



# The ! Voice

April 2024



## Message from the President

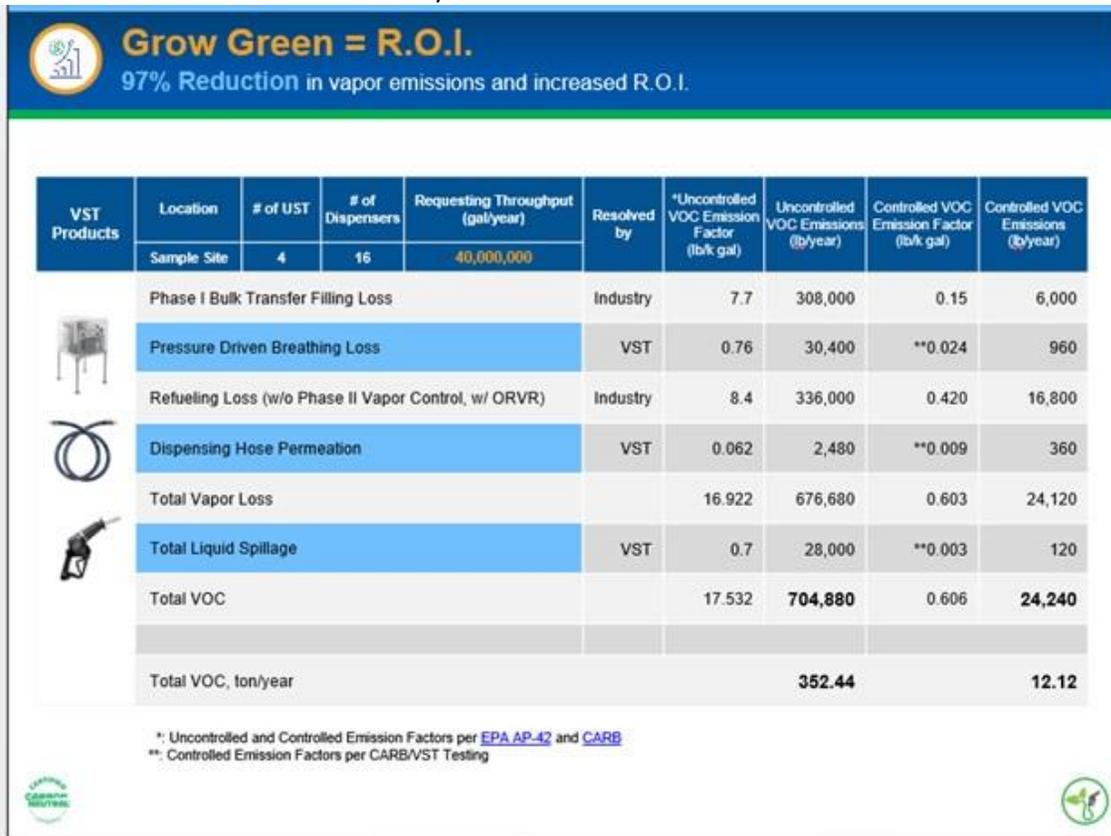
Glenn Walker, President, VST (walker@vstthose.com)

## VST's Handshake with the Market and with the Environment

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.



### 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's Handshake with the Market and with the Environment

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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## VST: The Company

Gonzalo Perez, Application Engineer, VST (perez@vsthose.com)

## Employee Spotlight: Alex Campbell

VST is thrilled to nominate Alex Campbell as our Employee of the Quarter!

Since joining our team at VST on June 30, 2003, Alex has continuously exemplified dedication, expertise, and leadership in every role he undertakes.

Currently serving as the Line Leader in the Balance Hose area, Alex's journey at VST has been nothing short of remarkable. From his beginnings as a Nozzle Builder to mastering Hose Assembly, and eventually taking charge as the Line Leader in the Breakaway Assembly area, Alex has showcased versatility and a profound understanding of our operations.

In his current role, Alex not only manages all stock orders for domestic and international balance hose production but also takes the lead in training new hires, ensuring that our team maintains the highest standards of excellence.

Alex's commitment to his work, coupled with his willingness to go above and beyond expectations, sets a shining example for all of us at VST.

