

Bergquist Bulletin



SPRING/SUMMER 2015

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."



Let's achieve our goals in the propane industry together

Dear Partner,

I address you as partner because you are more than just a Bergquist customer. You help us achieve our goals, and we can help you achieve your goals as well.

Our partnership does not end when you purchase the products we sell. It continues with the dialog we have with you every day through our sales, warehouse and accounting teams. These conversations direct us where we can serve you better. Often you alert us to issues that require solutions, and it prompts us to stock new products or develop new training materials.

I've been attending National Propane Gas Association (NPGA) and the Propane Education and Research Council (PERC) meetings, and I'm happy to report that there are many opportunities for growth in the propane industry. This growth comes from new products and processes in some of the "old" markets our industry has served:

Automotive market — There are many vehicles being produced that run on propane. Conversion kits for many makes and models are helping to shift existing vehicles from gasoline to propane. New fueling technologies are making the transfer from pump to vehicle consumer friendly.

Agricultural market — Several companies have developed irrigation engines that run on propane and compete effectively on price and power with diesel and electric. This will allow us to get back a market we used to dominate.

Residential and commercial markets — The bulk of the propane sold in the U.S. is to homes and businesses. PERC has initiated a "Build with Propane" strategy for connecting the local propane marketer with a local builder. It is clear that the builder is the person who chooses the energy source for new homes. By providing them with a whole-home solution from a single source, we can effectively add homes and businesses to our propane grid.

As our national legislature begins the discussion of a national energy policy our voices will be heard. The many NPGA members and staff have given us a place at the table where this policy making will happen.

The Bergquist team looks forward to developing our industry and business with the help of our partners. Have a wonderful spring!

Sincerely,

Bob Barry, President

"I'm excited about the many opportunities the propane industry has for growth with new products and processes in old markets."

Bergquist Works with **Blossman Gas** to Introduce Proprietary Stock Program

Blossman Gas, specialized dealer in high-quality, gas powered appliances throughout the Southeast and Mid Atlantic for more than 60 years, has teamed up with Bergquist, Inc., the leader in wholesale propane equipment distribution, knowledge, and customer service, to execute a proprietary replenishment program. The replenishment program aims to ease the ordering process for those at Blossman and Bergquist, which in turn provides a seamless transaction for customers looking to purchase products.

In September 2014, Bergquist went “live” with two Blossman locations as part of this pilot program. The idea of the replenishment program is to keep product in stock at all times so customers will never have to wait for equipment. Bergquist ships inventory to the Blossman locations where employees track daily usage. This information is stored and transmitted in a batch once a week. An invoice is automatically created once the batch is received and is used to send a monthly invoice to Blossman. As needed, Bergquist will replenish the inventory at the locations.

“This stock replenishment program is a perfect example of a customer having a need, going to a supplier with that need and the supplier doing everything in their power to meet that need,” said Randy Doyle, Chief Financial Officer of Blossman Gas. “I’m glad we’re doing this with Bergquist; they’ve done their part to develop the systems and work with our people to educate them on how it works. I know the program is out of the box, requires new thinking, investment and sweat, but it makes great sense for both companies.”

“The replenishment program provides a seamless transaction for customers looking to purchase products.”

Thus far, according to Doyle, managers at the locations have spoken favorably about the process, how it works and how it has made life for those specific branches easier and better. By this time next year, Blossman hopes to have the program fully integrated throughout the entire company. It has been a long process, having been in the works since the spring of 2014, but Doyle is certain that it will be worthwhile for the company and will deliver the benefits they have been looking for.

“Bergquist has a nose for quality,” explained Doyle. “They exhibit good characteristics in a superior way including integrity, competent people, quality, timely response and innovation. On top of that, they are willing to work with you on a solution that they do very well. From my experience, Bergquist does every little thing well; that’s just how they work and that’s what they do.”

With active involvement in the propane industry through the NPGA and similar organizations, Bergquist continues to set the industry standard for product safety, reliability and customer satisfaction.

