



I am proud to be the third generation leader of Bergquist.

This has been my dream and a goal I have been working toward since I was twelve years old, when I first told my dad that I planned to sign his paycheck someday. I'd like to share with you my childhood view of this company and its place in the industry. I hope it conveys why I hold it, and you, in such high regard.

I grew up around the company. I knew the employees and their families. I packed boxes and addressed flyers over winter break. We went to many conventions as a family. I have many great memories at the Michigan summer convention, the Expo in Atlanta, and even a trip to Lake of the Ozarks for a Missouri Summer Convention. These trips are some of the core traditions of my upbringing — annual opportunities to rekindle friendships with other industry kids. As a child, everyone I met raved about my Papa. He was more than a great businessman, he was a friend to everyone he met. There were so many stories about how he helped set up their company, and “taught me everything I know about the propane business.” I was so proud to wear my badge that said ‘Lauren Barry, Bergquist.’ Wearing it carried great responsibility.

In college, I attended the Midwest Convention in Indianapolis with my parents every year. I got to know more customers and vendors and that's when I knew I wanted to be part of this industry. It was because of the great people. After college I moved just outside Atlanta, GA to work for Transfreight, a third party logistics provider. I took vacation time each year to spend time with my parents at the Expo.

It was during this time that I noticed the conversations and stories shifted from being all about my Papa to being all about the Bergquist team. Employees would tell me what a great company Bergquist is to work for. Vendors and customers would rave about all of our employees. And there were many great anecdotes about both my parents and their vast involvement in the industry. I hoped that someday I would be working with all of these awesome people. In January 2009 that hope turned into reality and I remain humbled by the opportunity to work in the industry. The experience has lived up to my expectations.

So what now? What does Bergquist need in its 3rd generation as a family business? Change presents opportunity to consider

what and who we are, what to keep, and our areas for growth.

1) *My Papa was respected.* This was earned through years of relationship building and connecting with customers, vendors, and competitors on a human level. He led with humility, integrity and hard work.

2) *My Dad, Bob, building upon these central values and core of “who we are” challenged Bergquist in growth, leveraging our expertise and position in the industry.* Expanding the reach and impact of the company beyond the Midwest, he challenged us to be a national and international company respected for integrity, leadership, stewardship and human connection.

We have long planned for an 18 month transition between Bob and me. (Yes, I call my dad Bob. His grandkids do, too.) It started with a change to our job titles, as we began to transition decision-making responsibilities from Bob to me. Since the January announcement, what was intended to be a planned, thoughtful, path has instead centered on this pandemic — a global crisis with new challenges that no one has ever faced. I was told that Papa was a great leader, and if he had written a book on management all it would have said is, “Do the right thing.” Today, we have learned to be nimble. The right thing is to keep our employees safe and maintain outstanding customer service.

As we move to the future of Bergquist, my vision is that we continue to be exactly whom our customers and employees have raved to me about for years. We are relationship-focused, we are innovative, and we support our industry at the local, state and national levels.



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Lauren Barry
President
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How to Properly Set Up Propane Dispensers

by Donald Heller
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Article originally
published in the
April 2020 Issue of
Oil & Energy Magazine

Dispenser gallons are integral to the businesses of many propane marketers throughout the course of a year. Whether for filling cylinders during the busy summer grilling season, or a dedicated unit supplying autogas for school buses the rest of the year, these gallons are crucial to cash flow.

It's necessary, then, that any dispenser is well taken care of. As is the case with all propane equipment, proper installation and maintenance of your dispenser will prolong its useful life, ensure safe operation, and provide optimal performance.

Installation Instructions

To assist in this venture, we've provided helpful installation instructions to get your new dispenser up and running onsite:

