Not All UL Listed Nozzles Are Created Equal

NOZZLE CYCLE TEST COMPARISON DATA

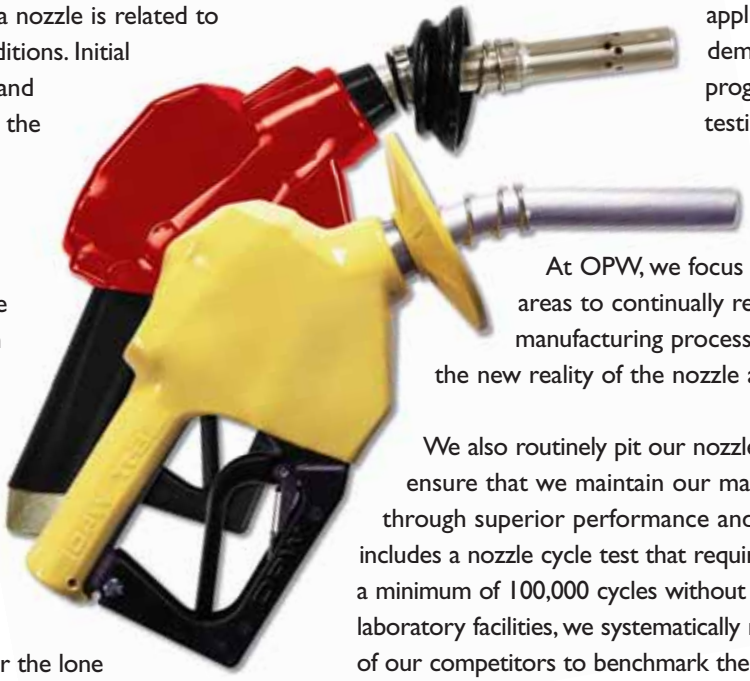
The cost of ownership of a nozzle is directly related to the amount of time it operates on a fueling point.

What determines the service life of a nozzle?

The service life of an individual nozzle is determined by many factors. Problems at individual hose points can be caused by any number of circumstances such as a drive-off, nozzle abuse, or foreign material in the fuel. Problems with the fueling system unrelated to the nozzle can also result in the removal of an individual nozzle. Overall however, discounting these circumstances, the average life of a nozzle is related to frequency of use and service conditions. Initial quality, materials of construction, and robustness of design are certainly the major contributors that can be managed by the manufacturer.

Frequency of Use

Over the past decade, nozzles have been called upon to operate much more frequently in a given time period. The introduction of uni-hose dispensers eliminated the light duty usage seen on the premium and mid-grade fueling points, and transferred the entire load to one nozzle. This represented approximately a 25% increase in the frequency of use for the lone remaining nozzle. Consolidation of the retail fueling business has also had a profound effect on nozzle use. Retail fueling sites continue to grow larger and busier. Some stores now routinely pump hundreds of thousands of gallons per month, while it is not uncommon for fueling facility volumes to exceed half a million gallons per month. More product volume is flowing through fewer sites. Also, rising gasoline prices are causing more customers to stop short of a full tank. More fueling events for the same amount of fuel is the result. The bottom line: Nozzles are being put to the test as never before.



OPW has risen to meet the challenge head on. Continuous improvement activities at OPW ensure that our nozzles deliver consistently high performance even as the field application becomes more demanding. Our extensive program of lab testing, field testing, and warranty nozzle evaluation generates the data we use to identify areas for improvement. At OPW, we focus our efforts on these areas to continually refine the design and manufacturing process of our nozzles to meet the new reality of the nozzle application.

We also routinely pit our nozzles against all comers to ensure that we maintain our market leadership position through superior performance and reliability. UL 842 includes a nozzle cycle test that requires a nozzle to operate for a minimum of 100,000 cycles without a failure. In our elaborate laboratory facilities, we systematically run these tests on all of our competitors to benchmark their performance versus ours. These tests can be used as general predictors of the differences in initial quality, consistency of quality, and long-term performance of competing brands of nozzles.

