



# The ! Voice

OCTOBER 2025



Striving Towards Sustainability

## Message from the President

Glenn Walker, President [walker@vsthose.com](mailto:walker@vsthose.com)

## VST Corporate Culture

To Our Valued Partners:

Over the last number of years VST has published a quarterly newsletter and in all those publications, me as President, has authored memo's opining on many issues – products, programs, technologies, marketing and the like. In all my previous input I have yet to talk about the people at VST, which is our most important asset. (Service and quality)

**Service – *This is what makes VST tick:*** That is what drives our superior service levels (99% of all orders shipping within 24 to 48 hours).

**Quality – *Operating at less than .1% warranty rate:*** To drive toward the **zero defects goal**, our quality and engineering group review every warranty claim, to categorize and determine root cause of the claim. Each month the entire team that includes manufacturing, engineering and quality meet with executive management to assess our quality goals; **with the goal of zero defects**. Although that is the lofty goal, we know that we are all human and realistically the goal is unachievable, but we continue striving to that end. This is VST's corporate culture that each employee is educated and required to work toward.

With all this said, the real quality starts with the employees and VST's goals of zero defects, 100% on time delivery and with a completely satisfied customer. It is those objectives that are driving our employee selection and training to achieve the corporate goals that translate into our corporate culture.

*That is what we are most proud of!*

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.



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## The Company

Scott Brown, VP Sales & Marketing [brown@vsthose.com](mailto:brown@vsthose.com)

The NACS Show 2025

Chicago

## Visit VST at NACS 2025

Booth #S3221

VST extends an open invitation for everyone to visit with us at The NACS Show 2025 on

**October 15 – 17, 2025**

Chicago | McCormick Place

Environmental sustainability continues to be a very important topic to VST and around the world. Many markets are looking for ways to improve their air quality and VST offers the products to help them.

Innovation focused on unique products for a more sustainable future at gasoline dispensing facilities will be on full display with VST's Sphere of Sustainability.

Stop in and learn about the VST ENVIRO-LOC™ GREEN System!



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## The Company

Gonzalo Perez, Strategy Analyst [perez@vsthose.com](mailto:perez@vsthose.com)

Stay Connected:  
Follow VST on LinkedIn



At VST, we're dedicated to leading the industry with the most sustainable fuel equipment solutions in the market. But innovation doesn't stop with our products—it extends to the way we share knowledge, insights, and updates with you.

That's why we invite you to **follow VST**  
on [LinkedIn](#) 

By joining our growing LinkedIn community, you'll gain access to:

**Company News & Updates** – Stay in the loop with the latest product launches, innovations, and holiday hours.

**Industry Insights** – Learn about trends shaping the fuel and automotive sectors, and how VST is helping set the standard.

**Tips & Tricks** – Discover practical guidance, best practices, and technical know-how designed to help operators, contractors, and partners get the most from our solutions.

**Behind-the-Scenes Content** – See how our team is driving change and learn more about the people making the products.

**Follow VST today on LinkedIn and be part of the conversation shaping the future of fuel equipment.**

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## New Products

Doug Himes, Program Director [himes@vsthose.com](mailto:himes@vsthose.com)

## Remote Monitoring Service for Underground Storage Tanks

VST is proud to offer a solution for remote monitoring of our GREEN MACHINE™ vapor processor and general UST pressure management: **VST Remote Monitoring Service (RMS)**.

With VST RMS, GREEN MACHINE™ end users get automatic, instant updates in the event of a GREEN MACHINE™ alarm and can even opt to have emails sent directly to their preferred service contractor to dispatch for service. In addition to GREEN MACHINE™ alarm monitoring, VST RMS can accurately detect a leak in the vapor system and other pressure anomalies. This constant monitoring and notification process keeps both end users and contractors up to date on every site they tend to and minimizes downtime.

Every month, RMS customers receive a report including details such as alarm history, emission reduction calculations, and uptime. This report keeps end users in the loop on their sites, even if there are no issues that month.

VST RMS is available for any site that has a GREEN MACHINE™ installed.



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## Products

Scott Brown, VP Sales & Marketing [brown@vsthose.com](mailto:brown@vsthose.com)

## ENVIRO-LOC™ ECO Interlock Conventional Rebuilt Nozzles

VST has been successfully marketing the ENVIRO-LOC™ Interlock Dripless/Spitless Conventional Nozzles for several years across multiple states with many more states currently looking to add this unique technology to their regulatory requirements. Improving the forecourt cleanliness with less spillage and reducing hazardous fugitive emissions for better air quality continues to grow in popularity for everyone's benefit.

We have now launched our **REBUILT** version to the marketplace.

### Rebuilt Nozzle Part Numbers

- VST-NV-ND(cc)R – for gasoline
- VST-DS-ND(cc)R – for diesel

\*\* (cc) designates color code of the nozzle scuff

Our sustainability efforts are strong and continue to get stronger. VST is the **ONLY** manufacturer that offers a **CORE** value for both the new and rebuilt models of these nozzles. So, when these nozzles reach end-of-life, be sure to collect them rather than putting them in a landfill. They have **VALUE!**

VST works with our distribution partners so we can continue our efforts in offering a rebuilt nozzle.

**Black = BK**



VST-NV-NDBKR

**Blue = BU**



VST-NV-NDBUR

**Green = GN**



VST-NV-NDGNR

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## Tech Talk

Doug Harty, Senior Applications Technician and Trainer [harty@vsthose.com](mailto:harty@vsthose.com)

### VST EVRPV Test-In-Place

As more of our VST Pressure / Vacuum valves are installed across California and the rest of the country, I have had a few technicians reach out to me on testing it correctly. Here are my pointers on how to use the VST-TIP-200 Test-In-Place Kit.

**REMINDER: Ensure the VST-EVRPV-200 Valve is installed plumb within 3° out of vertical max and not set at an angle. Tilted P/V valve installations may affect performance.**

- The TIP kit includes the TIP Stinger, Stinger Adapter, a hose with a bell adapter to attach to the test fixture, and a special 1" socket for removing the test port cap on the VST-EVRPV-200 P/V valve.
- The TIP Stinger is used for the CARB TP201.1E test procedure.
- For an enhanced 10"WC pressure decay to locate hard to find leaks, or conducting Tank Testing, BOTH the TIP Stinger and Stinger Adapter are used. The TIP Stinger will isolate the PV, while the Stinger Adapter will isolate the UST for testing.
- Only use the VST supplied socket for removing and replacing the test port cap on the VST-EVRPV valve. A standard 1" socket head does not work well on our tamper resistant test port cap. If you didn't get a socket with your VST TIP kit, contact your VST distributor.

Here is a video with instructions on using the VST TIP kit – [EVR P/V Valve Testing](#)



NOTE: VST-TIP-200 (P/V test unit not included)

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## VST Training & Certifications

Doug Harty, Senior Applications Technician and Trainer [harty@vsthose.com](mailto:harty@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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