.com).*





## Thank you for joining us at our Open Houses!

We would like to thank everyone who came out to help us celebrate our 50th Anniversary at our Open Houses in Toledo, OH and Bowling Green, KY this past August. Our Open Houses are a great way for us to learn how to better serve your needs, introduce new products, and thank you in person for choosing Bergquist!

Also, a special thank you goes out to **PERC** for hosting their "DRIVE Sales with Autogas" workshop and **R+L Carriers and Racing** for showcasing their race vehicle and travel trailer.

*We look forward to seeing you next year!*



## Join us in welcoming our newest addition to the Bergquist family!

**Xander Rafael Lozada** was born on July 16 to Alesia and Raf Lozada. Raf is our Area Sales Manager in Minnesota and North Dakota. Congratulations and all the best!



# Bergquist Bulletin

FALL 2013



## Your Propane Equipment Experts

### HOME OFFICE & WAREHOUSE

1100 King Rd., Toledo, OH 43635  
419-865-4196 • 800-537-7518

### INDIANA

212 W. Market St., Crawfordsville, IN 47933  
756-362-1468 • 800-662-3252

### KENTUCKY

1344 Memphis Junction Rd., Bowling Green, KY 42101  
270-843-6882 • 800-448-9504

### MINNESOTA

327 Marshall Road, Suite 355, Shakopee, MN 55439  
952-941-1620 • 800-328-6291

### MISSOURI

1828 Swift Ave., Suite 350, N. Kansas City, MO 64116  
816-421-8331 • 800-821-3878

### COLORADO

19682 E. 34th Drive, Aurora, CO 80011  
800-821-3878

[www.bergquistinc.com](http://www.bergquistinc.com)

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P.O. Box 351330

Toledo, OH 43635

*See inside for valuable employee training resources!*




## Check out our new Heaters+Outdoor Living e-Catalog!

We are always improving our website so that you can benefit with 24/7 access to the products and information you need!

And now, we are pleased to introduce our new **Heaters+Outdoor Living e-Catalog**, which features an extensive line of propane products for commercial and residential use.

You can also download a pdf of our catalog to make printouts for your team or to share with customers.

**Check out our new e-Catalog today at**  
<http://catalog.bergquistinc.com/heater>

## 2013-14 Heaters

Home	Residential	Construction	Agricultural	Garage/Unit Heat	Outdoor Living	Product Specialists
<b>Vent-free Heaters</b>						
<b>Infrared</b>						
Model	Input Btu	Temperature Control	Ignition System	Wt. (lb)	Price	
SR-6	8,000	Manual Setting	Standing Pilot/Piezo	18	\$97.00	
SR-10	10,000	Manual Setting	Standing Pilot/Piezo	18	\$97.00	
SR-10T	10,000	Hydraulic Thermostat	Standing Pilot/Piezo	18	\$99.00	
SR-18	18,000	Manual Setting	Standing Pilot/Piezo	22	\$123.00	
SR-18T	18,000	Hydraulic Thermostat	Standing Pilot/Piezo	22	\$97.00	
SR-30	30,000	Manual Setting	Standing Pilot/Piezo	35	\$208.00	
SR-30T	30,000	Hydraulic Thermostat	Standing Pilot/Piezo	35	\$208.00	
<b>ACCESSORIES</b>						
SRB-18	Description				Wt. (lb)	Price
SRB-18T	Manual Blower for SR-18				4	\$19.00
SRB-30	Automatic Blower for SR-30				4	\$19.00
SRB-30T	Manual Blower for SR-30				4	\$19.00
SRB-18	Automatic Blower for SR-18				4	\$19.00
SRB-18	Stand for floor installation SR-6, SR-10, SR-18T				3	\$8.00
SRB-30	Stand for floor installation SR-10, SR-18T				3	\$8.00
SRB-30	Stand for floor installation SR-30, SR-30T				3	\$8.00
<b>Blue Flame</b>						
Model	Input Btu	Temperature Control	Ignition System	Wt. (lb)	Price	
BF-10	10,000	Hydraulic Thermostat	Standing Pilot/Piezo	29	\$25.00	
BF-30	30,000	Modulating Hydraulic Thermostat	Standing Pilot/Piezo	29	\$25.00	
BF-30	30,000	Modulating Hydraulic Thermostat	Standing Pilot/Piezo	38	\$11.00	
<b>ACCESSORIES</b>						
SRB-18T	Description				Wt. (lb)	Price
SRB-30T	Automatic Blower for BF-10, BF-30				4	\$19.00
SRB-18	Automatic Blower for BF-30				4	\$19.00
SRB-18	Stand for floor installation BF-10, BF-30				3	\$8.00
SRB-30	Stand for floor installation BF-30				3	\$8.00
<b>Hearthrite Blue Flame Heaters</b>						
Model	Input Btu	Gas Type	Temperature Control	Ignition System	Wt. (lb)	Price

**Our new catalog is perfect for:**

- ✓ Interactive equipment showrooms
- ✓ One-on-one sales opportunities
- ✓ Fast reference for everyone on your team
- ✓ Easy ordering — simply click on the Bergquist box at the top of every page!