



Vapor Systems Technologies, Inc.

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News and Notes for
the Fuel Dispensing
Industry Professional

The Voice

Volume 13

Dec, 2017

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Hello!

Seasons Greetings from Ohio...

In this month's edition of the The VST Voice, Doug Harty kicks things off in "Tech Talk," where he details how Balance Systems are able to provide maximum flow rates.

And in my training section, I'll re-iterate the process for getting and keeping your techs' VST certifications current.

And in our new section "Updates from the Sales Department," Scott Brown will cover:

- 1) The impact of New Jersey's finalization of Stage II Decommissioning Legislation.
- 2) Using VST **ZERO** to convert a GDF from Vac Assist to Balance
- 3) What happens in California on 09.24.2018 that you need to know about

VST Wishes You a Happy & Safe Holiday Season

The VST office will be closed December 25th, 26th, 2017 and January 1st, 2018 during the Holiday Season

Until next time...

Susie

Susie McLaughlin
Editor, The VST Voice



Tech Talk

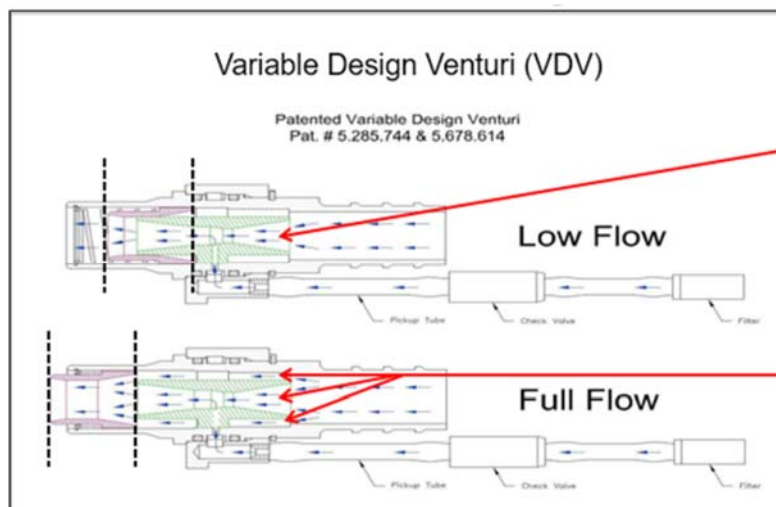
BY DOUG HARTY: SENIOR APPLICATIONS ENGINEER: HARTY@VSTHOSE.COM

Maximizing Flow Rates on Balance Sites

With the market continuing to shift to balance as the preferred vapor recovery system, proper equipment choice can help you maximize your flow rates. VST EVR balance systems are capable of flow rates close to 9 GPM.

Hanging Hardware

All Balance equipment is not created equal. VST nozzles, hoses, and breakaways are designed for maximum flow rates. VST VDV venturi curb hoses have a patented variable venturi that allows for almost 1 GPM higher flow rate than any other CARB approved balance hoses. Other balance hoses have a fixed venturi, that doesn't have a secondary fuel path like a VST VDV hose.



LOW FLOW:
When there's low line pressure, the poppet stays closed, directing the fuel flow through the central orifice.

FULL FLOW:
As the line pressure increases, the poppet starts to open, and now, fuel can flow through three different areas. So there's more fuel being dispensed, reducing fueling time.

STPs

Variable Frequency turbines can be adjusted to maximize flow. Single speed STP's will allow flow rates to drop as more fueling positions are in use. VFC STPs will maintain flow rates from one fueling point to all fueling points in use. Make sure you go through the VFC setup process to maximize flow rates. 2 HP turbines provide plenty of pressure for high flow rates.



Tech Talk

BY DOUG HARTY: SENIOR APPLICATIONS ENGINEER: HARTY@VSTHOSE.COM

Maximizing Flow Rates on Balance Sites, continued

Leak Detectors

Different leak detectors can make a difference in your sites flow rates. Electronic line leak detectors (PLLD) offer the least restriction in the product line. The fuel does not have to flow through the leak detector with a PLLD. Mechanical line leak detectors are required to be installed so all the fuel flows through the windows in the shaft of the leak detector. The size of the windows that the fuel flows through can make a significant difference in site flow rates. Consider your choice in leak detectors because all leak detectors are not the same.

