



## Frequently Asked Questions

### 1. Why have the two companies chosen to form an alliance? How will the alliance benefit customers?

Through our shared foundational values, close cultural alignment and complementary areas of industry-leading expertise, we're able to jointly deliver complete end-to-end strengthening solutions of exceptional quality. Structural Technologies brings their deep industry knowledge, breadth of solutions, design assistance and construction implementation through its licensed installers to the alliance. Simpson Strong-Tie offers decades of innovative product development and design, advanced testing capabilities, relentless customer service and dedicated field-engineering support. Together, we offer a uniquely integrated scope of knowledge and solutions for concrete and masonry strengthening and repair, and a singular focus that ultimately better serves the needs of our customers and helps ensure stronger, safer, longer-lasting structures.

### 2. What does the alliance between Structural Technologies and Simpson Strong-Tie entail?

Simpson Strong-Tie will be the exclusive supplier of FRP strengthening products — called CSS V-Wrap™ — to Structural Technologies. Structural Technologies, and its licensed contractors, will provide exclusive installation of Simpson Strong-Tie products. Simpson Strong-Tie CSS Field Engineers (FEs) will be Structural Engineers' primary point of contact. Our engineering customers will have access to our combined services, including design support, feasibility analysis and final design.

### 3. What geographic territory will the strategic alliance cover?

The strategic alliance will serve customers throughout North America.

### 4. Are there plans for a merger or acquisition?

No. This is a strategic alliance focused on capturing synergies and providing customers complete end-to-end strengthening solutions.

### 5. What added value will this alliance bring to engineers and contractors?

Together, we provide a one-stop-shop of high-quality products, expert installation and reliable field support that makes it easy for engineers and contractors to ensure their structures are stronger, safer and long-lasting.

### 6. Will Simpson Strong-Tie sell FRP to other contractors?

As the exclusive distributor, Structural Technologies will license and sell FRP to contractors.



Smarter  
Strengthening  
Solutions

**7. Will existing contractors be able to buy product from Simpson Strong-Tie? If so, for how long?**

Simpson Strong-Tie will no longer sell FRP products to other contractors. Structural Technologies will be the exclusive distributor of the CSS V-Wrap™ system. There is a six-month transition period to account for current project efforts ongoing for both companies.

**8. How will this alliance impact the Simpson Strong-Tie® Certified Restoration Contractor program?**

As of December 31, 2021, the program will be discontinued.