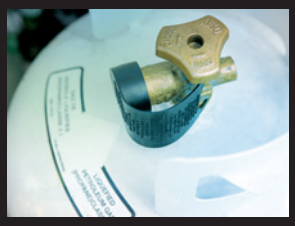
Bergquist Bulletin


SPRING/SUMMER 2017

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FOR IMMEDIATE RELEASE: JUNE 1, 2017

Bergquist Helps South African Engineering Firm with New Transport Build

CAPE TOWN, SOUTH AFRICA — While the majority of our business is with the propane industry in the United States, few people know that we've been able to grow our business outside the country over the past several years.

One of our more recent foreign accounts, **C3H8 Investments** near Cape Town, South Africa, engineers large LPG import/export terminals and other supply chain projects around the world. Our paths crossed at an NPGA Southeastern Convention & International Propane Expo a few years ago.

One recent project provided a unique challenge to Marc Williams of C3H8 Investments and we were honored to be involved. A South African wholesaler required a new propane transport trailer that would maximize their payloads and, consequently, challenge legal axle limits. C3H8 designed the transport with various materials, including different steels, to decrease the vessel's overall tare weight. The new transport trailer is the largest one of its kind in South Africa. It has a payload of 14,500 gallons, making substantial additional profit per load for the wholesaler.

We are pleased to have provided C3H8 Investments with the necessary equipment to complete the new transport build. We're looking forward to helping C3H8 with future projects wherever they may be across the globe.

This new propane transport trailer is the largest of its kind in South Africa. It has a payload of 14,500 gallons, making substantial additional profit per load for the wholesaler.

Bergquist provided C3H8 Investments with many key pieces of equipment in order to complete the new transport build:

- *Globe & internal valves*
- *Pump*
- *Hose reel*
- *Float gauges*
- *And more!*

Mark Your Calendars for our 12th Annual Open Houses!

See new product demonstrations, visit with manufacturer representatives, save an extra 5% on purchases, and enjoy our famous lunch buffet!

Reinforced Thermoplastic Pipe:

Providing a Solution to an Old Problem with a New Product

Written by Joe Montroy, Regional Sales Manager

Reinforced Thermoplastic Pipe (RTP) is an engineered, flexible plastic tube designed for use with liquid or vapor propane.

Think of it in general terms as polyethylene tubing for liquid propane applications. With RTP, long runs from a tank to an appliance are simple. There is no hassle of welding together and protecting sections of steel pipe. Installation time is greatly reduced, and steel has been replaced with a product that will not deteriorate underground. RTP allows for quick and easy installation, no worries about rusting pipes, and cost savings on the job.

RTP was designed over twenty years ago for use in upstream oil and gas production. The focus was on safely and cost effectively transporting hydrocarbons at high pressures. European companies adopted RTP for use with propane, beginning in Poland and Italy. It has since expanded throughout Europe.

RTP is constructed in three layers. The materials for each layer can change to meet the requirements of different industries or products:

1. For propane, the inner core is a polyamide nylon. Polyamide provides excellent resistance to hydrocarbons. This makes it ideal for carrying liquid propane without degradation.

2. The second layer of RTP is the reinforcement. The strength of the tube is derived from the material used to secure the inner layer. Many options are available, but for the LP industry aramid fibers are used to create a weave around the polyamide inner core. This is the same product used in Kevlar body armor. The aramid weave provides for a rated working pressure of 500 psi.

3. The outer layer of RTP is a protective cover for the reinforcement layer. In this case polyethylene is used to jacket the tube. It provides excellent protection from chemicals in the ground. The polyethylene also provides strong abrasion resistance.

Stainless steel mechanical couplings are compressed onto each end of a length of RTP. The compression captures the reinforcement weave, locking it in place. The couplings offer NPT male threads for easy connection to other components. Since RTP must be installed underground, like polyethylene tube, it is common for an elbow and short length of pipe to be used as risers.

Digging the trench to prepare for Installation of RTP.

A technician compresses mechanical couplings onto the end of a RTP.

A new standard, API 15S, has recently been approved by the American Petroleum Institute. API 15S is focused solely on reinforced thermoplastic pipes. It incorporates all aspects of RTP, from design and production, through testing and even installation. The standard is intended to encompass all aspects of RTP.

