



The Newsletter of the
Fluid Sealing Association

Spring 2015

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Wayne, PA 19087-1866
610-971-4850

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FSA Spring Meeting

April 14-16, 2015

Hotel Derek

Houston, TX

The meeting notice was emailed yesterday, and will also be available on SharePoint. All agendas will also be posted to SharePoint prior to the meeting.

These new events are open to all meeting attendees:

Luncheon with Industry Speaker

Tuesday, April 14

Please join us for lunch and a presentation from an industry speaker you won't want to miss. More details to be announced soon!

Roundtable Discussion Session and Breakfast

Thursday, April 16

Have breakfast, hear updates from committee chairs, and discuss topics important to you and your company.

Click [here](#) to see the entire meeting schedule.

Click [here](#) to read why our Division and Committee Chairs think you should attend this meeting.

Deadline to register and make hotel reservations is March 13, 2015.

President's Message

As we start a New Year and work through getting our own businesses in order, either closing the previous year or working towards a fiscal mid-year end, it is important to recognize and applaud the renewed energy within the Fluid Sealing Association. Renewed energy is apparent in most aspects of the Association and we're quickly working our way through changing how outside companies, organizations, and people perceive the FSA. As I hope all of our members are now aware, we have been putting in considerable efforts in order to get more participation by member company personnel and also in order to attract new and past members to the Association. We are making headway but we still need your help and we need it today.



Mike Shorts

Like most associations, we are a volunteer organization and volunteers are the lifeblood of everything. Currently we have a very strong and active group of a few volunteers who are essentially carrying the load of the entire FSA. What we truly need is more participation by more people, plain and simple. With more volunteers, all of our individual workloads are reduced and spread out which makes taking on new tasks less stressful and daunting. You are all leaders within your own organizations, otherwise you wouldn't be asked by them to participate in the FSA. I am asking all of you for more participation and to recruit new people from within your companies to help in areas of their expertise. There are many people who can benefit from participating in the FSA and at the end of the day, the more your company participates the more you will benefit from the activities of the Association. Based on your past observations, you may think that taking on a new task is daunting but this is an idea that we need to change - it can be much easier if everyone takes a piece of the pie.

The Government Affairs Working Group is absolutely rolling with meaningful and respected influencing and advocating activities. Recently, under the leadership of Chris Swonger, the group had some influence toward the recent methane emissions position statement released by the Obama administration. With the combined efforts of Charli Matthews from Marketing, the FSA had a public statement which was picked up by at least two independent organizations and media outlets. Very quickly we are being recognized as a key voice of sealing technology professionals and manufacturers which will directly impact your individual businesses should you wish to participate and take advantage of it. Great work by Chris and Charli to get this into the public domain and obtaining the acknowledgement and

respect from policy makers and other policy influencers.

[Read the entire article.](#)

New FSA Guidelines are Available

Click here to see the new [FSA Graphics and Brand Guidelines](#) and the new [FSA Format and Style Manual](#).

Both of these documents are now available on SharePoint.

Have you signed up to have access to FSA's SharePoint site?

Send an email to hope@fluidsealing.com and an invitation and instructions will be sent to you.

New FSA Board Members

Bud Baltzer

After graduating from Michigan State University with a BA in Marketing in 1970, Bud went to work for Versatube Corporation. Bud's father, Paul, had started Pebco Sales, Inc. in 1966. It was always assumed that Bud would be joining him some day, but that day came sooner than expected when, in 1973, Paul suffered two heart attacks and Bud left Versatube to take care of the business. Happily, Bud and Paul worked together until Paul was 73 (he is now 91 and very independent).



In 1981, Pebco Sales formed a subsidiary called "Meccom Industrial Products" (MECCOM = "MEchanical" "COMponents"). They started stocking some of the products that they had been selling on commission. By 1986, they began fabrication of both metallic and non-metallic expansion joints.

April 2016 will mark Pebco's 50th anniversary. Their capabilities have now surpassed their wildest dreams and Bud is extremely proud of their reputation for supplying high quality products "on time". Bud doesn't plan on retiring for a good while. "Some friends of mine think I am crazy but I happen to love what I do. You can only golf and fish so much." But he does have something else to occupy his time - his new grandson, Jackson, who is "just a delight."

Rob Coffee

Rob has been in the expansion joint industry dating back to 1980, working part-time after high school at Pathway Bellows. During his tenure at Pathway, he performed duties inside customer service for fabric expansion joints and then industrial dampers. In 1990, he transitioned to field salesman with responsibility for Northern California, Oregon, and Washington.



In 1994, Rob joined Proco Products as Marketing Manager. As Vice President of Sales & Marketing (2007), his duties include traveling around the United States and Canada conducting engineering seminars and sales training bringing more than 30 years of application experience as a result of his years behind the desk and in the field.

Rob also serves the FSA as a member of the Marketing and Membership Committees.

