



The ! Voice

Oct 2024



Message from the President

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

VST Product Enhancements: The Platinum System

Dear VST distributor and user customer:

Over the many years Gasoline Dispensing Facilities (GDF's) have been continually asked to update and upgrade their facilities to meet an ever-ending list of new regulations. In the last several years GDF's had to address the latest demand for credit card readers thereby pushing/nudging them into replacement of the gasoline dispensers. More recently GDF's are in the process of updating to the latest Underground Storage Tank (UST) requirements, IE double wall tank configurations. All the latest requirements drive the cost of doing business regardless of your location. From VST's perspective we have always focused on quality first, then service, and finally cost.

In recent years, VST has taken notice of the plight of operators and addressed the overall system quality by providing innovative products and premium service with the result of lowering your cost of doing business.

Let me take a few minutes to highlight a few of our product enhancements.

Our Platinum System demonstrates how we focused on existing (competitive) equipment and developed innovative solutions that can be integrated with our equipment. Thus, a superior approach at a far lower cost.

In California, for example, our Platinum Balance Hanging Hardware has been the industry's choice when converting from the expensive vacuum assist systems to our Platinum Balance System. By utilizing the VST products, GDFs have been able to eliminate expensive components, (vapor pumps, nozzles, breakaways, and hoses) and improve their cost of ownership.

During our development, we incorporated the Clean Air Separator (CAS) processor with our Platinum Balance Hanging Hardware. This solution offered a reasonable upgrade without having to replace/upgrade the expensive vapor processor of your Stage II system. In fact, our field results were so good utilizing the CAS, we decided not to certify our upgraded GREEN MACHINE™. Why ask users to spend additional capital when existing equipment works very well with our products.

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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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In addition, we have updated our balance hoses and nozzles to the Platinum designs that accomplish the following:

1. The Platinum hose design incorporates an anti-stretch cable that not only saves your hanging hardware but the entire dispenser system. Specifically, in many cases the meter gaskets may be damaged when a drive-off occurs. In addition, this safer design offers a higher level of protection for consumers and potential vehicle damage.
2. The Platinum nozzle incorporates our patented interlock system. When abuse or damage occurs to the interlock mechanism, the nozzle is designed to fail in a safe condition by not allowing fuel to be dispensed, thereby eliminating spills. This combination of consumer and environmental safety corresponds to lower cost of operation.
3. When our Platinum Balance System is used in conjunction with proper piping and pumping units, we have demonstrated >9 GPM's along with far fewer nozzle shutoffs as compared to competing equipment. Overall, after many years of field-testing our performance, in most if not all cases, VST equipment has demonstrated higher station throughput due to the robustness of our equipment.

As the industry continues to update their GDF's to comply with the latest tank regulations, it is also a good time to upgrade to the VST Platinum Balance System that is eligible for our latest 2-year factory warranty.

Lastly, VST has just announced our factory assembly program for Platinum Balance Hanging Hardware sets that provides quality assurance along with lower cost of both equipment and contractor labor. We know regulations drive you to spend additional and often unwanted costs. However, with the VST Platinum System, much of those costs over time will be recovered with our superior performance and durability.

Please take a few minutes to review our [VST Platinum Hanging Hardware literature piece](#) that goes into great engineering detail on how we achieve the aforementioned results. Please feel free to contact VST's application engineering group if additional information is necessary or how we can assist you in making your equipment decisions.

All our information may be found on our website www.vsthose.com.

Sincerely,

Glenn K. Walker

President

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