



The ! Voice

Sept 2023



Message from the President

Commitment To Quality

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

Dear VST distributor and user customer,

VST is constantly reviewing our business practices to provide the best possible service at the lowest possible cost. As most have become accustomed to, our normal delivery policies are to ship all orders within 24-48 hours. We are proud to say that over the past 3 years we have achieved this delivery goal with 99% of all orders shipping within 24 hours.

Quality and innovation of our product offering has been a primary focus from VST's inception. Recently, we announced the consolidation of our balance hose product line and chose our premium ENVIRO-LOC™ Platinum Enhanced Vapor Recovery Balance hoses as the best option for the marketplace. The advantages of the Platinum system, with the Anti-Stretch cable, include longer service life, higher degree of customer safety and the protection of all the dispensing components. Not only is the hanging hardware more robust and protected during a drive-off event, but the dispensers are protected from potential external damage and most importantly a reduction in meter blow outs. Customers probably really don't correlate the savings associated with this product, but they are real.

VST is always striving for improvement to provide the best available products and service. To that end, we have been reviewing our quality data for our product offering of hoses, breakaways, and nozzles. After our complete quality review, effective immediately, VST has instituted a NEW 2-year warranty option on our most popular products that are registered through our Product Warranty Registration System. A recently released Product Bulletin outlines the details or contact VST for additional information.

In summary, VST's 24-48 hour shipping commitment and NEW extended warranty provides the industry the lowest cost of ownership across the board. When you couple this with our engineering and field support, we leave little doubt that VST should be your hanging hardware provider.

Sincerely,

Glenn

Glenn K. Walker
President

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)

**Visit VST at NACS 2023 –
Booth #B4736**

VST welcomes and encourages everyone to visit with us at NACS 2023 in Atlanta!!
October 4 – 6, 2023

VST's continued efforts to bring innovative solutions to the gasoline dispensing market for a better – more sustainable tomorrow, will be on full display.

Our unique product offering allows gasoline station marketers the opportunity to present their stations with a *Sphere of Sustainability* to their customers, communities, and the world.

Come learn about the **VST ENVIRO-LOC™ GREEN System!!!**



One Company – Integrated Solutions



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Products

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

ENVIRO-LOC™ Platinum Phase II Balance Enhanced Vapor Recovery (EVR) hoses

VST has consolidated our ENVIRO-LOC™ Phase II Balance hose offering to **The Ultimate Risk Management tool** – our premium ENVIRO-LOC™ **Platinum** Phase II Balance Enhanced Vapor Recovery (EVR) hoses.

These uniquely designed hoses with an anti-stretch cable were introduced in 2016 and aimed at:

- ✓ Protecting customers standing on the forecourt during a drive-off event
- ✓ Protecting station owners' equipment during a drive-off event
- ✓ Improving the life of the hose that has been involved in a drive-off event
- ✓ Reducing In-Station Diagnostic (ISD) alarms
- ✓ Reducing maintenance expenses

Over the years, VST and the marketplace agree that these premium hoses are the best choice.

Click here: [EVR Platinum Balance Hose Simulated Drive-Off](#)



Simply stated – When you consolidate to all VST components the result is **The ONLY Integrated Solution Designed to Maximize Station Performance**. Reduce risk and cost with an engineered solution!

Click here: [VST Platinum Hanging Hardware System](#)

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EVR Tips & Tricks

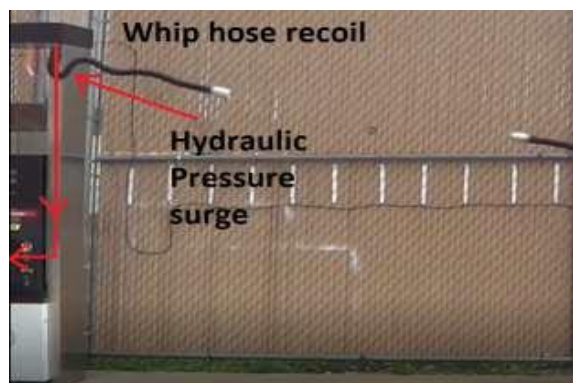
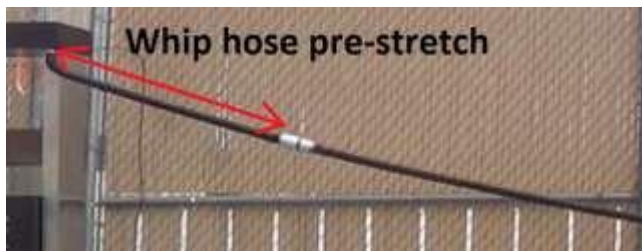
Platinum Hoses

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

Eliminating Stretch & Recoil

Drive-offs - wrong-side fueling: both enemies to the health of a fuel hose, which directly impacts the dispenser meter. VST Platinum hoses can help prevent drive-off caused meter blowout, and in the end, save you money.

- During a drive-off, most hoses will stretch (until the breakaway separates) and then recoil. These actions send high pressure through the product piping.
- This hydraulic pressure spike can cause dispenser meters to blow both gaskets and seals.
 - The pictures below show how the hydraulic pressure-spike is created. As the hose stretches out and springs back to its original size, fuel is forced back into the dispenser piping, causing a high pressure spike.
 - The dispenser meter usually takes the damage, suffering blown seals or cracks.



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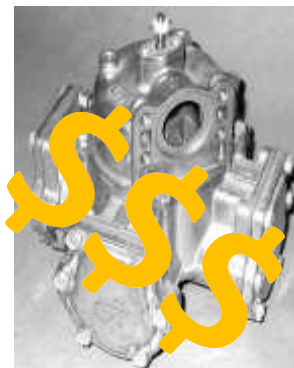
EVR Tips & Tricks

Platinum Hoses

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

VST Platinum Hose: Anti-Stretch Technology

- The VST Platinum hose is the only CARB-approved hose with anti-stretch technology.
- Our hose cuffs are now shorter to allow for easy inspection by station owners and service technicians.
- Our VST Platinum hoses have a cable in the hose that provides added strength and durability that prevents the hose from stretching.
 - This cable makes drive-offs safer, and they can save dispenser meters from blowing out.
 - Compare these pictures to those on the previous page.
- Eliminating hose stretch protects your equipment and makes drive-offs far less dangerous.



Don't spend money replacing your meter when you don't have to!

Click here for video:

<https://www.youtube.com/watch?v=syc-nYmtZDY&feature=youtu.be>

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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 | Level E - General Contractor |
| Level E1 | CS2 USA GREEN MACHINE™ Electrical Install | Level E1 - Electrical Install |
| Level E2 | CS2 USA GREEN MACHINE™ Vapor Piping Install | Level E2 - Vapor Piping Install |
| Level E3 | CS2 USA GREEN MACHINE™ Start-Up Contractor | Level E3 - Start-Up Contractor |
| Level E4 | CS2 USA GREEN MACHINE™ Service Contractor | Level E4 - Service Contractor |
| Level H | GM3 CS2A USA GREEN MACHINE™ General Contractor | Level H - General Contractor |
| Level H1 | GM3 CS2A USA GREEN MACHINE™ Electrical Contractor | Level H1 - Electrical Contractor |
| Level H2 | GM3 CS2A USA GREEN MACHINE™ Vapor Piping Contractor | Level H2 - Vapor Piping Contractor |
| Level H3 | GM3 CS2A USA GREEN MACHINE™ Start-Up Contractor | Level H3 - Start-Up Contractor |
| Level H4 | GM3 CS2A USA GREEN MACHINE™ Service Contractor | Level H4 - 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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