LD2000



FX1/2 series



LD2000



Fuel Filters

Dispenser fuel filters can also have a significant impact on flow rates. Through experimentation, I have found that some fuel filters have a superior flow rates.

Larger filters are also available to extend time between filter changes and life cycle.



VST Training

BY SUSIE MCLAUGHLIN: MANAGER, TRAINING & CERTIFICATIONS: MCLAUGHLIN@VSTHOSE.COM

Level A Training - Get it Done!

Executive Orders VR-203/204 Rev. P were signed in April of 2014. And with them came the **new requirement** that all contractors with existing VST Level A certifications are REQUIRED to re-certify their VST Level A by taking the Level A online training.

VST offers this training online, in a self-paced format, and at no charge to afford contractors an efficient / no cost way to keep themselves compliant with Air & Resources Board requirements. We strongly urge all contractors to get this done as soon as possible to take advantage of this wonderful opportunity.

The Level A training is available online, at no cost.

To access the training, go to <http://www.vsthose.com/education.aspx>

Level B/C Certification Extensions

If you have previously held a VST Level B or Level C certification, you are eligible for an extension on both levels by sending in the appropriate paperwork. Just scan and email the paperwork below to me, Susie McLaughlin: mclaughlin@vsthose.com

To get a Level B or a Level B/C extension:

1. Provide VST with a copy of your Level A certificate generated from the online training.
2. Provide VST with current Veeder-Root certs:
 - For Level B: VR Tank Monitoring
 - For Level C: VR Vapor Products

VST Training Videos

And on a final note... all VST training videos are available on the VST website.

Here is the link:

<http://www.vsthose.com/education.aspx> - In the "Sales Support" section

Updates from the Sales Department

Dec, 2017

BY SCOTT BROWN: SALES & MARKETING MANAGER: BROWN@VSTHOSE.COM

New Jersey Finalizes Stage II Decommissioning Legislation

The New Jersey Department of Environmental Protection (NJDEP) has finalized their regulations for Stage II decommissioning.

- On October 12, 2016, NJDEP Commissioner Bob Martin signed Administrative Order No. 2016-09 and authorized the appropriate enforcement Divisions to exercise enforcement discretion to allow gasoline dispensing facilities (GDFs) on or after the date order to suffer, allow, or permit the transfer of gasoline into a gasoline laden vehicular fuel tank without meeting the Stage II vapor recovery system requirements of N.J.A.C. 7:27-16.1(e)1, (e)2, and (e)4.
- November 9, 2017, NJDEP Commissioner Bob Martin released an announcement about signing Administrative Order No. 2017-16 to require the decommissioning of Stage II vapor recovery equipment at existing GDFs. The appropriate documents were released for publication in the November 20, 2017 New Jersey Register and the adopted amendments are to be operative on December 23, 2017.

What does this mean? It is important to review the specific details of the new regulations and discuss with the appropriate regulatory agencies, however, here are a few of the highlights:

- GDFs that are incompatible with Onboard Refueling Vapor Recovery (ORVR) vehicles must decommission their Stage II systems within three (3) years. The majority of vacuum assist systems fall within this category.
- GDFs that are compatible (balance systems) with ORVR vehicles may decommission their Stage II systems, but are not required to do so. However, if they do not decommission, these GDFs are required to maintain the systems.
- Decommissioning hanging hardware required (hoses and nozzles) must be upgraded to the most up-to-date California Air Resources Board (CARB) – certified standard. This includes low permeation conventional hoses (Executive Order NVR-1-B) and dripless/spitless conventional nozzles.
- VST currently offers a CARB certified low permeation conventional hose, along with a breakaway, and is in the process of completing CARB certification of our dripless/spitless conventional nozzles. Upon certification completion, this nozzle will be added to the CARB Executive Order.

