

Bergquist Bulletin



SPRING 2012

Bergquist Stocks 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!

Check with your sales representative for upcoming seminars offered or call us at 800-537-7518.

WE'RE HERE FOR YOU!

800-537-7518

Experience your questions answered by people who know propane equipment!

FOR IMMEDIATE RELEASE
MARCH 1, 2012

Bergquist Announces New Kosan+ Residential Regulator Line

Bergquist announces they will now distribute the complete portfolio of propane equipment from the Cavagna Group, including the new line of Kosan+ residential regulators and internal valves for bulk storage.

Cavagna, based in Italy, has been supplying propane equipment to the U.S. for over 20 years. (Their Kosan regulator brand has been manufactured for the European market for over 40 years.) With the newly developed Kosan+ line, Bergquist and Cavagna have worked together to design a regulator specifically for the needs of the U.S. propane market.

Bergquist President Bob Barry states, "Bergquist is dedicated to offering our customers the most innovative products available. We are constantly reviewing new propane equipment from the U.S. and around the world to find the highest quality products to bring to our industry."

Bergquist will also offer newly developed internal valves, relief valves, and commercial/industrial regulators from Marshall Excelsior Company (MEC) of Michigan. "MEC continues to design products with features that make them easy to install and easy to use. "These products will save propane marketers both time and money," said Barry.

As a result of the Kosan+ product addition to the Bergquist line, Fisher has decided they will no longer allow Bergquist to distribute their products, which compete with the Kosan+ line. "Fisher has been the cornerstone of our business since Bergquist was founded in 1963, and for many of those years, Bergquist has been the largest Fisher LP equipment distributor in the world," said Barry. "But the propane industry is changing, and to better serve our customers, we need to move ahead as well."

**For more information please contact our Kosan+ Product Specialist,
_____ at extension XXXX.**

"We are constantly reviewing equipment from around the world to find the highest quality products to bring to our industry."



**Kosan+
LINE**

Visit us online at **bergquistinc.com**

Bergquist now carries **KOHLER®** generators!

Offer your customers reliable, year-round comfort & security

Bergquist is pleased to announce that we now offer a full line of standby Kohler generators and automatic transfer switches for residential and small business applications.

Generators are an excellent addition to your product line since they are becoming increasingly popular across the nation. And when it comes to generators, no-one does it like Kohler! These outstanding, affordable units are:

- **Built to last.** These generators meet *industrial* standards, far exceeding residential and small business requirements.
- **Fast-acting.** Energy is started and transferred within 10 seconds of a power outage.
- **Powerful.** These units feature higher starting power to supply the most demanding loads, and keep them running.
- **Stable.** Consistent, high quality power ensures the safe operation of computers and other electronic devices.
- **5 year Warranty.** Kohler generators are covered by the best warranty in the industry.

Duration of Power Outages: March 2008 – June 2010



Generators, once considered a luxury item, are becoming more of a standard household necessity. And when it comes to convenience, you can't beat the simplicity of propane-powered energy.



In addition, Kohler's 14KW and 20KW units are now housed in a corrosion-proof enclosure — the only corrosion-proof line of generators available today.

Kohler also offers true remote monitoring allowing for:

- Email and/or text alerts to be sent anywhere in the world
- Remote start/stop via internet
- Detailed event history
- Messages sent directly to a dealer for quick attention

If you have any questions or need additional information, please contact our Kohler Product Specialist, William Graven, at extension 2202.

Algas Second Sun Tank Heater

Control tank pressure — without electricity!

Looking for an ideal way to control tank pressure? Why not consider *Second Sun* — the flameless, gas powered catalytic propane tank heater that requires no electricity for operation. The self-contained unit is designed to:

- Boost pressure in a tank used in conjunction with a vaporizer for larger loads during cold weather
- Increase pressure, serving as a vaporizer, for smaller loads up to 1mm btu/hr
- Increase pressure in a container that has been overdrawn and refrigerated on a temporary basis



The reliable, simple way to regulate pressure.

Second Sun operates on tank pressure, and utilizes an adjustable operating pressure switch ranging from 55 to 100 psi. When pressure in the tank falls below the operating switch set point, the heater cycles "on", providing energy to the liquid stored within the tank.