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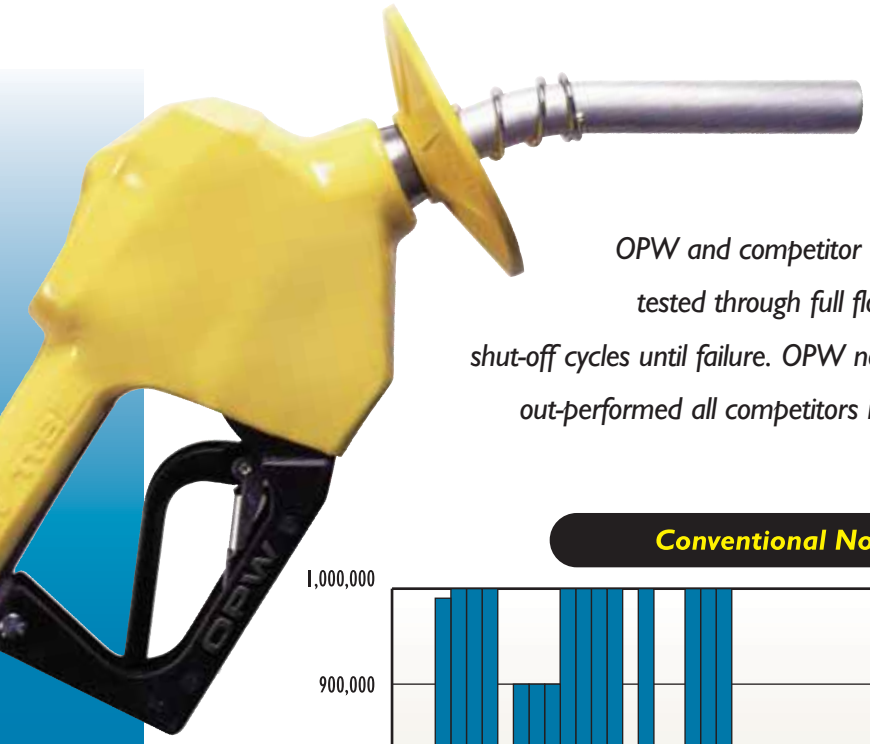
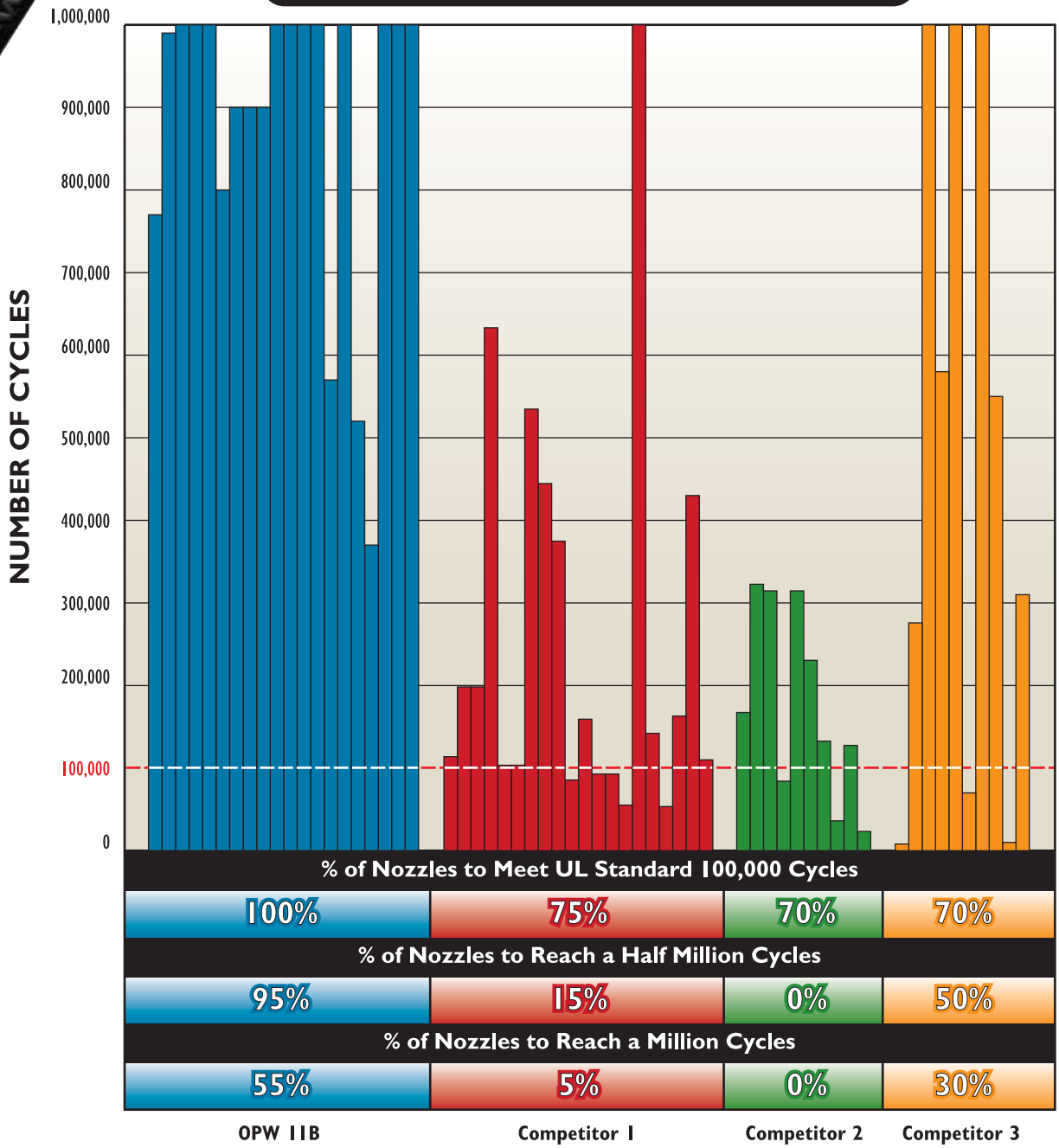
CONVENTIONAL NOZZLE CYCLE TEST DATA



