

**FLUID SEALING[®]
ASSOCIATION**

FSA

2018 Membership Information

FSA Highlights of 2017

Launched KnowledgeBase, an online database to provide easy navigation to key information and to educate and inform users on fluid sealing industry topics. Check it out at FSAknowledgebase.org.

Published the Gasket Handbook, 1st edition.

Established a series of PDH credited webinars.

Established working relationships with the Hydraulic Institute and other industry associations.

Expanded successful relationships with media partners to actively promote the FSA through increased visibility at industry trade shows.

Improved social media following through deeper engagement in LinkedIn and additional exposure with Twitter.

Founded in 1933, the FLUID SEALING ASSOCIATION[®] (FSA) is an international trade association. Member companies are involved in the production and marketing of a wide range of fluid sealing devices primarily targeted to the industrial market. FSA membership includes a number of companies in Europe and Central and South America, but is most heavily concentrated in North America. FSA members account for a majority of the manufacturing capacity for fluid sealing and containment devices in the Americas market.

The FSA has five convenient membership categories pertaining to four product divisions giving you the perfect fit to have a voice.

PRODUCT DIVISIONS

Compression Packing Division

Expansion Joint Division

Gasket Division

Mechanical Seal Division

2018 Membership Benefits - Technical

- Each member has a chance to contribute to the Technical Handbooks and Standards developed by each of the Divisions. Our handbooks and technical data on many aspects of fluid sealing serve as a primary resource for specifiers, engineers, students, government officials and others seeking technical information about fluid sealing devices.
- Periodic updates are issued on regulations that affect the industry. Technical committees actively conduct programs to influence and harmonize standards representing FSA Members' interest on the task forces of various standards enacting organizations.
- We collect, analyze and disseminate information about trends in business, markets, technology, government regulations and trade which may affect our members.
- Our four product Divisions enable members to keep current on industry trends.
- Technical symposia, sponsored by the Divisions, give you an opportunity to increase your knowledge of the industry.
- The technical emphasis at our Spring meetings features speakers on current issues, training/education, and technical presentations by fellow members.
- Divisions regularly develop and deliver technically focused sealing product webinars to the global marketplace.



2018 Membership Benefits - Marketing



- The semi-annual meetings are a place to meet with your peers and develop relationships that otherwise are difficult to cultivate. Suppliers are able to meet with any of their customers in one location.
- Over 10,000 people visit our web site each month in search of industry information and suppliers of fluid sealing devices.
- The semi-annual newsletter affords each member a chance to announce new products and to submit a profile on their company.
- Members have access to various statistical surveys.
- Participation in joint marketing programs such as videos, trade shows and position papers.

Our Mission

The FSA's mission is to be recognized as the primary source of technical information; to influence and support the development of related standards; to provide education in the fluid sealing area; to promote a safe, clean environment for society and a safe work place for our employees; to monitor the economic, environmental, and social changes, which may impact our membership's business; and to maintain a forum for the exchange of this information.

Independent • Focused • Driven

Our Core Values

Customer-Focused

The FSA creates value for their target audience by anticipating its needs and, when called upon, responding quickly.

Respect

Members of the FSA mutually appreciate one another's ideas and opinions, and show this consideration at all levels of the association.

Responsibility

The FSA is accountable to its target audience, the association, each other, its community, and the environment, always striving to do what is right.

Thought and Technical Leadership

The FSA drives value to its target audience and the association by engaging in activities that promote its position as both industry thought and technical leaders.

Innovation

The FSA fosters individual creativity in a progressive work environment to turn new ideas into actions that attain proven results.

Teamwork

The FSA's strength comes from its dedication to cooperate with each other in achieving its common goals.

Pride and Passion

The FSA is passionate about its work and proud of its achievements — individually, collectively, internally, and externally—and it is this pride and enthusiasm that drives the FSA to continually improve.

Compliance and Sustainability

The FSA maintains a strong focus on environmental stewardship in its internal operations, as well as its support of its target audience, and work to balance social equity and well-being along with economic viability in the association.

Membership Categories

REGULAR MEMBERS

Any partnership, company or corporation which manufactures and, either directly or through a parent or subsidiary, sells sealing devices, is eligible to be elected to Regular Membership in the Association provided, however, that any applicant must provide a notarized certification to the effect that the applicant has an annual sales volume of sealing devices of its own manufacture of US\$500,000 or more, in the product(s) that qualify it for membership.

ASSOCIATE MEMBERS

Any partnership, company or corporation which is engaged in the business of manufacturing and/or supplying to manufacturers of sealing devices, raw materials, equipment or supplies of any form or description used in the manufacture of sealing devices is eligible to be elected to Associate Membership in the Association.

