



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 bergquistinc.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.



MEET SCOTT BIGGS

Director of Outside Sales, Bergquist

This article originally appeared in *Propane Prophets*, The Official Publication of the Mississippi Propane Gas Association, Spring 2023

Trapping and selling raccoon, mink, and fox hides while in junior high. Army. National Guard. Running a racetrack. Hopping behind the wheel of a bobtail for his first job in propane. Scott Biggs has lots of great stories to tell. Some you will read below. For the others, you will just have to ask him.

The State of Michigan is the only state bordering four of the Great Lakes, and is known as a year-round vacationland. Along with his younger siblings, Shaun and Sherri, Scott Biggs was born in Eaton Rapids, MI, and the family moved to Evart, MI when he was eight. He explained, "Both of my parents worked at the AMC Chrysler Jeep plant, and we relocated to accommodate their promotions. My mother, Linda, worked in assembly and my father, Terry, was a manager in the shipping department. It was during a time when American vehicles were admired and sought after worldwide. I always figured I'd end up in the same line of work."

The family lived on a 20 acre farm, raising cattle, pigs, and rabbits while also tending to an expansive vegetable garden. Said Scott, "Before school each morning I'd get up at five, set the raccoon, mink, and fox trap lines, then do other chores as necessary like feeding the animals, pulling weeds, and whatever else my dad asked me to do. Except for the raccoons, minks, and foxes, which he and I skinned then stretched the hide to sell, it was a farm for us. That is, we consumed what we tended to and harvested. There was plenty to go around."

At Evart High School Scott was a standout at football and baseball. "But like most kids that grow up in Michigan I loved ice hockey," said Scott. "But our school didn't have a team. So we played in the late afternoon and on the weekend. I did just fine in my subjects, but when I was in junior and senior high you could take classes in building and trades. I had a natural talent, and except for pouring the

foundation I could build an entire house before I graduated. I have built four."

He graduated in 1980 at the age of seventeen. Scott said, "I never really thought about college and was ready to enlist in the Army, which I did. I tested well in communications, which became my specialty after basic training at Fort Jackson in South Carolina. I learned how to establish, run, and maintain radio and phone lines. I then moved west to Fort Gordon in Georgia for a short time."

Scott decided to move back to Michigan and switched his activity to The National Guard. He explained, "I took a position at Sara Lee as a dock checker, making sure everything was loaded on the trucks before they left the plant. The Guard required exercise and training one full weekend per month, yet I still had time to manage a dirt track for auto racing. You can surely say I kept myself busy."

He signed on for six years with the Army, but during the spring of 1981 something unusual happened regarding his commitment. Said Scott, "At Sara Lee there were only three people who could do my job. This meant that one weekend a month we were short a person and it began to cause problems when I wasn't there. So someone at Sara Lee with clout, obviously, made a call and the next thing you know I am given an honorable discharge. Don't ask me how that all happened." Scott stayed at Sara Lee until the summer of 1989.

As an outdoors person, working inside began to take its toll on Scott. "I just needed to make a change so I could be outdoors as

continued on page 3

Using Plastic Pipe for Liquid Propane Applications

Joe Montroy
Oil & Energy Magazine
October 2022

Some states' codes have already approved this helpful supply-chain workaround

Reinforced thermoplastic pipe (RTP) provides an opportunity to apply the benefits of plastic pipe to liquid propane transfer applications. It is manufactured in the U.S. and has been utilized here for years in industries other than propane. Companies in Europe have used it for liquid propane with great success. Only recently have we begun using it for propane in the U.S. To get familiar with the product let's review how RTP is constructed, its benefits, and the code implications you need to be aware of before considering RTP.

RTP Construction

RTP is a three-layer system designed for chemical compatibility, strength and protection. The inner layer is a polyamide core. This is the chemical compatibility layer. Polyamide (nylon) is used because it is compatible with both liquid and vapor propane. Polyethylene pipe, on the other hand, deteriorates when exposed to liquid propane. That is why it is restricted to vapor service only.

The second layer provides strength. There is an aramid fiber weave around the polyamide layer. Aramid fibers are what kevlar is made from. This is where RTP gets its 500 psig rating.