It is important to note that the standard API 15S is not yet recognized in the National Fire Protection Association Pamphlet 58, Liquefied Petroleum Gas Code. Therefore, every RTP installation must receive the approval of the local Authority Having Jurisdiction (AHJ). NFPA 58 chapter 1.5, Equivalency, allows the AHJ authority to approve the use of RTP.

New products often offer creative solutions to old problems. Reinforced Thermoplastic Pipe will help eliminate the issues associated with putting black iron pipe in the ground. Installations become quick and simple:

- ✓ **Corrosion is no longer an issue**
- ✓ **Longevity is improved**
- ✓ **Cost of installation is reduced**

There are hurdles with any new technology. In this case it includes getting local approval from the AHJ on a case-by-case basis. But a little time invested upfront pays off in a big way when you switch from black pipe to RTP.

Saving Fruit Trees From the Cold

Blossman Gas in Berryville, VA called us in late February with a particular problem that we don't remember encountering before. A brief, brutal cold snap they had been experiencing in northern Virginia after an unusually mild winter was destined to ruin local fruit crops. One farm in particular, **Hollin Farms in Delaplane**, planned to mitigate Mother Nature as much as possible. By using strategically spaced propane heaters, the people at Hollin Farms hoped to prevent any damage to their peach, cherry, blackberry and other fruit crops from the wild swings in temperature. They had lost several crops the previous winter from a similar weather pattern and were determined not to let it happen again.

Pot heaters have been used on orchards to warm fruit trees for years. Most use oil or kerosene as a fuel source. Hollin Farms, however, wanted to use propane heaters developed by AgHeat, Inc. in Hood River, OR. **There are a multitude of benefits to using propane heaters as compared to oil or kerosene, including a cleaner-burning fuel source, easier fuel distribution, and less opportunity for spills.**

The folks at Hollin Farms used 200 heaters at 75,000 Btu each this winter. Four manifolded 1,000 gallon tanks and high capacity commercial regulators were necessary to supply enough gas for the load. Rather than using copper tubing for the project, Hollin Farms chose to go with ¾", 1" and 2" polyethylene tubing, various couplings, rigid risers, X-Risers, and LP hose. ¼" inline filters were also used in the installation.

According to Hollin Farms' Matt Davenport, the project was a success. "We were primarily concerned with our peach, blueberry and apricot crops," says Davenport. "They tend to bud early. The temperature window for losing 10% or 90% of these crops is very narrow." Hollin Farms placed the heaters at every-other tree in every-other row on 8 acres of their 30 acre farm. They went through 500 gallons a day when burning gas.

Davenport said it's hard to put an accurate dollar amount on how much they saved in damaged crops. Saving just one sweet cherry and apricot tree, according to Davenport, likely recouped the total investment in the project.

We're all aware of the numerous uses for propane, and know that the products we sell are used in a multitude of different applications. However, one recent job was so interesting that we had to share it!

At Bergquist, we're honored that Blossman Gas called us first to help with the equipment needs to complete the job on Hollin Farms. We're extremely happy they, along with the Davenport family at Hollin Farms, shared the story of this unique project so we could pass it along to you.

Introducing the **LPG TankCheck from Mopeka Products**

TankCheck is a small ultrasonic sensor that sits at the bottom of a propane tank and reads the exact amount of propane present in the cylinder. Users can read accurate and up-to-date levels either through a standalone display monitor or via a free Bluetooth application that's available for download on both IOS or Android devices.

The magnetic monitor can be used in RV cylinders, gas grills, residential LP tanks and even steel forklift cylinders to help customers avoid running out of propane unexpectedly. Bergquist, Inc. now sells the LPG TankCheck sensor — visit our website or call us to place an order.

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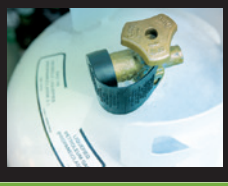


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Thanks for Stopping By!

We would like to thank everyone that stopped by our booth to view new products and visit with us at this year's **NPGA Southeastern Convention and International Propane Expo in Nashville**. It's great to connect in person about ways we can better meet your needs and new products we offer.

NPGA SOUTHEASTERN CONVENTION & INTERNATIONAL PROPANE EXPO

We'd also like to thank everyone who was able to join us for a few evenings of fun at *Robert's Western World*. It's not just one of our favorite spots in Nashville, it's also one of our favorite places in the entire country. We hope you enjoyed it, too!