DISTRIBUTION/CHANNEL PARTNER

A sole proprietorship, partnership, company, corporation or business entity having no legal relationship or affiliation with any current regular member of the FSA and which takes title to stocks/inventories of sealing devices for resale. A Distributor/Channel Partner must have minimum annual sales of sealing devices of US\$100,000.

STANDARDS PARTNER

Any partnership, company, corporation, sole proprietorship or government agency that is an engineering firm providing engineering services to sealing device manufacturers, distributors, channel partners or end users, or which is an end-user of sealing devices is eligible to be elected to Standards Partner Membership in the Association.

AFFILIATE MEMBERS

Any partnership, company or corporation that is engaged in the business of publishing periodicals containing articles, stories, etc. that focus on the fluid sealing industry and fluid sealing products is eligible to be elected to Affiliate Membership in the Association.

"Membership in the Mechanical Seal Division of FSA offers Flowserve benefits on several levels. Through collaboration with fellow FSA members who are our peers within the mechanical seal industry, we have been able to work to influence the development of regulations that impact our industry and to participate in training and publish materials that provide consistent messaging to our user base as to the most energy efficient, reliable, and cost effective application of our products."

**Rob Phillips, Director - Global Product Engineering
Flowserve, Flow Solutions Group
FSA Board of Directors**

**Contact us today for your
complete membership application package.**

**Fluid Sealing Association® • 994 Old Eagle School Road, Suite 1019, Wayne, PA 19087-1866
Phone: +1 (610) 971- 4850 • info@fluidsealing.com • www.fluidsealing.com**



APPLICATION FOR MEMBERSHIP

FSA Membership requirements are attached. Please indicate membership type:

Regular Associate Distributor/Channel Partner Affiliate Standards Partner

Name of Company: _____

Address: _____

City: _____ State: _____ Zip Code: _____ Country: _____

Telephone: _____ Fax: _____

Web Address: _____ Email Address: _____

Brief statement of business activities which would qualify you for membership: _____

TRANSFER OF MEMBERSHIP: A membership in the Association shall be personal to the business entity that applies for and is accepted for membership, and any sale, assignment or transfer of such membership, shall be wholly void unless the Board of Directors, at its discretion, and by a proper vote, expressly consents to the transfer of a membership and to acceptance of the transferee as a member of the Association.

Enclosures that must accompany application:

- Copy of catalog or literature, or a company web site address, which shows qualifying products for each Division for which you apply.
- Regular members must submit a notarized certificate to the effect that the applicant has an annual sales volume of sealing devices of its own manufacture of \$500,000 (U.S. or equivalent) or more in the products(s) that qualify for membership.
- Distributor/Channel Partner members must submit a notarized certificate to the effect that the application has an annual sales volume of sealing devices of \$100,000 (U.S. or equivalent) or more in the products(s) that qualify for membership.
- Division Application form indicating Divisions for which you qualify and wish to apply.
- A completed Dues Invoice form with credit card information or a check for one full year's dues.
- A completed Due Structure form.

Name of Application Representative

Title

Date



DIVISION APPLICATION

The FSA is divided into four product divisions as follows:

- Compression Packing Division
- Gasket Division
- Mechanical Seal Division
- Expansion Joint Division

For Regular, Associate or Distributor/Channel Partner Membership, please list below the Division(s) for which you wish to apply and the products you manufacture that qualify you for membership in the Division(s). Division Guidelines were forwarded with the FSA membership information.

Division	Products Manufactured or Supplied
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Company Name

Name of Applicant Representative

Date

Signature of Applicant Representative

FSA DUES INVOICE

Payment must accompany application.

The FSA Office will hold all information in strictest confidence.

Contributions or gifts to the Fluid Sealing Association are NOT tax deductible as charitable contributions. However, they may be tax deductible as ordinary and necessary business expenses.

Division Membership for Regular, Associate or Distributor/Channel Partner Membership Only

Please list the Division(s) for which you have applied:

_____	_____
_____	_____
_____	_____

Dues Calculation for Regular, Associate or Distributor/Channel Partner Membership Only

- A. _____ Base Dues calculated by Annual Sales (See Dues Structure form)
- B. _____ Division Dues [\$350 x number of Division Memberships **over one**]
(e.g., if you are applying to three Divisions, you need only pay \$700 for two Divisions)
- C. _____ Total Amount Due (the sum of A and B)
- D. _____ Add 3% processing fee onto the total of C above **if you are using a credit card**
- E. _____ Total Amount Due (the sum of C and D)

Example: Acme Gaskets has Annual Sales of \$6.5 million of FSA products as defined on the Dues Structure form and belongs to 3 Divisions. Dues would be \$4535, plus \$700, or \$5235.