Technical Director's Report

This will be the second edition of this report from your newly appointed Technical Director. The transition from Pete Petrunich is now complete. With a few minor exceptions all of his activities have now been transitioned, and quite a few new activities have been added. It appears that good progress is being made. I want to thank all the technical committee chairs for helping and assisting me.



Henri Azibert

One of the areas that has continued to be the center of much activity is the Government Affairs Committee. Chris Swonger, Chair of the committee, has continued to bring new openings to participate in many areas of Government Regulation and Legislation having an impact on the products manufactured by our Members. The two major initiatives have been the "Environmental Goods" Agreement, and the Climate Action Plan announced by the Administration this past March, and now the regulation to be issued by the EPA concerning methane emissions.

The interaction with the Hydraulic Institute which has been formalized with a new collaboration agreement continues. This strengthens the joint educational projects, which are further detailed below, as well as various programs concerning Energy Savings in pumping systems. HI has been very involved with the Department of Energy and is party to a Negotiated Rule on minimum pump efficiency requirements, and we have access to all this activity. There is a labeling program for energy efficient pumps in progress and in cooperation with the ACEEE. We also have provided an appendix for a new guideline on Pumping Systems Efficiency Optimization. A Reliability guide book, which had been in development for several years is getting to the ballot stage. We contributed to the Seal and Compression Packing sections.

[Read the entire Report.](#)

Measure Results to Prove Social Media Works

Most marketing teams want to prove their social media marketing activities are worth the time and effort, but rarely understand all the tracking and measuring capabilities that exist to show positive results. This guide examines different ways to show the positive impact social media marketing can have for your business. To download: <http://empoweringpumps.com/measure/>

New FSA Member

Fiber-Line LLC

(Regular Member, Compression Packing Division)

3050 Campus Drive
Hatfield, PA 19440

Phone: 215-997-9181

Fax: 215-997-9589

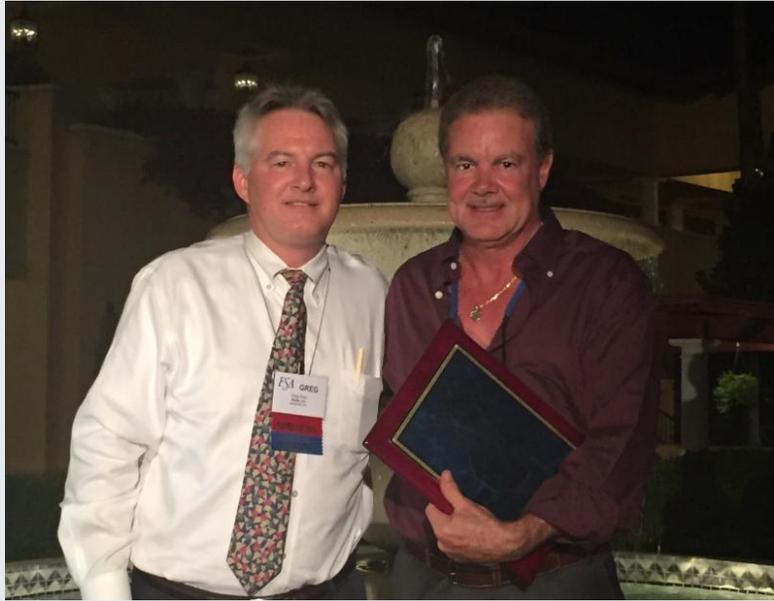
www.fiber-line.com

FIBER-LINE® offers a broad range of continuous filament yarns and performance additives for braided compression packing yarns. We combine the yarns and coatings to create unique products designed to add performance and save you time and money. For over 25 years, FIBER-LINE has provided science-driven expertise that improves the performance and the end-use processing of high performance fibers. Our products enable the search for new energy reserves and extend the life of fiber optic telecommunication cables. They also add important characteristics, such as SWELLCOAT® water-blocking, water repellence, adhesion, color and wear and UV-resistance to these and many other applications. We believe that our ongoing commitment to protect the environment, to remain at the forefront of fiber and coating technology, and to "treat others as we want to be treated" will continue to drive the success of our customers, shareholders, and employees.

Fall 2014 Meeting Photos



FSA President Greg Raty thanks Ed Marchese for his service to the Association as a member of the Board from 2006 through 2014.



FSA President Greg Raty thanks Ted White for his service to the Association as a member of the Board from 2007 through 2014.



New FSA President Mike Shorts thanks Greg Raty for his service to the Association as President from 2012 through 2014.

Join the FSA conversation!



FSA Calendar of Events

Spring 2015 Meeting

April 14-16, 2015

Hotel Derek
Houston, TX

Fall 2015 Meeting

October 6-8, 2015

Hotel Monteleone
New Orleans, LA



Click [here](#) for more information!



**43rd Turbomachinery
30th Pump SYMPOSIA**

GEORGE R. BROWN CONVENTION CENTER
HOUSTON, TX | SEPT. 22 - 25, 2014

Click [here](#) for more information!