OPW

OPW and competitor nozzles were tested through full flow/automatic shut-off cycles until failure. OPW nozzles clearly out-performed all competitors in all metrics.

Conventional Nozzles — Million Cycle Test

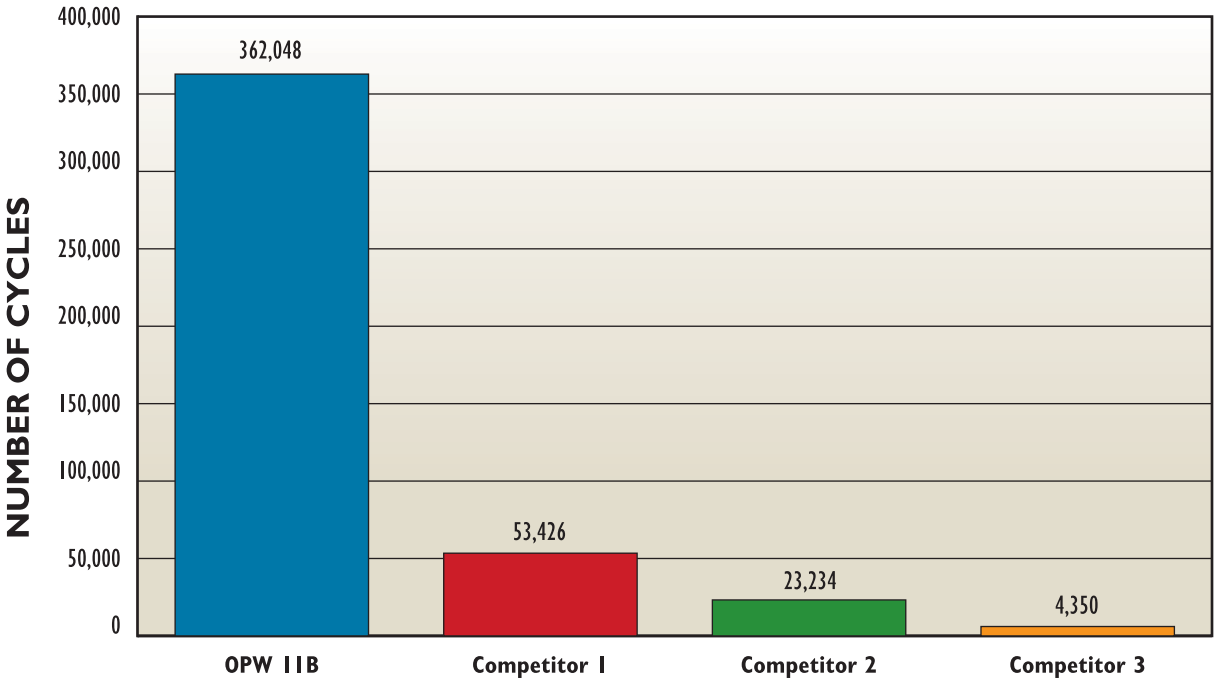


NOTE: *Twenty nozzles tested in the 11B and Competitor 1 batches; ten nozzles tested in Competitor 2 and 3 batches; bars represent failure point of each individual nozzle. Bars reaching 1,000,000 represent nozzles that remained operational after one million cycles.*

