



The ! Voice

April 2023



Message from the President

Another Successful Year

Glenn Walker, President, VST (walker@vsthose.com)

April, 2023

Dear Friends of VST,

March 31st marked the end of another successful fiscal year at VST.

As every fiscal year wraps up it requires us, like our distributor partners and customers, to take a step back and put significant focus on the demands facing us in the future – financial review, future budgeting, wage reviews, benefits, service levels, quality, as well as many other issues that impact any business regardless of type of business you manage.

As I personally reflect on the issues impacting VST, we cannot ignore what is going on in Washington DC, the global banking systems, proposed increased taxes, a general overall mismanagement of the economy, supply chain challenges, transitioning from fossil fuels, and more. We will all be dealing with these issues for many years to come.

What does immediately impact our customers daily is VST's commitment to quality and service; something we will not compromise on. In fact, we have increased our inventory investment by about 25% to maintain the service levels that you have been accustomed.

With the completion of our fiscal year, I want to personally thank each customer for their business and support.

Additionally, I would like to emphasize that you can trust VST's management to work every day to provide the highest quality product and service today, as well as into the future.

Sincerely,

Glenn K. Walker
President, VST

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.

VST Values

- R:** Respect Employees, Customers, Vendors, and Environment
- O:** Operational Excellence, Quality, Delivery, Safety & Cost
- I:** Innovative Passion, Unique, Industry Leader, and Committed to Excellence

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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VST: The Company

Scott Brown, VP Sales & Marketing, VST (brown@vsthose.com)

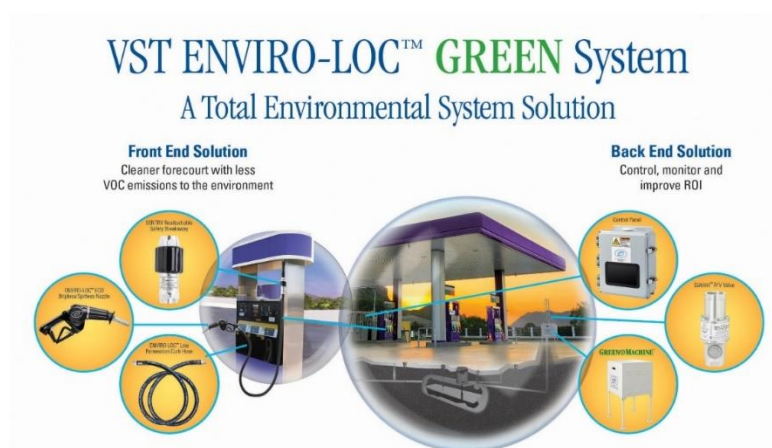
VST ENVIRO-LOC™ GREEN System Sphere of Sustainability

Since VST's inception, our mission has been to design and manufacture innovative products for retail fueling systems that are specifically engineered to protect the environment and consumers with safety and reliability. This focus revolves around safely controlling fugitive Volatile Organic Compound (VOC) emissions at gasoline dispensing facilities (GDFs).

Throughout our years of evolution and innovation, we have continually added new products that demonstrate our mission is intact with a positive impact on the environment, as well as officially being designated a Certified CarbonNeutral® company. Today, VST now offers a robust approach with our combined technologies to provide a comprehensive solution for GDFs that will reduce the release of harmful VOCs into our world's environment. This sphere of sustainability is what we call The VST ENVIRO-LOC™ GREEN System. It consists of forecourt hanging hardware and back-end vent stack products that jointly work together to improve the carbon footprint at a GDF.

Additionally, VST has developed and will be offering a low-cost monitoring package that is integrated into The VST ENVIRO-LOC™ GREEN System's vapor processor controller. This feature assures customers, as well as regulators, that the VST system is performing to the necessary standards.

Click here for more information: [VST ENVIRO-LOC GREEN System Sphere of Sustainability](#)



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New Products

SENTRY™ P/V Valve

Matt Stover, Regional Sales Mgr. (stover@vsthose.com)

One of the core principles of VST's value statement is to respect our customers by delivering on our promise to provide the industry with quality, innovative products that keep them safe and reduce their cost overtime.

For many of you who have used our products you have experienced this firsthand. With VST's recent introduction of our Sentry™ P/V Valve we have provided the industry with a new, exciting, and innovative solution that reduced cost, provides safety, and changes the way our industry manages the challenges and issues that plague customers with this type of product.

The VST SENTRY™ P/V Valves are highly engineered products designed to protect the structural integrity of the Underground Storage Tank (UST) from extreme positive and negative pressure conditions caused by fuel drops and vehicle refueling events. These robustly, unique P/V valves are the latest addition to our product offering aimed at preventing unwanted vapor emissions from escaping into the environment.

VST offers two types of UL Listed P/V Valves:

- VST-PV-100
- VST-PV-200

The SENTRY™ P/V Valve offers unparalleled quality and longevity, while also complying with standard specifications for a P/V Valve.

