



The ! Voice

Jan 2024



Message from the President

The Evolution of VST

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

Dear VST distributor and user customer,

VST has just turned 34. Since starting the company with my partner, Rodger Grantham, we have grown from a single product hose supplier to the preeminent manufacturer of fuel dispensing equipment.

Just to highlight a few of our developments over the years:

1. Patented Dripless/Spitless Stage II Nozzle with superior performance to any known competition – UL Listed, EVR/CARB Certified, IMP Certified
2. Swivel couplings and adapters for various system conversions
3. Breakaways – UL Listed, EVR/CARB Certified, IMP Certified
4. Vapor Processor technology – ETL Listed, EVR/CARB Certified, IMP Certified
5. ENVIRO-LOC™ ECO Conventional Dripless/Spitless nozzle – UL Listed, EVR/CARB Certified
6. Platinum Stage II hoses with built in anti-stretch safety cable – UL Listed, EVR/CARB Certified, IMP Certified
7. Patented P/V valves that do not use springs or diaphragms and can be installed in mid-mount vent stack locations for easy and safe accessibility during testing – UL Listed, IMP Certified, EVR/CARB Certified (pending)
8. Low permeation conventional and Stage II hoses – UL Listed, EVR/CARB Certified

Other notable accomplishments include:

1. VST has expanded our warranty up to two years on select hanging hardware products.
2. We have been approved for three Stage II vapor recovery systems in Mexico, thereby providing the broadest range of technology that can retrofit all dispenser models into Stage II vapor recovery systems.
3. In addition to our Mexican approvals, VST's GREEN MACHINE™ offers a complete remote monitoring service that assures regulatory compliance and monitors the performance of our equipment. With this unique technology, VST can continuously monitor our equipment, make remote software updates, and evaluate our equipment to review data and make improvements.

Our total commitment to performance has been demonstrated by the world's most rigorous agencies' certifications and approvals.

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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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Also, VST reviews and analyzes our quality performance monthly and at the end of each year we compile a complete year's data to focus our efforts. To that end, for this calendar year VST's warranties are <.01%. Although not meeting our objective of zero defects, we continue to reduce warranties each year.

What does this mean for our customers, the industry, and the environment? First our customers reduce their cost of maintenance and ownership while offering superior safety. Second, since VST is the only carbon neutral company in our industry, we provide reduced scrap as well as the overall reduction in harmful emissions. And lastly, the industry, as well as many of our major customers, may use our data to promote the industry and reduce governmental impediments to expansions.

Just a few updates and highlights that mark VST's 34 years in business. Now let me wish all our customers and users of VST equipment a Very Happy and Prosperous New Year!

Sincerely,

Glenn

Glenn K. Walker
President

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