



## 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](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."



## Bergquist visits Cavagna Group in Italy



**As many people in the U.S. propane industry know, Cavagna produces and sells more valves and regulators to our industry worldwide than any other manufacturer.**

At Bergquist, we feel Cavagna has something special to offer the North American market, and we're committed to being a part of it! In fact, we recently took two groups of Area Sales Managers and Inside Sales Representatives to visit their facilities in northern Italy this spring. We were extremely impressed with Cavagna's engineering and production capabilities — their facilities are truly first-rate.

We'd like to thank everyone at Cavagna for being such gracious hosts. In addition to world-class engineering and production facilities, they have world-class employees in Italy and around the world. We are forever grateful for the opportunity to spend a few days with them!

**Cavagna's valve assembly is the most automated production process we've ever seen!**

Valve bodies go in one end of the factory and boxes of complete valves come out on the other end — very little of which is touched by human hands.



*At Cavagna's regulator stamping factory we watched presses stamp regulator bodies out of heated die cast zinc*



*Our East Region Area Sales Managers take a break to pose*



*Our West Region Area Sales Managers stop for a group shot*

## Improving Efficiencies Through Tank Monitors

Remote tank monitors for propane are increasing in popularity, and with good reason. This rapidly improving technology has become a useful tool for retailers seeking an edge in growing their business. Propane marketers looking for ways to decrease operating costs and improve customer retention have discovered the advantages of tank monitors.

**Tank monitors improve delivery efficiencies by increasing truck and driver productivity.** The industry average propane delivery is estimated to be only 36% of a tank's water volume. There are many factors for this, but one reason may be that all tanks along a given route are generally topped off when a driver is in the area, whether the tank needs fuel or not. With actual costs to your business running in excess of \$50 per drop, reducing the number of deliveries is a key component in reducing operating expenses. Tank monitors, when combined with routing software, can target locations that require filling, and allow the driver to avoid unnecessary stops at tanks that do not need fuel. This creates efficiency and reduces the number of deliveries, improving the productivity of your trucks and drivers.

There are other benefits from improved delivery efficiency. Fewer deliveries results in savings from reduced vehicle mileage and maintenance. Avoiding stops at tanks that are close to full allows trucks to deliver more gallons per day. It can also reduce overtime, as a driver's day is not wasted on needless stops. It is possible less temporary labor is needed for winter, as full time employees are better utilized. And a more efficient delivery structure may free up equipment and employee time for other functions, including securing new business.

**Tank monitors can increase customer loyalty by preventing "out of gas" situations.** A monitor allows you to know the fuel level of your customer's tank from the convenience of your office. Deliveries can then be scheduled accordingly. You become the provider that can make sure there are no interruptions in service because of empty tanks.

It's a great way to keep customers from being tempted by the competition.

With the sophisticated software now offered by many tank monitor manufacturers, you can check tank levels for key accounts, sporadic users, and far flung locations at a glance. And alarms can be configured to notify you if a tank reaches preset limits. This provides security in knowing that critical customers will never run empty. It also allows you to skip deliveries to remote locations when the tanks are still loaded, preventing wasted time and effort on your part.

Tank monitor technology is not new, but it has seen vast improvements in recent years. There are now options for land line, cellular, and even satellite communication. Reliability of connection has increased as our cellular networks grow and advance across the country. There is also the ability to combine types of communication. This allows almost any customer to be a candidate for tank monitoring.

**As the technology advances and tank monitors become more popular, the price of monitoring equipment and communication fees continue to drop.** Prices vary depending on features and services, meaning that you can find tank monitors at a price point to fit your needs. Just be sure it is a system that will provide the features you need, both now and as your monitoring needs evolve. Consider that the situations you choose to monitor will expand and the capabilities of monitors will continue to grow. Choose a monitor that will grow with you.

Tank monitors have advanced to a point that makes them reliable, easy to use, and cost effective. The use of monitors is steadily increasing as companies take advantage of the features that meet their specific requirements. It all adds up to a great time to invest in technology that reduces operating costs and improves customer satisfaction.

For more information on Bergquist, Inc. or their more than 12,000 products in stock, visit [www.BergquistInc.com](http://www.BergquistInc.com). Follow Bergquist, Inc. at [www.facebook.com/BergquistInc](https://www.facebook.com/BergquistInc) or [www.twitter.com/BergquistInc](https://www.twitter.com/BergquistInc).