Our VST-PV-100 is a top-mount model that can be installed near the top of the vent pipe. It can be used as a quick and easy replacement for any traditionally installed P/V Valve. Every SENTRY™ P/V Valve is shipped with a VST-RC-200 specific style protective rain cap to keep out water and foreign debris.

By using the VST-PV-100 you are using an innovative solution that can reduce your cost in terms of poor performance. The SENTRY™ P/V Valve accomplishes this in several ways:

1. It has "no" wear items that influence valve performance.
2. There are "no" springs or elastomeric seals that affects accuracy of cracking pressures or leak rates.
3. The valve performance is tightly controlled due to high tolerance machined components. These active sealing components are made of corrosion, wear, and vapor resistant stainless steel.

So, what is the difference between the VST-PV-100 and the VST-PV-200? VST-PV-200 is an industry innovation that can be installed and tested at an easily accessible mid-mount vent pipe location.

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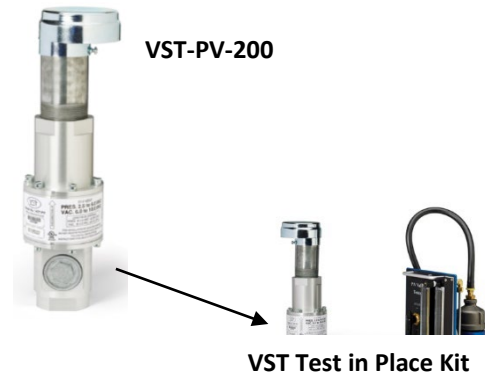
This model allows a tester the opportunity to test-in-place at ground level. No need for a ladder or lift. Test-In-Place Kit for VST-PV-200 includes:

1. Stainless steel TIP stinger
2. Testing hose
3. Bell adapter for connection to P/V test unit (P/V test unit not included)

You will see that there is a significant safety advantage when using the VST-PV-200 P/V valve.

Not only are you gaining all the features and benefits of the VST-PV-100, but you are also eliminating the liability factor that revolves around safely managing a P/V valve that is on top of the vent stack. Combining this with a longer service life gives you peace of mind and a lower cost of ownership compared to any other P/V valve on the market today.

Don't mess around with faulty P/V valves when you can utilize the SENTRY™ P/V Valve at your stations. Both versions are UL listed and are ready to ship. Give us a call to learn more!



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EVR Tips & Tricks

Doug Harty, Sr. Application Manager, VST (harty@vsthose.com)

Introduction

Drive offs are violent events where sometimes the damage to the hanging hardware equipment is clearly visible, but often it is not.

Below are ways to further investigate what could be “hidden” damage.

Liquid removal issues

Drive-offs frequently cause damage to the liquid removal devices in a hose.

- The most common failure is when the pickup point of the liquid removal tube moves up the hose after the hose is stretched during a drive off.
- This stretching causes the pickup point to just suck air rather than clearing the fuel from the outer vapor hose.
 - Liquid removal failure leads to ISD Alarms and service calls.
- Although the VST platinum hoses with the anti-stretch cable are mostly immune to liquid removal pickup point movement, I recommend doing a quick liquid removal test by fueling your own service vehicle after the reconnection.

1. Add around 100 ml or so to the vapor path and fuel up your vehicle. Four gallons should be enough fuel to clear the vapor path.
2. Drain the hose after fueling.
 - If you can drain fuel back out, you likely have an incorrectly located pickup point, which means you need to replace the hose.

Vapor leaks

Drive-off damage can also cause vapor hose failure which sometimes is not visible to the naked eye.

- I recommend testing the entire hose assembly after breakaway reconnection for vapor leaks.
 - This testing can be done quickly, and you can be sure the site won't go into ISD Vapor Leakage alarm in a week, which means you'll be making a return trip to the site.
1. Use a lawn/garden sprayer if you don't have nitrogen or other pressure source.

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Best Practices after a Drive-Off Event with Balance Hanging Hardware

2. Use a separated breakaway half with a hole drilled and tapped in the side.
(See photo).
 - I used a 1/4" NPT to hose barb to build my test adapter
3. Use a magnahelic gauge or manometer to test up to 10 IWC. Do not apply pressure above 5 psi.
4. Submerge the equipment in water to quickly pinpoint any leaks.



Separated breakaway half with a hole drilled and tapped in the side.

These two quick tests will provide you with a thorough understanding of the condition of the hanging hardware post drive-off.

Why not do the job right, the first time?

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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	Level A
Level E	CS2 USA GREEN MACHINE™ General Contractor	General Contractor
Level E1	CS2 USA GREEN MACHINE™ Electrical Install	Electrical Install
Level E2	CS2 USA GREEN MACHINE™ Vapor Piping Install	Vapor Piping Install
Level E3	CS2 USA GREEN MACHINE™ Start-Up Contractor	Start-Up Contractor
Level E4	CS2 USA GREEN MACHINE™ Service Contractor	Service Contractor

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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