



# The ! Voice



## **VST Mission**

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

## **Message from the President**

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



Greetings Friends of VST:

As I reflect on my past 30 years with VST, I am pleased to say that we have always focused on our distributors, employees, and especially end users with the goal of honesty and openness, and always with safety as the final litmus test for our decisions.

To meet these goals, we have made product performance, product robustness, customer service, and safety the bedrocks of VST. These bedrocks have enabled us to produce highly-engineered, world-class products that are safe for end-users; that are favorable to the environment; and that have resulted in profound relationships with our distributors, regulators, end users, and employees.

Over the years, VST has worked with various state regulators and the federal government to help craft technology and regulations for an overall benefit for society. And in every case, VST has surpassed regulations, in many cases, by more than 90%.

And we are doing our part in preserving the environment through rebuildable products and through material recycling.

Furthermore, our designs assure performance without expensive monitoring and bring safety to the highest level at the lowest costs possible.

I can assure you that our Vision, Mission, and Values are not just ad agency words, but rather our guiding principals at the hallmark of every decision we make.

I hope you'll make it a point to join in our communications via LinkedIn as I believe information sharing makes all of our endeavors richer and better. And I hope you'll enjoy this publication, created to share ideas, products, and field knowledge.

Until next time,

**Glenn Walker**



## **VST Values**

**R:** Respect  
Employees,  
Customers, Vendors,  
and Environment

**O:** Operational  
Excellence, Quality,  
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**I:** Innovative Passion,  
Unique, Industry  
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Committed to  
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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.

650 Pleasant Valley Dr. \* Springboro, OH \* 45066 \* 937-704-9333 \* www.vsthose.com



Striving Towards Sustainability



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## **VST Mission**

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## **VST Green Initiative: History**

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



### **Raising the Bar**

Since its inception in 1990, VST has been setting industry standards on sustainability. Now, it is more important than ever to start sharing our stories to inspire others to take the required steps to save lives from Volatile Organic Compounds (VOC's). VOC's have an enormous impact on both health and on global warming. They affect the environment long term by increasing global warming, but they also affect you now by polluting the air and water around you. VOC's expose the population to dangerous and known carcinogens; for example, Benzene is a known carcinogen and is prevalent in most fuels. VOC's can have serious side effects such as cancer, birth defects, and even death; therefore, reducing VOC's has a direct impact on health quality.

VST's primary focus has been on the reduction and elimination of volatile organic compounds (VOC's) and its exposure to human beings throughout the world. Today, with the combination of our forecourt equipment and backend processor, VST's technologies reduce the total gasoline dispensing facility (GDF) emissions by over 98%. This result has been documented by several world-renowned agencies (CARB, TUV, and IMP) US, German, and Mexican authorities. Sustainability has been the core value of VST since day one. This is reflected by our products' vapor recovery and life cycles.

### **Vapor Recovery Product Line**

Many of the VST products are specifically designed and engineered for maximum vapor recovery. Some of our products were even used by CARB (California Air Resources Board) as prime examples to set industry standard specifications. This all began in 1990 with our first product, the Stage II Vapor Recovery Hose. Since then, we have expanded our vapor recovery efforts with nozzles, breakaways, and the GREEN MACHINE™. Not only are these products safe and reliable, but they recover fuel vapors and return them to the fueling system. A fueling station with the complete set of products can save a community several TONS of carbon emissions every year!

VST strives for continuous innovation and improvements on all our products to keep increasing the vapor recovery efficiency.



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## **VST Green Initiative: History** *continued...*

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



### **Product Life Cycle**

Product life cycle is one of the most important aspects of environmental sustainability. Products, that don't consider life cycle, heavily impact the growth of unnecessary waste or pollution. The only ways to stop this growth are through the use of biodegradable products or by renewing the life cycle of existing products.

Since 2010, all VST nozzles and breakaways are designed to either be rebuilt in the factory or fixed in the field. Products we currently rebuild are nozzles, breakaways, and vacuum pumps for the GREEN MACHINE™. Since 2019, we have been rebuilding vacuum pumps, and now we're currently rebuilding 100% of those returned.

We strive to keep rebuilding as many products as we can and to even improve. Products that are too damaged to rebuild are sent to be recycled thus avoiding any waste. We want to further improve our recycling process and to also introduce new product lines to the rebuild program.

### **Conclusion**

VST's focus on sustainability has had a great impact so far. We are committed to improving our sustainability even more.

Our next article will focus on VST's upcoming sustainability goals and how these goals will improve the quality of life for communities around the world. You can also follow our LinkedIn to learn more about our story.



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## **ENVIRO-LOC™ ECO Dripless NPNF Diesel Nozzle**

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



For over a decade, the VST ENVIRO-LOC™ style nozzles have had a proven track record of performance and reliability. VST is pleased to announce the expansion of our **ENVIRO-LOC™ ECO Nozzle** product offering with a new, environmentally friendly nozzle added to the family.



The **ENVIRO-LOC™ ECO Dripless NPNF Diesel Nozzle** is our latest UL 2586 Listed auto diesel product aimed at supporting a cleaner forecourt. This highly engineered “No Pressure – No Flow” (NPNF) style nozzle incorporates VST’s unique dripless spout technology with a robust stainless-steel tip for additional protection against potential damage.

Diesel fueling positions are historically known for being a messy challenge for both the customer and the station owner. Now, VST offers this user-friendly option to help reduce that mess and to maximize the customer’s fueling experience.

- Cleaner forecourt
- Reduces exposure to messy dispenser
- Light weight
- Easy to handle
- Easy spout replacement kit
- Core/Rebuilt program

Learn more about this product by going to [www.vsthose.com](http://www.vsthose.com) or by contacting VST at 937-704-9333.



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## VST Zero™ Quoting Tool

Doug Harty, Senior Applications Engineer { harty@vsthose.com }



As EMV and dispenser upgrades continue forward, we wanted to remind you that we have a tool to help you with your quotes.

The VST Zero quoting tool allows you to quickly generate a bid based on the number of dispensers, and it can automatically add pricing to include fixed dispenser costs, such as labor, piping, fittings, and conduit boxes.

It also allows for multiple bids so you can offer multiple options on STP upgrades and more. Add your pricing to the spreadsheet, and everything is calculated for you.

Click here to access the Quoting Tool:

[VST Zero Quoting Tool](#)

VST Hanging Hardware + FFS Clean Air Separator + Veeder-Root ISD... OR ...FFS ISD =

**This is VST ZERO!**  
Simply the lowest cost, easiest to install and operate clean air solution for the California EVR market today.



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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>

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