Dues Calculation for Affiliate or Standards Partner Membership Only

_____ \$500 Base Dues

Payment Information

Method of Payment: [] Check drawn on U.S. Bank [] VISA [] Master Card [] American Express

Account No. _____ Exp. Date _____

Name on Card _____

Billing Address for Card _____

Signature of Principal Representative of Company.
(I certify the information shown above is accurate.)

Date

FLUID SEALING ASSOCIATION
DUES STRUCTURE – 2018

Regular, Associate or Distributor/Channel Partner Membership

(All information is held in strictest confidence by the FSA Office.)

BASE DUES

- | | | | |
|----|------------------------------------------------------------------------------|---|---------------|
| 1. | Annual Sales of Fluid Sealing Products of up to \$4.999 Million | = | \$3,500 (US) |
| 2. | Annual Sales of Fluid Sealing Products of \$5.0 to \$9.999 Million | = | \$4,805 (US) |
| 3. | Annual Sales of Fluid Sealing Products of \$10.0 to \$19.999 Million | = | \$6,215 (US) |
| 4. | Annual Sales of Fluid Sealing Products of \$20.0 Million to \$49.999 Million | = | \$7,615 (US) |
| 5. | Annual Sales of Fluid Sealing Products Of \$50 Million and Over | = | \$10,425 (US) |

Certification: I certify that, based on annual sales (within North, South, and Central America only) of fluid sealing products of the Division(s) to which our company belongs, our sales fall into the following category shown above:

_____ 1 _____ 2 _____ 3 _____ 4 _____ 5 (Please check one)

Authorized Company Representative

Date

Company

DIVISION DUES

If a Company belongs to more than one Division, there is an additional charge of \$350 per additional Division Membership (e.g., if you are a member of three Divisions, you need only pay \$700 for two additional Divisions).

Fluid Sealing products are: those products that qualify a company for FSA and Division membership. According to the FSA Bylaws, sealing devices are defined as: Devices which prevent or control the escape of a fluid entry or of a foreign material, the nature of which is considered by the Board of Directors of the Association to be common and/or related to the industry, and which is commonly used (a) around shaft, rod, plungers and valve stems which are elements of cylinders, pumps, and valves, (b) between flange surfaces to join pipes and seal equipment such as boilers, mixers, etc., or (c) to control vibration and motion.



MEMBERSHIP REQUIREMENTS

REGULAR MEMBERS

Any partnership, company or corporation which manufactures and, either directly or through a parent or subsidiary, sells sealing devices, is eligible to be elected to Regular Members in the association provided, however, that any applicant must provide a notarized certification to the effect that the applicant has an annual sales volume of sealing devices of its own manufacture of \$500,000 (U.S.) or more, in the product(s) that qualify if for membership.

Each Regular Member shall designate a voting representative who shall have the authority to vote on association matters properly placed before membership for a vote.

Sealing device – a device which prevents or controls the escape of a fluid or entry of a foreign material, the nature of which is considered by the Board of Directors of the association to be common and/or related to the industry, and which is commonly used:

- a. around shafts, rods, plungers and valve stems which are elements of cylinders, pumps and valves;
- b. between flanged surfaces to join pipes and seal equipment such as boilers, mixers, etc.; or
- c. to control vibration and motion.

Manufacture – the process of machining, forming, shaping, molding, pressing, braiding, weaving, mixing, calendaring, coating, extruding or curing from raw or semi-finished materials. The process of cutting or forming finished or semi-finished materials, without more, shall not constitute manufacturing.

ASSOCIATE MEMBERS

Any partnership, company or corporation which is engaged in the business of manufacturing and/or supplying to manufacturers of sealing devices, raw materials, equipment or supplies of any form or description used in the manufacture of sealing devices is eligible to be elected to Associate Membership in the association.

Any partnership, company or corporation which is engaged in the business of testing raw materials, equipment or supplies of any form or description, which are used in the manufacture of sealing devices, or which is engaged in the testing of products manufactured by Regular Members, is eligible to be elected to Associate Membership in the association.

Each Associate Member shall designate a voting representative who shall have the authority to vote on association matters properly placed before membership for a vote. They shall be admitted to meetings of any committee or division of the association of which they are members or to which they have been invited. Associate Members shall also have the right to serve as Chair or Vice Chair of a division or committee.