1. Use a new ASME storage tank if possible. After assembly, purge the container with propane vapor according to the tank manufacturer's instructions. Be sure to add methanol as needed.
2. Use pipe, or square channel, to connect the tank to the dispenser cabinet and support stands (approximately 15' length for a 500 gallon tank, 21' length for a 1,000 gallon tank).
3. The dispenser cabinet ties into pipe skid rails. Locking bolts secure components into position.
4. Install an internal valve into the 1-1/4" opening in the bottom of the depressurized ASME tank with a quality thread sealant. Orient the closing latch to the direction of "pull" for an emergency shutoff valve (ESV) cable.
5. Use 1-1/4" schedule 80 pipe for a liquid withdrawal line.
6. Install a 1-1/4" ball valve and 'Y' strainer on the liquid line downstream of the internal valve.
7. Install a 1-1/4" stainless steel flex line and a 1-1/4" union on the liquid line upstream of the pump. Install a 12" nipple into the pump inlet to reduce liquid turbulence at entry.
8. Use a galvanized cable kit, including a pull ring, eyebolt and sign, for the remote shutdown system. Connect a cable to the remote release latch, with thermal protection, on the internal valve. (An air actuator kit is optional.)
9. Reference a wire sizing chart for correct wire sizing, as undersized wiring is a very common problem.
10. Have a qualified electrician install electrical supply conduit to the pump switch junction box. Confirm pump is running in correct rotation direction. (See directional arrow on pump casting.) If pump is running backward, reverse electrical connections to correct.
11. Install a liquid bypass return line to the 1-1/4" acme vapor connection at the tank with 3/4" schedule 80 pipe or 5/8" OD type K copper. It's good practice to install a shut-off valve with hydrostatic relief on the liquid bypass return line. Set the bypass valve according to the manufacturer's instructions.
12. Connect a meter vapor eliminator return line to the POL service valve at the tank using a male POL x 3/8" flare connector. Avoid dips in tubing to prevent liquid propane

accumulation. The meter will not operate properly if the return line is blocked with liquid.

13. Pressurize the system slowly with propane vapor during initial startup.

14. Check local codes to see if vehicle crash posts and/or fencing are required.

15. Provide emergency contact phone numbers and a 20 lb. BC fire extinguisher.

DISPENSER MAINTENANCE SCHEDULE

During each fill:

- ☐ Visually inspect tank and tank valves.

Daily:

- ☐ Visually inspect fill hoses and fill valves for signs of wear;
- ☐ Operate internal valve and/or emergency shutoff valve (ESV) for correct closure.

Weekly:

- ☐ Visually inspect hoses, valves and piping;
- ☐ Run pump motor for an hour on a dry day to vaporize water accumulation.

Monthly:

- ☐ Check pipe joints and other connections for leaks;
- ☐ Operate globe and ball shutoffs;
- ☐ Operate electrical E-stop;
- ☐ Check motor/pump drive couplings for correct alignment;
- ☐ Check coupling insert (rubber spider gear) for signs of wear;
- ☐ Visually inspect breakaway device and apply a light oil to sealing joint;
- ☐ Visually inspect fire extinguishers.

Quarterly:

- ☐ Clean y-strainer and meter screen;
- ☐ Lubricate pump bearings; lubricate motor bearings.

Semiannually:

- ☐ Tighten bolts and nuts;
- ☐ Inspect motor starter switch contact points;
- ☐ Pump performance test, bypass setting.

Annually:

- ☐ Recertify fire extinguishers;
- ☐ Review emergency action plan (or as needed for new employees);
- ☐ Operator refresher training (or as needed for new employees).

As needed:

- ☐ Clean area, paint tank and piping, refresh decals;
- ☐ Replace liquid filter cartridge (if applicable) according to manufacturer recommendations.

Consult the site location AHJ (Authority Having Jurisdiction) for meter and scale proving your dispenser. Finally, it's worth mentioning again to always pressurize the dispenser pump slowly with propane vapor, prior to applying liquid flow.



Maintaining your dispenser isn't as difficult as you may think.

Organizing a dispenser maintenance schedule into daily, weekly, monthly, quarterly time frames, etc., keeps it all top of mind and simple.

Here are our recommendations for an easy-to-follow onsite dispenser maintenance schedule.

Bergquist Bulletin

SPRING 2020



Your Propane Equipment Experts

HOME OFFICE & WAREHOUSE

1100 King Road, Toledo, OH 43617

800-537-7518

BOWLING GREEN

1344 Memphis Junction Road, Bowling Green, KY 42101

800-448-9504

INDIANAPOLIS

Carmel, IN 46032

800-662-3252

KANSAS CITY

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Newsletter produced by Pro Image Communications

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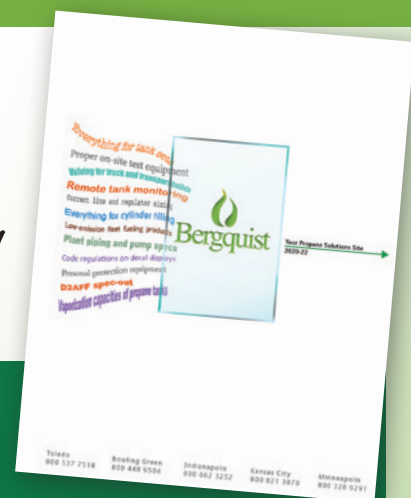
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