Regardless of the ambient temperature *Second Sun* maintains the set pressure, eliminating the need for costly pump set ups. When the pressure requirement is satisfied, the tank heater reverts to standby mode. It also:

- Installs quickly
- Removes easily for tank and heater inspection
- Can be stationary or portable
- Fits 41 - 84" dia. tanks (1,000 to 12,000 gals.)
- Meets hazardous location requirements

For more information please contact our Algas Product Specialist, Dave Leonard, at extension 3202.

Ken Dubay

Area Sales Manager, Michigan and Northwest Ohio

Ken is in his 18th year in the propane industry, working the last 10 years as a district manager of a retail plant. He currently serves on the Michigan Propane Gas Association Marketing Committee. Ken is looking forward to joining the Bergquist team and serving our customers in Michigan and Ohio. He and his wife, Kim, and their three sons live in St. Clair, MI.

Tim Hendricks

Regional Sales Manager, East

Tim has over 25 years of experience in the propane industry, including nine years as the owner of a retail propane company. He has been the President of both the Ohio Propane Gas Association and Midwest Propane Gas Convention. He served as Chairman of the Code and Safety Committee for the OPGA for several years. Tim lives in Sunbury, OH.

Trent Johnson

Area Sales Manager, Mid-Atlantic Region

Trent most recently ran his own consulting firm working with propane marketers and various state trade associations. He has also managed retail propane operations in the mid-Atlantic region for over 15 years. Trent has a B.S. in Business Administration from Strayer University. He and his wife, Renee, live in Fredericksburg, VA.

Ron Keeling

Group Director, OEM Products

In this position, Ron will be responsible for developing business with original equipment manufacturers, including autogas accounts. He brings his engineering training and heavy equipment industry knowledge in serving these businesses. Ron is a past-President of the Illinois Propane Gas Association. He and his wife, Carol, live in O'Fallon, MO.

David Webb

Area Sales Manager, Georgia, North Carolina and South Carolina

David has been awarded a new sales territory with Bergquist. He most recently served as Purchasing Manager in our Kansas City office and has also held Sales Manager positions in western Missouri and Kansas. David has over 25 years of retail propane experience and equipment knowledge.

Joe Montroy

Regional Sales Manager, West

Joe began his career with the NPGA. He has also held sales and home office positions with Chemi-Trol Tank, American Welding and Tank, and a wholesale steel distribution company in west Michigan. He has a B.A. in Communications from Michigan State University. Joe lives in Rockford, MI with his wife, Julie, and their three children.

Join us
in Welcoming
New Members
of our
Sales Team!

Upcoming 2012 Trade Shows

M-PACT 2012

March 13-15 • Indianapolis, IN
Booth #1201

Southeastern Convention & International Propane Expo

April 14-16 • Atlanta, GA
Booth #401

Midwest Propane Gas Convention

April 26-28 • Indianapolis, IN
Booth #109

Western Propane Trade Show & Convention

May 17-19 • Reno, NV

We look forward to seeing you!

Bergquist
bergquistinc.com



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Join Us in Going Green!

☐ **Yes!** I would like to **go green** with Bergquist and receive correspondence by email in the future.

Email Address: _____

Name: _____

Company: _____

Mailing Address Currently Used: _____

Phone No.: _____

I am interested in receiving the following via email:

- | | |
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| <input type="checkbox"/> New Product Specials | <input type="checkbox"/> Quarterly Flyers |
| <input type="checkbox"/> Quarterly Newsletters | <input type="checkbox"/> Invoices & Statements |

Do you have any other suggestion about how we can serve you better?:

THANK YOU!

Those of us in the propane industry have been on the “green” bandwagon for years. After all, propane is the **environmentally-friendly, GREEN** fuel!

Now, we’d like to invite you to join us in practicing even more of what we preach by **going GREEN with Bergquist.**

Simply **give us your email address**, and we’ll put you on our list to receive invoices, product offers, and quarterly newsletters via email in the future!

To get started, complete this reply card and **send it in today** or email us at gogreen@bergquistinc.com.