



The ! Voice

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Message from the President

Glenn Walker, President walker@vsthose.com

VST Product Enhancements

In the recent past, various regulatory agencies have adopted numerous mandates that have added costs on gasoline dispensing facilities (GDF's). At VST we call many of those regulations, "grudge" purchases required to meet the various requirements. Over the years we have developed VST's dripless nozzles, Platinum hoses, GREEN MACHINE™, and P/V valves to meet the various requirements. As our development continues, our CARB certified EVR P/V valve was developed to better control the underground storage tank emissions (UST's) and more importantly our mid mount design provides unsurpassed safety during the normal testing requirements.

VST has now combined our complete product range and has recently added in our remote monitoring system. With this total approach VST has demonstrated > 98 % efficiency that incorporates forecourt and UST emission savings. Once considered a "grudge" purchase, the VST system allows station owners to increase their throughput for each individual station thereby reducing cost/gallon dispensed as well as meeting the most demanding and rigorous standards known in the US. By combining VST's integrated technologies with our extended two-year warranty on hanging hardware, once a grudge purchase now has become a cost reduction. Fewer expensive service calls due to longer service life, better control of your fuel drops, safer operating equipment with VST nozzles that fail in a safe condition and lastly the in-line EVR P/V valve virtually eliminates any potential falls that plague the necessary field testing.

Some 45 years ago there were 450,000 stations in the US with a station on every street corner. Now in 2025, there are about 149,000 stations dispensing far more fuel than in 1980. Stations are cleaner, safer, and less costly to operate \$/gallon than ever before. Now with the VST remote monitoring system coupled with our complete system, we drive the industry even further into the future. Lower costs, improved safety, and superior compliance control where VST provides real time data from which you can better manage your station as well as remain in compliance with complicated regulations. VST can help with much of the day-to-day monitoring without the headaches and reports that just drive up your costs with little if any benefit.

VST has recently published an engineering document that summarizes the actual emission reductions available by utilizing our various products. To highlight our analysis, the average cost/ton has demonstrated, with real world testing, to be in the range of \$200/ton as compared to competing technologies > \$3000-\$5000/ton. Not only are we talking about overall cost reductions and safety improvements, but the environmental savings are also raising eyebrows of many in the regulatory communities.

Sincerely,

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.