Updates from the Sales Department

Dec, 2017

BY SCOTT BROWN: SALES & MARKETING MANAGER: BROWN@VSTHOSE.COM

EVR Vac Assist Conversions to Balance – VST **ZERO**

Gasoline station owners have spent a great deal of money on upgrading and maintaining their EVR equipment. Many lessons have been learned along the way. The California marketplace has told us that EVR Vac Assist systems tend to be more costly to maintain due to a variety of reasons – replacement parts, ISD alarms, etc. VST dedicated our engineering resources to find a way to help these station owners lower their cost of ownership. Simply stated, the VST **ZERO** is a combination of:

- CARB certified VST Balance hanging hardware (hoses, breakaways, and nozzles)
- Utilization of an existing Clean Air Separator (CAS) at the station
- Utilization of the existing In-Station Diagnostics (ISD) software

Many California GDFs have made this upgrade and VST continues to offer innovative ideas. The latest support tool is our VST **ZERO** Quoting Tool, which can be used to help calculate the cost of converting a GDF from Vac Assist to a VST Balance Solution with balance hanging hardware – VST **ZERO**. You can learn more about this solution on VST's website at <http://www.vsthose.com/zero.aspx>

09.24.2018

09.24.2018

Why is this date important? This is the CARB deadline when all standard EVR Vac Assist hoses must be taken out of service and replaced with the best available technology – EVR Low Permeation Vac Assist hoses. Per CARB's Certification Procedure (CP-201) Section 19.

EVR Low Permeation Vac Assist hoses were originally certified on 09.24.2014. Thus, the 4-year clock expires on **09.24.18** for non-low perm vac assist hoses.

Currently, many California gas stations utilize EVR Vac Assist Systems while they evaluate when they should upgrade their dispensers in the future to accommodate the EMV credit card chips. The trend we are seeing is that GDFs are transitioning to the VST Balance solution when they make this decision.

Please review the attached CARB Compliance Preparation Kit promotion that VST is offering the California marketplace as they work through this dilemma and let us know if you have any questions.

Invest in VST **TODAY** and...
VST will invest in YOU **TOMORROW**

09.24.2018

CARB Compliance Preparation Kit

Invest in VST **TODAY** and...

VST will invest in YOU **TOMORROW**



Vapor Systems Technologies, Inc.
One Company – Integrated Solutions

Many California gas stations currently utilize EVR Vac Assist Systems while they evaluate when they should upgrade their dispensers in the future.

- TODAY** Invest in VST EVR Vac Assist Products:
- ENVIRO-LOC™ Vac Assist Low Perm Hoses – EV Series
 - Vac Assist Safety Breakaways – HEVR Series

- TOMORROW** VST will invest in the station upgrade to a VST EVR Platinum Balance System Solution:
- Convert to a VST EVR Platinum Balance Product upgrade
 - Return the VST EVR Vac Assist Products along with the FFS Vac Assist Nozzle and purchase an equivalent amount of VST EVR Platinum Balance Products
 - VST will issue the following credits:
 - \$25.00 for every VST EVR Vac Assist Low Perm Whip Hose
 - \$25.00 for every VST EVR Vac Assist Low Perm Curb Hose
 - \$25.00 for every VST EVR Vac Assist Safety Breakaway
 - \$50.00 for every FFS EVR Vac Assist Nozzle



**VST Annuity PROMO Form
EVR Vac Products **TODAY...**
EVR Platinum Balance Products **TOMORROW!****

Distributor Name: _____ Include with Annuity PROMO Form:

City: _____ Date: 01/01/2017 _____ VST Low Perm Vac Assist Hose Couplings
GDE Site Location: _____ from each hose: _____ City: _____

of Dispensers: _____ VST HEVR Safety Breakaways: _____ City: _____

GDF Name: _____ FFS 900 Nozzles: _____ City: _____

Street: _____ All Warranty Registration Cards for VST
City: _____ Zip: _____ EVR Platinum Balance System Products

Phone Number: _____ Distribution/GDF Conversion Site Invoice

- VST EVR Vac Assist Product upgrades to VST EVR Platinum Balance Products
- Program runs from July 1, 2017 December 31, 2020
- Program payment will be a VST Distributor Credit
- Results are subject to VST audit
- VST reserves the right to modify or terminate this program at any time



Earn Up To \$250 / Dispenser



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