



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."



Pooling Our Resources:

How Active Participation in the Propane Community Benefits Us All

by Bob Barry

As members of the U.S. propane industry we have access to a wide range of resources. Our first resource — the natural resource, propane — provides the basis for our livelihood.

We have another group of resources available to us. These industry assets assist us in all phases of our business. These assets are:

- **State/Regional Propane Gas Association**
- **National Propane Gas Association (NPGA)**
- **Propane Education and Research Council (PERC)**

Our state/regional associations are a source for help with local issues and often provide access to the nationally developed training and safety materials. The NPGA is our national representation and our voice on issues that affect us all. The Propane Education & Research Council is the container we use to pool our financial resources to develop educational materials and propane burning products for us and our customers.

This is our community. It only works when we join in. As an active member of the propane community you do not have to join a board, or go to every meeting. There are many ways to participate: make a phone call, send an email, tell a colleague who will be attending. Every one of these organizations has committees that do the yeoman's work for our community. Many times the committee work is handled with conference calls and emails; attendance at a meeting is often not necessary. My intention is not to leave the impression that meetings are horrible. In fact, they are a wonderful way to learn. Often in casual conversation I discover a tool that I can use at Bergquist. It could be a technical item, a motivational tool I can use with my employees, a regulation that I did not know about.

Communication is essential to our industry's success. It is a pipeline that flows in both directions. Concerns and issues need to move upstream to our community's organizations and it needs to flow downstream to the propane marketer.

Allocating time to our community is also critical. This is a call to action: to capture our industry's unprecedented opportunities and conquer the significant challenges that come with it. This will require the full attention of all industry members. The fact that we have a bunch of propane available to us at a competitive price with other energy sources is an opportunity and a danger. The opportunity is providing an abundant energy source that is cleaner than many, the danger is complacency. If we don't build the market to consume U.S. sourced propane, it will go elsewhere.

This article represents the personal views of Bob Barry and are not the official views of any of the organizations mentioned.

"There are many ways to participate: make a phone call, send an email, tell a colleague who will be attending an industry meeting."

New Propane Tank Installations:

The Case for Polyethylene Tubing

Written By Donald Montroy, Director of Marketing

It's fall again and that means football, apple cider, pumpkin pie, and new propane tank sets. More than likely you have your tank set installation routine down pat. Btu load? Check. Properly-sized regulators and pigtail? Check. Distance from tank to building? Check. Copper tubing and fittings? Check.

If you're like many propane marketers across the country, I bet you're using refrigeration copper unless you run into rocky soil. Then, you may go to coated copper. There is another, simpler, alternative to copper tubing, however: **polyethylene (poly) tubing**. It's been used for new tank sets for decades now and has many advantages to copper tubing. A growing number of marketers consider poly tubing to be safer, easier to install, and less costly overall than copper tubing.

Some years ago, a propane marketer in Michigan received a phone call from a concerned customer that was suspicious of a gas leak. It was February and Michigan had experienced an especially brutal winter. Upon inspection, the marketer noticed the poly tubing had completely pulled away from the service head of the flex riser. The reason was obvious: during installation, the poly tubing was not properly laid down



A technician installs a flex riser to protect the poly tubing above grade.

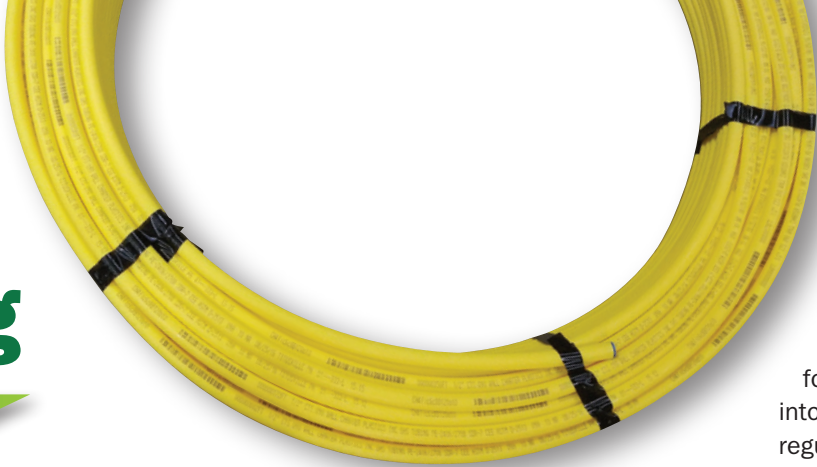
in the trench. The solution is simple: poly tubing should always be installed in a “snake-like” fashion to compensate for the freezing and thawing of soil, especially in colder, northern climates.

The story is not intended to scare or deter marketers from choosing poly tubing for new tank sets. Just the contrary, properly installed poly tubing can be a safer alternative to copper tubing.

Repairing installed poly tubing is one safety advantage it possesses over copper. Snipping and removing a damaged section of poly tubing and repairing with a stab coupling is a snap. If the damaged section is long enough, a pair of couplings with a section of poly tubing in between (ranging in length from 8 to 24 inches) is available. It's important to be mindful of which brand of coupling is used for repair work. Most require the poly tubing to be properly chamfered before insertion into a stab coupling. Some brands are designed to chamfer the inside diameter of the poly tubing while others require the chamfer to be on the outside. All manufacturers provide proper chamfering directions and the correct chamfering tool for their products.