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*"Tank monitors have advanced to a point that makes them reliable, easy to use, and cost effective."*

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Gaslog Remote Cellular Tank Monitor

Centeron Remote Cellular Tank Monitor



## Women In Propane Council... Opportunity Knocks!

At the Women in Propane Council, our mission is to provide positive opportunities for all members of our industry to support the advancement and success of women. Some of the strongest industry leaders created this special group, which now offers connections across the nation.

### Membership Benefits

- Hands-on training sessions & education seminars
- Networking opportunities & mentoring programs
- Professional development
- Opportunities for leadership roles within WIP

### Membership Categories

**\$25** Individual or Friend of WIP

**\$500** Corporate

*Corporate Members are allowed unlimited number of employees to enroll which will support the professional development of each employee.*



### It's Easy to Join

Visit [www.npga.org/wip](http://www.npga.org/wip) and simply click on either the Individual Membership link or the Corporate Membership link and fill out the application form.

*Thank you for making a difference!*

## 5 reasons to visit us online

### 1. Fast, Easy Ordering of Equipment & Parts

Need it fast? View our selection of over 12,000 quality items and place your orders anytime of the day or night.

### 2. Helpful Serviceman's Guides

Not sure on proper installation procedures for a certain item? Choose from a comprehensive set of industry service guides to help you in the field.

### 3. Instant Access to Bergquist Academy

Bergquistacademy.com provides easy access to training videos and product spec sheets. You can also learn about upcoming training seminars.

### 4. Easy Navigation from Your Phone or Tablet

Our mobile site gives you easy access to our guides, catalog and more from your phone or tablet. You're redirected automatically when you visit our website from your mobile device.

### 5. Never Miss Upcoming Events!

View upcoming events, including our open houses, PERC meetings, WIP events and more.



## Please join us in welcoming our newest team members!



**John Sells**  
Manager  
OEM Products

We'd like to welcome John "J" Sells to the Bergquist team. John is our new Manager-OEM Products and will work with our truck and plant builder customers. John has over 23 years of propane industry experience, specifically in the Autogas, mowing, builder, and commercial segments, with a concentration in marketing and management.



**Mike Vigliotti**  
Tank Monitor  
Sales Specialist

Mike is filling a newly created position. He will travel the country promoting, selling, and providing service and training for Gaslog monitors. Mike is a long-time industry vet, having worked in retail sales and management. Mike and his wife live in Petersburg, Michigan. They have two teenage boys; one away at college and the youngest just turned 16.



**Matt Brock**  
Area Sales Manager  
for Texas

We'd like to introduce Matt Brock to our sales team as our Area Sales Manager for Texas. Matt has several years' of experience in the propane and energy industries. He most recently worked as an operations manager for a major marketer in east Texas. Matt and his wife, Crystal, live in Longview. *Welcome aboard, Matt!*



# Bergquist Bulletin

FALL 2015



## Your Propane Equipment Experts

### HOME OFFICE & WAREHOUSE

1100 King Rd., Toledo, OH 43635

**800-537-7518**

### INDIANA

Crawfordsville, IN 47933

**800-662-3252**

### KENTUCKY

1344 Memphis Junction Rd., Bowling Green, KY 42101

**800-448-9504**

### MINNESOTA

327 Marshall Road, Suite 355, Shakopee, MN 55439

**800-328-6291**

### MISSOURI

1828 Swift Ave., Suite 350, N. Kansas City, MO 64116

**800-821-3878**

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

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## BERGQUIST BULLETIN BOARD

### *Thank you for attending our Open Houses!*

We'd like to thank everyone that came out to see us at our Toledo, OH Open House and Bowling Green, KY Customer Appreciation Luncheon!

In addition to great company, everyone also enjoyed our famous BBQ feast of chicken, ribs, pulled pork, brats, mac & cheese, and much more!

A special thank you goes to Rep. Bob Latta, Co-Chair of the Congressional Propane Caucus, for visiting us during our Toledo Open House. We're very grateful for your interest and support of our industry!

### *Congratulations Bobby Lanham!*

Last month, Bobby received the **2015 Ruth Greene Rilling Lifetime Service Award** from the Kentucky Propane Gas Association. Bobby has more than 40 years' worth of experience in the propane industry. We're happy to say that 25 of those years have been with Bergquist. **Congratulations again, Bobby. It's a well-deserved honor!**