His leadership, expertise, and unwavering dedication make him truly deserving of this recognition.

Congratulations, Alex, on being named the Employee of the Quarter! Your contributions are invaluable to our success, and we are grateful to have you as a part of our team.



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## Products

## ENVIRO-LOC™ ECO Nozzles

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

**Question:** Are your customers tired of spending money to clean up their station's forecourts?



**Solution:** Educate them about the VST family of ECO nozzles.

VST offers a selection of unique gasoline and diesel nozzles that significantly reduce the mess on the forecourt: The ENVIRO-LOC™ ECO nozzles.

These products come in two styles which will support any market depending on what may be required by the regulatory community.

- **ENVIRO-LOC™ ECO Dripleless/Spitless Nozzles** are for the regulated markets that require a CARB EVR (gas only) style nozzle. This patented interlock-style nozzle incorporates a safety feature that will not allow dispensing unless the interlock is engaged by depressing the face plate.



ENVIRO-LOC™ ECO Gas Dripleless/Spitless



ENVIRO-LOC™ ECO Diesel Dripleless/Spitless

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## Products

### ENVIRO-LOC™ ECO Nozzles

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

- **ENVIRO-LOC™ ECO Dripless No Pressure No Flow** may be used in any UL Listed market that does not require CARB EVR regulations.



ENVIRO-LOC™ ECO Gas Dripless



ENVIRO-LOC™ ECO Diesel Dripless

Help your customers clean up their forecourts and protect the environment!

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## EVR Tips & Tricks

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

## Maximizing Nozzle Flow Rates on Balance Systems

### PROBLEM: Low Flow Rates

While helping a site try to get higher flow rates, we looked at their STP controllers, piping layout, and dispensers.

### SOLUTION: Larger Fuel Filters

We discovered how much of a difference a larger fuel filter can make.

After switching to a larger size filter, the site went from 7.8-8.5 GPM to 8.4-9.4 GPM.

The larger filters also maintained higher flow rates for a couple months on the same filters, compared to monthly filter replacements.

Here are some examples of the larger fuel filters options. These filters are around 8" tall compared to 5 1/3" filters I usually see.

More filter media surface area makes for better flow rates.



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## VST Training & Certifications

Susie McLaughlin, Manager, Training & Certifications (mclaughlin@vsthose.com)

### You can now print your certification from the VST website!

If you are a VST Authorized Service Contractor (ASC) and are listed on the VST website, you can now access your certificate directly from the website.

To do so:

1. Click this link to access the ASCs listed on the VST website: [VST ASC List on VST Website](#)
2. Find your name on the list.
3. Click “Re-send Certificate” and the system will send the certificate to the latest email address you provided us.

### 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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## 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="#">Level E - General Contractor</a>       |
| Level E1       | CS2 USA GREEN MACHINE™ Electrical Install           | <a href="#">Level E1 - Electrical Install</a>      |
| Level E2       | CS2 USA GREEN MACHINE™ Vapor Piping Install         | <a href="#">Level E2 - Vapor Piping Install</a>    |
| Level E3       | CS2 USA GREEN MACHINE™ Start-Up Contractor          | <a href="#">Level E3 - Start-Up Contractor</a>     |
| Level E4       | CS2 USA GREEN MACHINE™ Service Contractor           | <a href="#">Level E4 - Service Contractor</a>      |
| Level H        | GM3 CS2A USA GREEN MACHINE™ General Contractor      | <a href="#">Level H - General Contractor</a>       |
| Level H1       | GM3 CS2A USA GREEN MACHINE™ Electrical Contractor   | <a href="#">Level H1 - Electrical Contractor</a>   |
| Level H2       | GM3 CS2A USA GREEN MACHINE™ Vapor Piping Contractor | <a href="#">Level H2 - Vapor Piping Contractor</a> |
| Level H3       | GM3 CS2A USA GREEN MACHINE™ Start-Up Contractor     | <a href="#">Level H3 - Start-Up Contractor</a>     |
| Level H4       | GM3 CS2A USA GREEN MACHINE™ Service Contractor      | <a href="#">Level H4 - Service Contractor</a>      |

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