The final layer is a polypropylene jacket to protect the inner two layers against damage from things like jagged rocks in the ground.

Benefits of Using RTP

There are cost savings and safety benefits to using RTP.

Labor time is dramatically reduced using RTP. Welding black pipe is completely avoided. Instead, RTP is cut to length, and couplings with male NPT threads are crimped in place at each end. It can be done in a matter of minutes and handled by a single person.

The first RTP installation we assisted on was a grain dryer installation in Iowa. The marketer was replacing 185 feet of black pipe. He planned on using two men for two days on the installation. Instead, once the trench was dug, it took us 45 minutes to unspool, cut, crimp on fittings, and lay the RTP in the trench.

RTP is also corrosion resistant. This means no worrying about rusting pipe underground. Using the same example, our marketer in Iowa was replacing the black pipe at his grain dryer installation about every six years. No matter what steps were taken, he could not prevent the pipe from rusting to the point that it leaked. With RTP, the only metal underground are the risers.

One more advantage is the reduction of underground joints. Since RTP is installed in a single, continuous piece the only joints are at the risers. So, there are fewer leak points with an RTP installation.

Code Implications

The most important thing you need to know before considering RTP is that it is not currently referenced in NFPA 58. NFPA 58 allows for polyamide pipe to be used in liquid propane applications. The rub is that the only standard for polyamide pipe referenced in 58 is currently ASTM F2945. Older editions of 58 (prior to 2017) referenced ASTM D2513-09.

RTP is manufactured per the standard API 15S, from the American Petroleum Institute. But since API 15S is not yet recognized in NFPA 58, you must get approval from your local authority having jurisdiction (AHJ). This is allowed for in NFPA 58 chapter 1.5 on equivalent products. Some states have already approved RTP as an equivalent product.

And there's additional help on the way. Revisions to NFPA 58 citing the API15S standard and RTP with a polyamide core are in the works. These have been approved by the NFPA 58 committee and made it through letter ballot. Pending any potential appeals, we should see these changes in the 2023 edition of NFPA 58.

RTP is worth considering for any liquid propane transfer installation. It will save time and money and provide additional safety benefits. In the meantime, please be sure to seek approval from your AHJ before installation as we await changes to NFPA 58.

UPDATE: Since the publication of this article, RTP has been approved for the 2024 edition of NFPA 58.

Scott Biggs (cont.)

much as possible,” he said. “I had an uncle who once worked at Tri Gas in Traverse City, and he told me about an opening. I got the job and right off the bat began driving a bobtail as soon as I got my CDL and passed all the company’s tests. I enjoyed delivering to our customers, but I admit it was often a challenge during bad winter weather. I got stuck in snow several times, and backing into driveways you really had to be careful to avoid the ditches.”

After a few years Scott became a service tech. He said, “I enjoyed that because the installations and related work were more involved, and I had the skills. But I decided it was time to move on.” Through the industry grapevine in late 1998 Scott heard about an opening at Bergquist for an inside sales position in Bowling Green, Kentucky. He flew to Nashville for an interview and was immediately offered the job. He explained, “It was really quick and I was excited. I returned to Michigan to work through my two-week notice, then packed up and moved to Bowling Green. I lived in a hotel for the first month before I found a house. I should have just lived in my car in the local Outback Steakhouse parking lot because I was there every night!”

If you ask him about his impressions during that first week, Scott will smile and proudly tell you that they were beyond his expectations. He said, “Everyone told me that being a family owned company, Bergquist was a great place to be. I felt that from day one. The team members were incredibly helpful and friendly. I must admit, however, that it took some time for me to get used to the occasionally strong Southern accents of my customers and coworkers. I am sure some of them found my accent hard to follow, as well. I was doing inside sales for the first four years, selling our entire product line to propane marketers. Then I was given an outside sales opportunity and finally got to meet in person the wonderful customers I had been speaking with throughout Kentucky, Tennessee and parts of West Virginia. I was in a good routine, on the road for about one hundred days a year. I had a closet filled with comfortable Bergquist polo shirts and khaki slacks.

