

An Open Letter to the FSA Membership Community
Subject: FSA's Value to Proco Products

The year 1986. My first job as a customer service representative in the fabric department at Pathway Bellows. My first boss, Gary Niles. I had grown up in the expansion joint industry and saw my first metal bellows at the age of 5, but it was Gary that gave me my thirst for knowledge of fabric expansion joints. Our mission in those days was to provide a quality product and our bible was the Fluid Sealing Association Fabric Technical Handbook. I remember Gary speaking of the legendary Don Brock of RM (the father of Fabric Expansion Joints) and how important it was to get the word out to our customers that they needed to follow the guidelines of the FSA Technical Handbook. I used that book religiously and weaved it into my conversations regularly.

The year 1994. I came to work for Merv Vater (past FSA President) and the Legendary Don Brock at Proco Products, Inc. One of my first tasks at Proco was to update the FSA Rubber Expansion Joint Technical Handbook, a job that Merv had taken on as a member of the FSA. In those days, it was type on boards and boy did we have a lot of changes going on. The task forced me to read every word what it seemed like 100 times. As I have grown in the company over the past 23 years I have used the FSA Rubber Expansion Joint Technical Handbook to teach engineers in industry the benefits of our products and to remind them that there is a body of industry experts (our esteemed FSA Members) to help them with their piping solutions. The Fluid Sealing Association and what it means to our industry was driven home by my two mentors at the time, Merv and Don. They instilled in me the importance of the organization and what it meant not only to our company but to the industry.

The year 2010. Ed Marchese current President & CEO of Proco (FSA President at the time) asked me to attend the FSA as a member since Merv retired. I remember him telling me that to get the full value of the FSA it was important to volunteer and be an active member. He told me that it was an honor to serve and that I would make many friends during my tenure and I must say he was right. I jumped in to all facets of the organization and have made new friends all along the way. It has been a real pleasure to devote effort to the association I have been affiliated with for so long.



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Being a member of the Fluid Sealing Association has brought value to me dating back to 1986 and no doubt has brought value to both Pathway Bellows and Proco Products, Inc. Both companies have been industry leaders in their fields and the Fluid Sealing Association has played a role in their success. As my colleagues in previous open letters to our Association have eluded to – you want to be a member, you want to add value to the industry you are a part of, you want to influence government on affairs important to your company and industry; how do you do that? Participation and Involvement. This is your chance to influence and advocate for our industry and without participation the companies that we sell to lose out on our collective expertise.

A final note. While I'm an expansion joint guy, I have come to know more about gaskets, packings, and seals from interacting with folks in the other divisions. It hit me a couple of years ago that as I speak to engineers it must be conveyed that all the divisions of the Fluid Sealing Association are important in the design of piping systems and that they take time to explore our website and message. It is our collective job to show that the Fluid Sealing Association is the subject matter expert on all aspects of "Sealing" and that we advocate the best practices for industry. I encourage you to talk about all divisions when speaking to industry to reaffirm why our association is an important piece of the puzzle. This should be our collective goal.

Best Regards,
PROCO PRODUCTS, INC.



Robert S. Coffee
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FSA Vice-President
FSA Board Member
Strategic Committee Member
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