



# The ! Voice

## Message from the President

Glenn Walker, President, VST { walker@vsthose.com }



Dear Friends of VST:

During the holiday period I have always become somewhat melancholy while thinking about the future; however, this year I began to reflect on the past 50 years. Not in a negative way, but in the many products that I have worked on, developed, marketed, financed, or merely thought about to support the petroleum industry.

The journey began in 1970, shortly after graduating from college and being exposed to Stage I vapor recovery, and then through the many iterations of Stage II vapor recovery equipment as well as the various engineering hurdles that we have faced.

My reflection has been recently revisited with VST working in several international markets, as it seems nothing has changed, with many of the same questions and technical issues continuing to show up. Just different people attempting to solve the same problems with approaches that have been tried many times before, and with a track record of not working very well.

What becomes more interesting is the role government has played over time in the advancement of new technologies with the corresponding tax credits, energy credits, and other approaches, all at least with the stated goal of improving the environment.

Just think, we have made huge advancements in the production and use of ethanol, but of course at the expense of higher food prices.

I'm not sure it makes sense when there is ample availability of oil in the ground. Let's not forget the move into plug in EV's where electricity takes the place of gasoline. This evolution of EVs only moves the source of the carbon from the point of use, i.e. the tail pipe, to the production location of the electricity, in which the vast majority involves the burning of carbon based fuels.



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To design and manufacture innovative products for retail refueling systems that are specifically engineered to protect the environment and consumers with safety and reliability.



### VST Values

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**O:** Operational  
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### VST Vision

VST strives to become the most trusted company in the global gasoline dispensing industry by manufacturing environmentally sustainable products and solutions that reduce harmful vapor emissions to create a future that protects the communities in which people live and work every day.





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## Message from the President, continued

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The (ugly) fact is, the current total lifetime carbon footprint of an EV actually EXCEEDS that of a normal ICE vehicle over the typical lifetime of a vehicle, once we take into consideration the production of the EV itself, inclusive of mining the battery materials, production of the electricity, etc.

As so often we see with politics, don't let reality get in the way of a good story. Who would have thought that the US having ample distribution and infrastructure for gasoline distribution should now replace this known technology with a huge increase infrastructure cost for expanded electricity. Two platforms, one reliable, and one with limited capacity and expensive to expand with dubious environmental benefits at best.

The method to my madness is to compare how the government regulated market has expanded under dubious rational considerations, while at the same time there are considerable technologies currently available without the need for government intervention, tax credits, or seed money that is being thrown around for all kinds of proposed solutions to address global warming, NO2, acid rain, SO2, Ozone and other deleterious chemicals that affect mankind, to the tune of thousands of deaths each year.

VST's primary objective has been to develop and produce products that offer the best technologies within our capabilities that address clean air and water.

Our combined technologies provide the most robust approach to retail refueling by containing and saving all the components associated with gasoline dispensing. In so doing we address almost all the compounds that the Clean Air Act attempts to address.

Starting with the Clean Air Act in 1970, the government and industry have spent billions of dollars attempting to reduce the harmful compounds. And onto today where the everyday focus is on "Climate Change," the industry and government continue to focus on various means of reducing emissions.



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## Message from the President, continued

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At VST, we too have been working in this arena, but without any government financing, energy credits, or financial credits.

The VST product approaches offer the best technologies that address the issues associated with the Clean Air Act, but with the benefit that our approach does provide immediate savings and payback, something most other approaches fail to achieve. In our little corner of the industry, we continue to address the ultimate goals of clean air and water while promoting the best cost of ownership.

I have taken the liberty of including VST’s most recent advertising that illustrates our sustainability approach to the industry, as well as a link to my interview/presentation held during the most recent NACS/PEI convention.

Click here to read: “VST ENVIRO-LOC™ GREEN System”  
[https://vsthose.com/wp-content/uploads/2023/01/179\\_ENVIRO-LOC-GREEN-System\\_ONLINE\\_FINAL\\_1122.pdf](https://vsthose.com/wp-content/uploads/2023/01/179_ENVIRO-LOC-GREEN-System_ONLINE_FINAL_1122.pdf)

Click here to read: “VST GREEN MACHINE™ Vapor Processor”  
[https://vsthose.com/wp-content/uploads/2022/12/180\\_GREEN-MACHINE\\_ONLINE\\_Final\\_1222.pdf](https://vsthose.com/wp-content/uploads/2022/12/180_GREEN-MACHINE_ONLINE_Final_1222.pdf)

Click here to see my interview at the 2022 NACS/PEI Convention  
[https://www.youtube.com/watch?v=fOQ7soK\\_ogw](https://www.youtube.com/watch?v=fOQ7soK_ogw)

### Glenn K. Walker

Glenn K. Walker  
President, VST



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Striving Towards Sustainability



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## **VST: The Company**

Gonzalo Perez, Application Engineer { perez@vsthose.com }



## **Employee Spotlight**

### **Who Builds the VST GREEN MACHINE™?**

Josh has worked for VST for over 14 years. He is one of our principal GREEN MACHINE™ vapor processor builders. Additionally, his experience at VST crosses over multiple product production areas and contributes wherever he is needed.

