



The ! Voice

April 2024



Message from the President

VST's Handshake with the Market and with the Environment




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

Dear VST distributor and user customer,

VST's handshake with the customer begins with our latest product offering "The ENVIRO-LOC™ GREEN System". The GREEN System consists of our latest GREEN MACHINE™ used in conjunction with our forecourt hoses, nozzle, and breakaway that aggregately provides > 97% reduction in emissions notwithstanding the reduction of in-ground emissions associated with UST tank leakage and forecourt emissions, IE leaky nozzles. See included spreadsheet for details.

To further demonstrate our complete technology, we've developed a presentation that easily compiles the savings associated with the VST ENVIRO-LOC™ GREEN System. See chart below.

Grow Green = R.O.I.
97% Reduction in vapor emissions and increased R.O.I.

VST Products	Location	# of UST	# of Dispensers	Requesting Throughput (gal/year)	Resolved by	*Uncontrolled VOC Emission Factor (lb/k gal)	Uncontrolled VOC Emissions (lb/year)	Controlled VOC Emission Factor (lb/k gal)	Controlled VOC Emissions (lb/year)
	Sample Site	4	16	40,000,000					
	Phase I Bulk Transfer Filling Loss				Industry	7.7	308,000	0.15	6,000
	Pressure Driven Breathing Loss				VST	0.76	30,400	**0.024	960
	Refueling Loss (w/o Phase II Vapor Control, w/ ORVR)				Industry	8.4	336,000	0.420	16,800
	Dispensing Hose Permeation				VST	0.062	2,480	**0.009	360
	Total Vapor Loss					16.922	676,680	0.603	24,120
	Total Liquid Spillage				VST	0.7	28,000	**0.003	120
	Total VOC					17.532	704,880	0.606	24,240
	Total VOC, ton/year						352.44		12.12

*: Uncontrolled and Controlled Emission Factors per EPA AP-42 and CARB
 **: Controlled Emission Factors per CARB/VST Testing

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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To put into some laymen terms/analysis let me offer a comparison; for the purchase of Tesla EV vehicles; for the cost of one Tesla EV, you can retrofit three complete service stations with our system. And this does not require the taxpayers to fork over the additional \$7,500 rebate per vehicle. Basically, for the cost of 50,000 Tesla's (two weeks production for Tesla) you can retrofit every service station in the US and SAVE over 2,100 gallons of fuel/station/year. (315,000,000 gallons/year). The rebate alone costs \$375,000.00.

Does this make any sense? Not to put too much emphasis on the point, the VST ENVIRO-LOC™ GREEN System reduces emission by over 97% along with an unreported but significant reduction in ground water contamination.

Added to the system, VST has introduced our new patented Pressure Vacuum valve that virtually eliminates the safety issues associated with the testing of valves that are installed at the top of UST vents. With our unique approach that not only eliminates the use of a ladder/safety hazard issues, but it also provides for regulatory testing without the removal of the valve from service, thereby reducing the overall cost of ownership. With VST's patented design there are no diaphragms, springs or other associated rubber components that inherently fail over time.

Lastly, VST has perfected a low-cost approach to system monitoring that allows VST to remotely monitor our GREEN system, "stand guard" over your equipment, and thereby assuring regulators of environmental compliance. This approach allows marketers to argue for larger, higher throughput locations by significantly reducing VOC emissions. A market trend of this nature can lead to fewer stations and fewer VOC emissions.

This is VST's handshake with our customers and the environment!

Sincerely,

Glenn

Glenn K. Walker
President

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