

There's at least one thing you and I have in common. We're both contractors who have to find work in a tough economy. If that isn't bad enough, we have to overcome a political environment that can be unfriendly toward open shop contractors. As a result we often exhaust ourselves spending more time collecting money than on the work we find most rewarding.

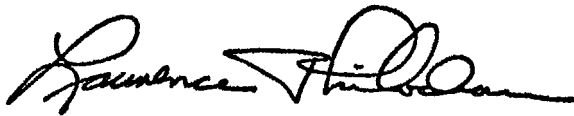
There is good news. We have a resource to support a business plan that will help our companies become more effective, efficient and profitable. That is the American Fire Sprinkler Association.

As a past member, you remember the many services and benefits the association offers. It is well documented that AFSA members are saving thousands of dollars on jobs using written informal interpretations rendered by AFSA's Technical Services Department. Add to that the management and technical training programs, which have become easier to access through AFSA's eCampus and the Webinars – now bringing the training programs to you.

While AFSA affords so much more, I believe it works best when everyone in our industry is informed and involved in the issues and challenges we face. Please accept this personal invitation to consider coming back to AFSA membership. Working together is even more important now than any time I know.

You can see what AFSA is doing today by browsing its Web site, www.firesprinkler.org/. The "Welcome Back" button will take you directly to your membership renewal.

Let me be the first to say, Welcome back!

A handwritten signature in black ink, appearing to read "Lawrence Thibodeau". The signature is fluid and cursive, with a large, stylized initial "L".

Larry Thibodeau
President, Hampshire Fire Protection Co., Inc.
Chairman of the Board of Directors, American Fire Sprinkler Association