For more information on Bergquist, Inc. or their more than 12,000 products in stock, visit 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).



Threadless Euro-style connectors are coming to America

Bergquist now offers a variety of Euro-style products to make dispensing propane safer and simpler. We fully expect the U.S. to adopt the European connection standard in the coming years, and we're ready to help our customers make the transition!

The threadless Euro-style design offers many benefits over the current U.S. standard. We have two products in particular that we're excited to share with our customers:

Staubli Nozzle GPV 14

The Staubli Nozzle GPV 14 enhances safety and ease with Autogas fills. It mimics a "gasoline" nozzle that allows a connection without effort, enabling the user to place the nozzle on the filling unit and pull the lever. The 360° swivel hose connection reduces stress due to hose rigidity for vehicle refueling. The nozzle ensures total safety with a flush-face, non-spill design for connection and disconnection without leakage, eliminating any risk of burn due to gas venting.

Cavagna Group SNAP-FILL Filling Valve

This innovative propane filling valve is designed specifically for forklifts and riding mowers, and provides an ergonomically seamless connection so simple and effective that it prevents wrist injuries from repetitive use. Its design eliminates cross-threading or partial installation and is environmentally compliant. Thanks to its secure connection, emissions into the atmosphere are reduced, making a safer, more pleasant experience for the filler and anyone in the vicinity.

For more information on the Staubli GPV 14 or the Cavagna Group SNAP-FILL, visit our website today!



"We believe this type of nozzle will become the standard in the near future," said Don Heller, Vice President of Propane Technologies for Bergquist. "The connection from nozzle to fill valve is safer than the current U.S. standard and can provide users with reduced maintenance, a higher level of reliability and a solution containing impressive integrated safety features. It also eliminates the need for personal protection equipment."



"The Cavagna Group's SNAP-FILL provides a more efficient, secure connection that allows the user to fill faster, reduce their risk of injury and minimize their risk of incorrect handling," said Bruce Montroy, Senior Vice President of Sales for Bergquist.

Announcing our 2015 Bergquist Open Houses!

Toledo Open House • August 18

Make sure to stop by our Toledo Open House this year. You'll be able to see new products, visit with manufacturers and Bergquist staff, and enjoy our famous lunch buffet.

Bowling Green Customer Appreciation Days • August 19 & 20

Our Customer Appreciation Days in Bowling Green, Kentucky feature two days of special events. Join us for the Hot Rods' baseball game in downtown Bowling Green on Wednesday evening, August 19 and a lunch buffet on Thursday, August 20 at our facility, located at 1344 Memphis Junction Road.



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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 Marschall 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

P.O. Box 351330

Toledo, OH 43635

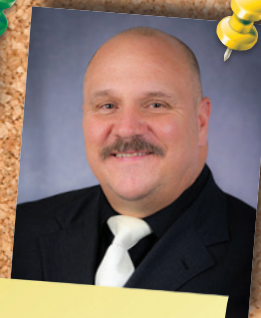
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BERGQUIST BULLETIN BOARD

*January 20th was "SWEATER VEST DAY"
during our annual sales meeting!*

If you've ever had the pleasure of meeting our Senior Vice President of Sales, Bruce Montroy, you've probably caught a glimpse of one of his many sweater vests. The sweater vest is a staple in Bruce's wardrobe and has been for years. Allen Wells of Baygas Propane thought it would be nice to pay tribute to the natty, yet often ignored, article of clothing and to honor Bruce too!

Thank you, Allen, for organizing the event. It was fun!
And thanks Bruce for your inspiring attire!



Welcome Trebby Catron!

We are pleased to introduce Trebby Catron as our new Area Sales Manager covering Minnesota, North Dakota, and northern South Dakota.

Trebby has been in the propane industry for 27 years, and has an extensive background in management of retail operations.

**Please join us in
welcoming Trebby to
the Bergquist team!**