DISTRIBUTOR/CHANNEL PARTNER

A sole proprietorship, partnership, company, corporation or business entity having no legal relationship or affiliation with any current regular member of the FSA and which takes title to stocks/inventories sealing devices for resale.

A Distributor/Channel Partner must have minimum annual sales of sealing devices of \$100,000.

Distributor/Channel Partner members shall be admitted to meetings of any committee or division of the association of which they are members or to which they have been invited.

Distributor/Channel Partner members shall have the right to serve as Chair or Vice Chair of a division or committee and to vote on matters properly placed before the association, division or committee membership for a vote.

AFFILIATE MEMBERS

Any partnership, company or corporation that is engaged in the business of publishing periodicals containing articles, stories, etc. that focus on the fluid sealing industry and fluid sealing products is eligible to be elected to Affiliate Membership in the association.

Affiliate members shall have no vote in association or division matters, nor shall their representatives to the association be entitled to serve as members of the Board of Directors or hold any office in the association.

Affiliate members shall only be admitted to meetings of any committee or division of the association to which they have been invited.

STANDARDS PARTNER

Any partnership, company, corporation, sole proprietorship or government agency that is an engineering firm providing engineering services to sealing device manufacturers, distributors, channel partners or end users, or which is an end-user of sealing devices.

Standards Partner members must provide one or more of the following services:

1. sealing device systems engineering services;
2. process or facility design services;
3. procurement, project management, or construction services;
4. hydraulic or mechanical modeling services;
5. analytical methods services;
6. laboratory testing services; or
7. field-testing services to a facility owner, government, or vendor.

Standards Partners members shall have no vote on association, division or committee matters, nor shall their representatives to the association be entitled to serve as members of the Board of Directors or hold any office in the association.

Standards Partners members shall only be admitted to meetings of any committee or division of the Association to which they have been invited by the committee or division Chair and are not eligible to serve as a Chair or Vice Chair of a division or committee.



CERTIFICATION OF ELIGIBILITY

Applicants for Regular Membership must complete this section and return the notarized statement to the FSA office with the Application and Dues Check.

I certify that our company has an annual sales volume of sealing devices of its own manufacture of **\$500,000** (U.S. dollars or equivalent) or more, in products that qualify our company for membership.

COMPANY NAME

DATE

NAME OF AUTHORIZED
COMPANY REPRESENTATIVE

NOTARIZATION

SIGNATURE OF
REPRESENTATIVE

DATE

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CERTIFICATION OF ELIGIBILITY

Applicants for Distributor/Channel Partner Membership must complete this section and return the notarized statement to the FSA office with the application and dues payment.

I certify that our company has an annual sales volume of sealing devices of **\$100,000** (U.S. dollars or equivalent) or more, in products that qualify our company for membership.

COMPANY NAME

DATE

NAME OF AUTHORIZED
COMPANY REPRESENTATIVE

NOTARIZATION

SIGNATURE OF
REPRESENTATIVE

DATE

Fluid Sealing products are: those products that qualify a company for FSA and Division membership. According to the FSA Bylaws, sealing devices are defined as: Devices which prevent or control the escape of a fluid entry or of a foreign material, the nature of which is considered by the Board of Directors of the Association to be common and/or related to the industry, and which is commonly used (a) around shaft, rod, plungers and valve stems which are elements of cylinders, pumps, and valves, (b) between flange surfaces to join pipes and seal equipment such as boilers, mixers, etc., or (c) to control vibration and motion.



WHY SHOULD I JOIN?

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2. FSA membership includes a number of companies in Europe and Central and South America, but is most heavily concentrated in North America. FSA members account for a majority of the manufacturing capacity for fluid sealing and containment devices in the Americas market.
3. The semi-annual newsletter affords each member a chance to announce new products and to submit a profile on their company.
4. Our four product Divisions enable members to keep current on industry trends.
5. Periodic updates are issued on regulations that affect the industry.
6. Each member has a chance to contribute to the Technical Manuals and standards developed by each of the Divisions.
7. Participation in joint marketing programs such as videos, trade shows and position papers.
8. Technical symposia, sponsored by the Divisions, give you an opportunity to increase your knowledge of the industry.
9. The semi-annual meetings are a place to meet with your peers and develop relationships that otherwise are difficult to cultivate.

Mission Statement

Our mission is to be recognized as the primary source of technical information;
to influence and support the development of related standards
and to provide education in the fluid sealing area.
To promote a safe, clean environment for society
and a safe work place for our employees.
To monitor the economic, environmental and social changes
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