



DEFINING | WHAT'S NEXT

June 7, 2022

OPW Product Rationalization Announcement

Dear Valued Distributor:

As a leader in the industry, OPW Retail Fueling continues to analyze our products' lifecycles as well as market shifts, in order to focus on products that are most valuable to our customers. This includes identifying slow moving products that have come to end of life. As a result, OPW's Above Ground Storage Tank line will be rationalized and include the products and components that are most critical to our customers. In doing so, our operations team can focus on mitigating long lead times by increasing its efficiency and capacity on key products.

Part of the rationalization process includes in depth cross-functional team meetings represented by all departments of OPW to review data, gather customer feedback, and come to the best decision. At the heart of our discussions are the interests of our partners, customers, and our ability to perform at a high level. With these values in mind, we sought to create a stronger offering of AST equipment that allows our customers to maintain their current systems, and still find confidence with OPW products in their new builds. By focusing on standard sizes and options, we can be more effective in our production and delivery of critical components.

Please click the link in the blue box below to download the list of AST products that will be rationalized. For products labeled "*Obsolete*," there is no remaining inventory and the product is no longer offered. For products labeled "*Phase Out*," the product will remain while inventory lasts. Upon the depletion of inventory, the product will then become obsolete.

The second tab of the Excel sheet, labeled "*AST Products to Continue*," gives a complete list of our refined AST offering. Please review this list prior to placing future orders to ensure accurate and timely order entering.

[Click Here to Download the List of Rationalized AST Products](#)

If you have any questions, please reach out to your District Manager or our Customer Service Department at 1-800-422-2525. If you would like more information about our complete product line, please visit our website at www.opwretailfueling.com.

Best regards,

Brian Sundholm

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OPW Retail Fueling



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