



An Open Letter to FSA Members and Those Considering Membership
Subject: FSA's Value to Metraflex

"The Room Where It Happens" with license from the Broadway play "Hamilton"

My first FSA meeting was the fall of 1995. I had been working at Metraflex for a number of years and I thought I knew a bit about rubber expansion joints. I definitely knew that selling them favorably impacted my paycheck.

At FSA, like most organizations, the "new guy" was quickly targeted to volunteer for something and I did. What I found were friendly competitors, many with 15 to 20 plus years' experience. In addition to finding out how much I didn't know, I found I could call some of my knowledgeable new friends, who would "consult" with me on application issues. Many times they offered a product that Metraflex didn't. With their help, I could satisfy a customer. A win/win. But just as important, this cooperation was good for the industry.

At some point, I have been in every position within the Rubber Joint Division at FSA. However without a doubt the most important, for any division, is the work done by the technical committees. They set standards. They keep raising the bar. I recently heard, "if you're not at the table, you're on the menu".

I want to be in "The Room Where It Happens." You should, too.

The FSA has a stellar industry wide reputation. In my corner of the world, the Rubber Technical Handbook, written and published by the FSA, is the bible of our industry. In applications or disputes it is the go-to authority. It has gotten Metraflex out of many "issues" and kept many end users from getting into them.

The FSA is a very important organization for our industry and therefore for Metraflex. I can't imagine not being in "The Room Where It Happens".

Sincerely,

A handwritten signature in blue ink that reads "Jim Richter". The signature is fluid and cursive.

Jim Richter, President
The Metraflex Company

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