He offers a strong background in mechanical and technical ability. When he is given a specific task or goal, Josh will go out of his way to ensure it is completed correctly and on time. He brings a strong work ethic to VST and holds others accountable who work with him.

His favorite part about VST is the people. He specifically enjoys the camaraderie he has with his co-workers.

Josh, we are very thankful to have you as a member of the VST family!

Keep up the great work!



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# The ! Voice

## VST Earns Newest Mexico Petroleum Institute (IMP) Approval for Gasoline Station Vapor Recovery

Scott Brown, VP Sales & Marketing { brown@vsthose.com }



VST has enhanced the Platinum Central Vacuum System to earn our latest regulatory approval from The Mexico Petroleum Institute (IMP).

IMP evaluated, tested, and approved the upgraded Platinum Central Vacuum System, which meets the Official Mexican Standard NOM-004-ASEA-2017.

NOM-004-ASEA-2017 is Mexico’s current Official standard focused on gasoline vapor recovery systems for the control of Volatile Organic Compounds (VOC) emissions to the atmosphere at gasoline dispensing facilities (GDF) selling gasoline to the public.



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The enhanced Platinum Central Vacuum System incorporates our latest, most efficient design of the GREEN MACHINE™ vapor processor that monitors and controls the pressure in the Underground Storage Tanks (UST), the industry’s proven hanging hardware for vapor recovery fuel dispensing – inclusive of our patented, state-of-the-art dripless nozzle, and VST’s newest product innovation – the SENTRY™ Pressure Vacuum (P/V) valve.

This comprehensive system demonstrated a greater than 99% efficiency rating through 3rd party independent testing and evaluation. With this combination of USA (CARB) and Mexico (IMP) regulation criteria and VST’s innovation, the VST Platinum Central Vacuum System will allow Mexico the ability to reduce their VOC emissions by multiple thousands of tons annually.

**VST** Platinum Central Vacuum System

**PLATINUM HARDWARE**

**GREEN MACHINE™ VAPOR PROCESSOR**



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## VST EVR Vacuum Assist ENVIRO-LOC™ Low Permeation Hoses and Safety Breakaways



Doug Harty, Sr. Application Engineer { harty@vsthose.com }

Due to supply chain issues making it difficult to keep critical parts in stock, I would like to remind everyone that VST offers EVR Vacuum Assist ENVIRO-LOC™ low permeation hoses and SENTRY safety breakaways.

These CARB approved items are readily available for timely shipments to support the market needs at GDF sites permitted to Executive Orders VR-201 and VR-202.

The ENVIRO-LOC™ low permeation vac assist hose – Model V34EV offers a of high-grade nitrile tube, 2-textile braid with a dual helix wire reinforcement, premium barrier layer, and chlorinated polyethylene rubber cover.

This robust construction improves the life of the hose with its:

- Kink-resistant design of the inner vapor tube;
- Superior fuel, ozone, and abrasion resistant outer hose; and
- Unique lip-seal swivel coupling.

Multiple coupling options are available to support any application configuration.

Our SENTRY vac assist safety breakaway has been in the market for over two decades of success. This simple, reattachable breakaway does not require any additional replacement parts to reconnect after a drive-off. Its snap-back style design offers an easy field reconnection. Additionally, the rugged bumper guard offers protection for the breakaway and dispenser.

For additional information please check out the following link at:

[https://vsthose.com/wp-content/uploads/2021/05/147 ENVIRO-LOC-EVR-Low-Perm-Vac-Hose\\_0521.pdf](https://vsthose.com/wp-content/uploads/2021/05/147_ENVIRO-LOC-EVR-Low-Perm-Vac-Hose_0521.pdf)



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## VST Training & Certifications

Susie McLaughlin, Manager, Training & Certifications  
{ mclaughlin@vsthose.com }



### Training & Certification Links

It's never been easier to get a new VST Certification than it is right now. Below is a list of links taking you directly to the VST online training that is right for you.

All the training can be easily done on your phone, and you will be able to immediately receive and retrieve your certification.

Training Level	Description	Link
Level A	EVR Hanging Hardware Install & Repair	<a href="#">Level A</a>
Level E	CS2 USA GREEN MACHINE™ General Contractor	<a href="#">General Contractor</a>
Level E1	CS2 USA GREEN MACHINE™ Electrical Install	<a href="#">Electrical Install</a>
Level E2	CS2 USA GREEN MACHINE™ Vapor Piping Install	<a href="#">Vapor Piping Install</a>
Level E3	CS2 USA GREEN MACHINE™ Start-Up Contractor	<a href="#">Start-Up Contractor</a>
Level E4	CS2 USA GREEN MACHINE™ Service Contractor	<a href="#">Service Contractor</a>

### VST Level A Training on Your Smartphone

Completing your Level A training for certification or re-certification has never been easier – now it can be done on your Smartphone!

Click this link for a short video that walks you through the steps.

[How to Take VST Level A Training on Your Smartphone](#)



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