Newer code also requires cathodic protection in a propane system when using underground, metallic piping from tank to building. This is typically accomplished with a dielectric union on the second-stage regulator. With poly tubing, the code is a cinch. Poly tubing is plastic and code only requires the dielectric component for metallic tubing, like copper. No dielectric fitting is necessary when using poly tubing on tank installations.

One of the chief complaints for using poly tubing, especially from industry veterans, is that it's just so much easier to work with copper. Rolls of poly tubing tend to “spring out” when cutting the holding bands that keep it coiled. Copper is more malleable so it stays nice and compact. That old argument is a tougher sell now that manufacturers strategically band poly tubing so that when the outside bands are cut, the rest of the roll stays intact. Still don't like the idea of banded polyethylene tubing? Some manufacturers shrink wrap their rolls to make it even easier to work with. Simply pull the tubing from the middle of the roll and it all stays tightly wound.



Just as tank sets with copper tubing require equipment (dielectric fittings, flare nuts, unions) unnecessary when using poly tubing, some unique equipment is required with polyethylene installations. Flex risers are a necessary component for protecting poly tubing above grade. The advantage, however, is avoiding the clunky, sometimes imprecise step of flaring the tubing required for copper. A flush cut of the poly tubing, a solid push into the flex riser service head (already installed into the regulator), and tightening of the flex riser body into the service head is as simple as it gets.

Tracer wire or tracer tape is also necessary with poly tubing tank sets. The installation procedure is simple. Code requires the wire or tape to be a minimum of six inches above the poly tubing and a minimum of six inches below grade.

Perhaps the single biggest illustration of poly tubing's ease of install is in applications when teeing off the main line toward an appliance separate from the building – a barn or pool heater for example. Coupling manufacturers also produce stab tees to make such projects a breeze.

“A growing number of marketers consider poly tubing to be safer, easier to install, and less costly overall than copper tubing.”

volatility of copper prices over the past ten years or so, the rule of thumb most industry professionals use is 30 feet. That is to say that runs less than thirty feet would use copper. Runs of thirty feet or more would utilize poly tubing. Of course this does not take into account the money thrown away along with the pieces of scrap copper after a job. In some areas of the country where the economy still hasn't recovered from the last recession, copper theft is also an issue. This is especially true in areas with a greater number of vacation homes and rental properties.

The intention here is not to take away from the efficacy of copper tubing. It's a tried-and-true method that's been used for years. Some of the best service technicians in the country prefer copper tubing to poly tubing. But, for the various safety aspects, ease of installation, and cost savings provided, it's time to give polyethylene tubing its due as the material of choice for new propane tank installations.

FOR IMMEDIATE RELEASE: SEPTEMBER 30, 2016

Bergquist Successfully Ships Dispensers Across the Pacific

It's not very often we get to ship our dispensers by boat but we did just that this past summer! Hawaii Independent Energy in Kapolei ordered seven custom Bergquist Better dispensers in early June. Five were mid-tank mount skid dispensers with 1,000wg tanks. Two were mid-tank mount skid dispensers with 2,000wg tanks. An additional dispenser without skid was also ordered. Needless to say, shipping by truck, then boat, created logistics issues we don't face every day.

“The job was a little more challenging than normal dispenser shipments”, said our Dispenser Assembly Specialist, Ken Lashaway. “We had to come up with a concept to build and then ship all seven skid units across the Pacific safely while ensuring installation at the final site was as easy as possible for the customer.”

Two 48-foot flatbed trucks with all seven skid dispensers, and the lone dispenser without the skid, left our Toledo distribution center on Friday, June 17 for the port in Long Beach, CA. From there they were transported to two 48-foot “flat rack” containers for the trek across the Pacific Ocean to Kapolei, on the island of Oahu. Total transit was over 4,500 miles and took exactly three weeks. The final destination of the dispensers will be at various “76 Hawaii” c-stores across the state. They will be used primarily for RV containers and 20#, forklift, and 100# cylinder fills.

It's been a terrific experience, a total team effort, and something we're very proud to have accomplished. Our Don Heller, Steve Eide, Ken and Brandon Lashaway did a tremendous job communicating with Hawaii Independent Energy to identify exactly what they wanted in their dispensers and ensuring they were shipped safely and securely. We're already looking forward to shipping many more dispenser skids to Hawaii over the coming months.



The skids on the 48-foot flatbed truck

Unloading the dispensers at the Gradall site in Hawaii



Bergquist Bulletin

FALL 2016



Your Propane Equipment Experts

HOME OFFICE & WAREHOUSE

1100 King Rd., Toledo, OH 43617

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 55379

800-328-6291

MISSOURI

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

800-821-3878

www.bergquistinc.com

1100 King Road
Toledo, OH 43617

Newsletter produced by Pro Image Communications



Thanks for Attending this Year's Open Houses

We hosted our annual Open Houses in Toledo, OH and Bowling Green, KY the third week of August. We'd like to thank our customers and vendors for helping to make the events such a great success.

We sincerely appreciate the continued support!

