



VST Newsletter

November 06, 2009



A message from Glenn K. Walker
President, VST

Hello from Springboro, Ohio!

This is an update to our August 28, 2009 newsletter telling you of VST's plans.

Things in the EVR world are certainly moving along, and while they are, VST continues to listen to the market to continually improve our processes and product offerings.

As always, my door is open to your comments, questions, and suggestions. I enjoy hearing from the field and welcome your calls.

Kindest personal regards . . .

Glenn K. Walker

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Big News!!

VST Zero Executive Order signed!!!

VST Zero™

For those of you who are tired of the field service calls and compliance issues associated with EVR vacuum assist fueling systems, you are now able to convert back to Balance using the CAS tank for pressure management.

Features & Benefits

- Zero moving parts
- Zero carbon footprint
- Zero vapor pumps
- Zero electrical consumption
- Zero modification to balance dispensers

Product Release Status:

- VR-209-A Executive Order Issued 11.04.09 (non-USD)
- VR-210 (USD) expected December, 2009



****See attached brochure****

Reminder . . .

Remember

Nozzle Replacement Front-End Kits (VST-FEK-100)

Front-end kits are available for repairing nozzles damaged by customer abuse. With over 750 VST-certified contractors available in California, getting a nozzle repaired is quick and easy. See your distributor to purchase front-end kits.



New. . .

SPECIAL PRICING VST Membrane Processor (ECS-1)

VST recently offered special pricing and payment terms for the Membrane Processor to our distributors. Contact your distributor for details.

Update. . .

VST Green Machine™

We are pleased to announce the upcoming release of our newest generation back-end pressure management system: *The VST Green Machine™*

Features & Benefits

- Installs anywhere in the world
- Works with or without a vapor recovery system
- Works with balance or assist vapor recovery systems
- Near limitless capacity
- Single-vent installation
- Remote monitoring access available

Product Release:

- Completed 6-month CARB testing
- Challenge-mode testing underway
- Anticipated Executive Order has moved from 11.01.09 to 1st quarter, 2010





Update...



New Breakaway Program

- VST announced a core credit program for the EVR breakaway on 09.29.09
- This is an interim step as we are working with the regulatory agencies to provide a CARB-approved and UL sanctioned field repair program.

Increased Production

- VST has nearly tripled production to meet the delivery needs of the EVR market. We now stand ready to deliver whatever component you may need in 2-3 days.
- Most orders ship within 24 hours

Certified Contractors

- VST now has over **750** certified contractors trained to support VST's equipment installed in California

EVR Nozzle Re-Build Program

- VST will include a \$65 core value to help customers reduce maintenance expenses
- VST accepting cores now, with production shipments of rebuilds starting 12.01.09



Added 3 Field Engineers

- VST has added to the California field support:
 - Three field technicians available to assist with our VST equipment
 - Help with site surveys for those operators who have not already upgraded to EVR.



On-line Warranty Tracking

- Announced 10/23/09
- Go to:
 - ▶ www.vstthose.com
 - ▶ Click on Customer Support
 - ▶ Select Product Warranty from the drop down box



Tired of all those expensive alarms from your EVR Vacuum Assist System?

Stressed by all those expensive maintenance calls?

Are You Financially *Upside Down* with Your Old Assist System?

VST ZERO is the Solution.

	FFS Assist (Healy)		VST Balance (VST Zero)	
	Non-ISD	ISD	Non-ISD	ISD
Annual Testing	\$	\$	\$	\$
Communication	n/a	\$	Zero	\$
Moving parts	\$	\$	Zero	Zero
Electrical Installation & Consumption	\$	\$	Zero	Zero
V/L Nozzle Test	\$	\$	Zero	Zero
Nozzle Adjustments by ASC	\$	\$	Zero	Zero
Warranty nozzle replacement (requires ASC test)	\$	\$	Zero	Zero
Weekly Physical Testing (may require an ASC)	\$	\$	Zero	Zero
Quarterly Physical Testing (may require an ASC)	\$	\$	Zero	Zero
Vapor Pumps (post-warranty replacement cost)	\$	\$	Zero	Zero



Vapor Systems Technologies, Inc.

The VST ZERO EVR System.

Simply the lowest cost, easiest to install and operate clean air solution in the industry.



VST Hanging Hardware



FFS Clean Air Separator



Veeder-Root
In-Station
Diagnostics

Unhappy with your current EVR Vacuum Assist System? Problems with station shut downs, complex nozzles, and replacement of costly vapor pumps? VST ZERO is the simple solution for you.

VST ZERO is the combination of currently certified VST hanging hardware, existing Franklin Fueling Clean Air System and a Veeder-Root TLS-350 with EVR software. This hybrid has met all CARB testing requirements. The key savings of this system are the elimination of the vapor pump in the dispenser and replacement of the vacuum-assist hanging hardware. The result: lower equipment and maintenance costs with reduced compliance testing.

The VST ZERO is undergoing internal review as well as going through the district (CAPCOA) review process.

Although final Executive Orders have not been issued, VST can say that the ZERO system has passed all of the required challenge mode testing of night time shut downs in winter fuels.

Once the Final Executive Orders* are issued, VST ZERO will be available as the lowest cost EVR approach in the state of California.

VST ZERO EVR system advantages:

1. Lowest cost EVR approach
2. ZERO moving parts
3. ZERO* carbon footprint
4. ZERO vapor pumps
5. ZERO electrical consumption - \$2,000/yr per station savings (eliminating electrical demand)
6. Substantially reduces compliance testing as well as annual testing
7. ZERO modification needed to balance dispensers

*Executive Orders

- VR-209 (NON-ISD) Issued November 2009. For non ISD applications. Veeder-Root In Station Diagnostics is not required.
- VR-210 (ISD) Expected December 2009

*Relative to operation of the system
VST-120-10/09



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