— — — UL STANDARD 100,000 CYCLES

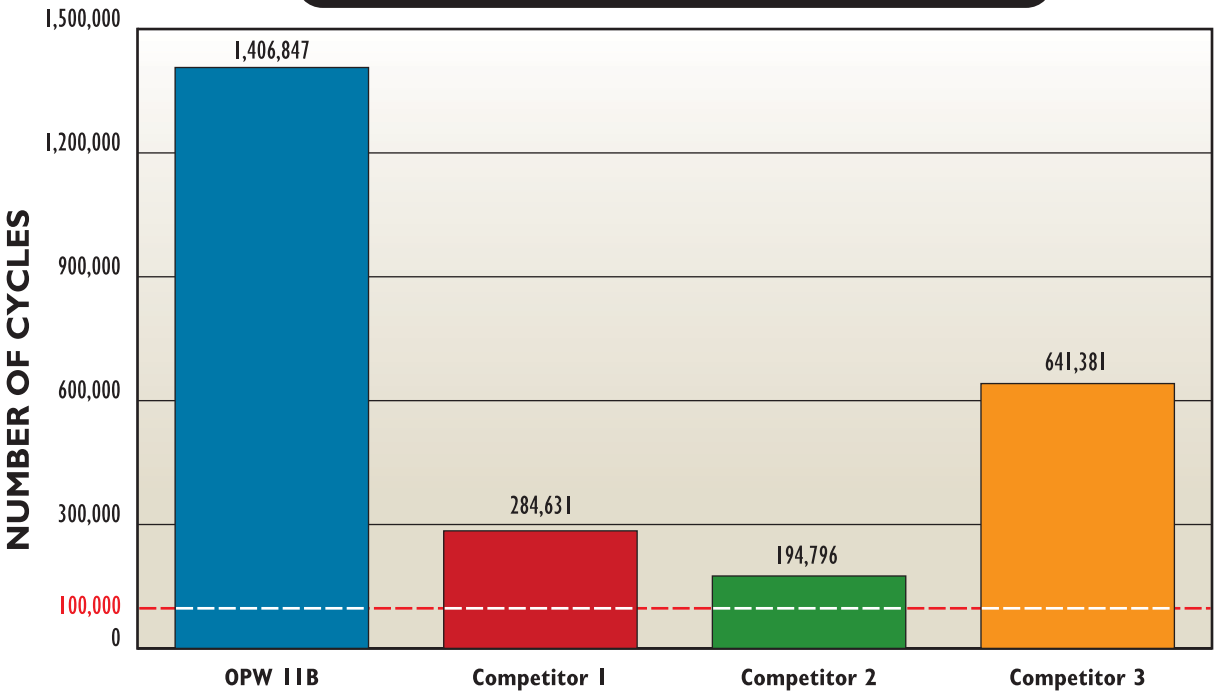
vs. The Competition

Conventional Nozzles — Cycles to First Nozzle Failure



NOTE: *Twenty nozzles tested in the 11B and Competitor 1 batches; ten nozzles tested in Competitor 2 and 3 batches; bars represent the number of cycles at which the FIRST nozzle failed in each test batch.*