In 2017 a regional manager retired, and Scott was given that position. “I covered the entire southeast United States,” he said. “There was less driving and more flying, which I like. I managed five salespeople. But with that I no longer spent as much face-to-face time with our customers. I focused on making sure our salespeople provided the same level of service I did...the kind of exemplary service Bergquist is known for.”

In the spring of 2020 Scott became director of outside sales. “Now I travel most of the USA, from the Dakotas to the east coast,” he said. “I’m usually home for the weekend, and have built a cozy and efficient home office. Of course there are conference calls and video sessions, but nothing takes the place of working with our customers in person at their businesses and during conventions and other meetings throughout the year.”

Bergquist was started in 1963 by Karl Bergquist, and is now owned by Bob and Linda Barry who acquired the company in 2017 from Linda’s parent’s Larry and Joyce. Said Scott, “I love my job and feel lucky to have it. We have all been in situations when you need something done and you have to go through layers of people to get even a simple answer. Not here. Pick up the phone, send an email, walk into an office...and things happen. Our leaders ensure that we have everything we need to be successful.”

Scott has been on the NPGA Technical Standards & Safety Committee for several years. Right now the focus of the task force is writing and correcting codes. As for the industry’s battle against electrification, said Scott, “Well, we all know what we are up against. Bergquist President & CEO, Lauren Clark, says it best. ‘As an industry we have to continue to band together to fight electrification. This has to be a grassroots effort to educate both our legislators and the public about the climate benefits of using propane. Active involvement in state propane associations is a great way for propane marketers to accomplish this. Perhaps the single best way for our industry to combat the electrify-everything movement is to offer a product with significantly less carbon intensity than the electricity that’s currently consumed in the U.S. Renewable propane and rDME blends can do that for us now. Bergquist is committed to working at all levels, local, state and nationally to fight electrification, and continue to advocate for our industry.’”

When not working Scott spends his free time target shooting, hunting, fishing, and playing golf. But there is a major hobby. Explained Scott, “I guess it was in the mid-1990s when I first became interested in photography while out fishing. I have thousands of photos of glorious sunsets. I am captivated by the colors and beauty of it all. Living on the Cumberland River in Ashland City, Tennessee facing west I get a perfect view of the day ending.” Scott gets back to Michigan to visit his mother as often as possible.



Bergquist Bulletin

SPRING/SUMMER 2023



Your Propane Equipment Experts

1100 King Road
Toledo, OH 43617

HOME OFFICE & WAREHOUSE

1100 King Rd.
Toledo, OH 43617
800-537-7518

BOWLING GREEN

1344 Memphis Junction Rd.
Bowling Green, KY 42101
800-448-9504

INDIANAPOLIS

Carmel, IN 46032
800-662-3252

KANSAS CITY

11006 Parallel Parkway, Suite 204
Kansas City, KS 66109
800-821-3878

www.bergquistinc.com



Newsletter produced by Pro Image Communications



Gary Bozigar

Bergquist, Inc. Promotes Gary Bozigar to Director of Propane Technologies

Bergquist Inc., the industry leader in wholesale propane equipment distribution, has announced the promotion of Gary Bozigar to Director of Propane Technologies.

"Gary has been an essential team member to Bergquist's robust growth for nearly 20 years," said Lauren Clark, Bergquist President & CEO. "Rooted in deep knowledge, experience, loyalty, and strong relationships within the organization and our customers, Gary continues to drive innovation to the ever-evolving propane industry. We are thrilled to see him take this next step and look forward to his future success."

Bozigar began his career at Bergquist in 2004, working in the company's inside sales division. From sales and logistics to vendor management and customer service, Bozigar built

effective operational teams and consecutively exceeded key performance metrics during his tenure.

Now in his 19th year at Bergquist, Bozigar remains focused on product development, quality and delivery for customers across the country. Managing dispenser production, he and the Toledo team work closely and strategically, striving every day to bring improvements and technology advancements to every offering.

"Bergquist was truly 'a right place at the right time' moment for me," said Bozigar. "Don Heller took a chance on me, offered me a job on the spot and showed me everything he knew about the industry up until his retirement last year. Bergquist is truly a place where employees are put first, and I cannot thank Don and the leadership team enough for their continued dedication in making Bergquist a great place to work."