Conventional Nozzles — Average Cycles to Failure



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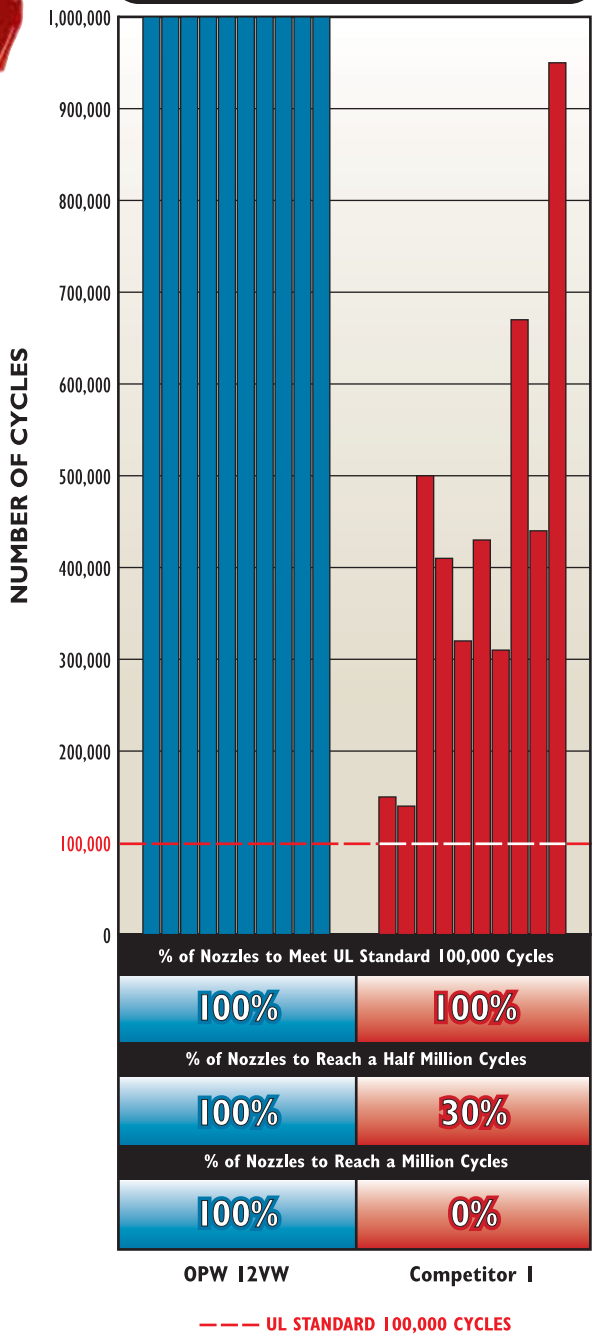
— — — UL STANDARD 100,000 CYCLES

CONVENTIONAL NOZZLE CYCLE TEST DATA

VAPOR RECOVERY NOZZLE CYCLE TEST DATA

Vapor Recovery Nozzle Cycle Test Data

Million Cycle Test



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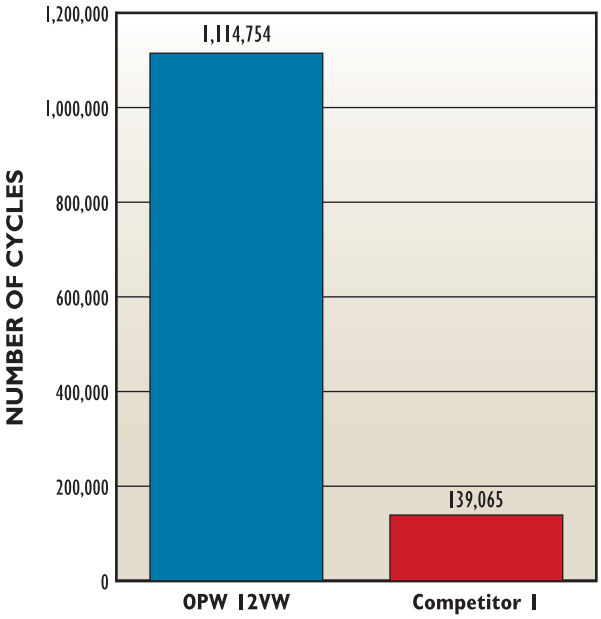
Cycles to First Nozzle Failure



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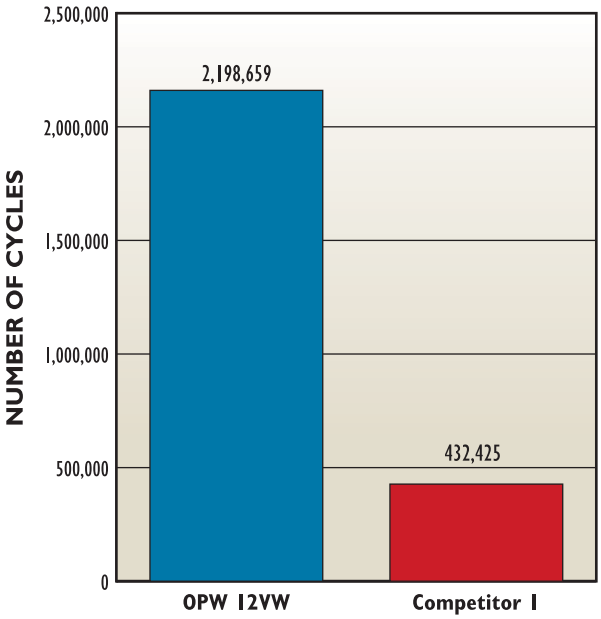
Average Cycles to Failure



NOTE: Ten nozzles tested in each batch; bars represent the average of the failure points of the individual nozzles in each test batch.

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