

## Making New Year's Resolutions for 2009

**W**ith a new year right around the corner, it is important to make sure you are taking advantage of your FISA membership. We are in the process of updating the web site and will bring you a fresh, new look in the first quarter of next year. Listed below are three resolutions to make in 2009.

### **Resolve to check your membership listing.**

On the FISA web site at [www.fisanet.org](http://www.fisanet.org), each member company has an on-line listing in the Membership Directory. It is important that you check your listing and notify [stella@fisanet.org](mailto:stella@fisanet.org) if changes need to be made to your listing. Also, for a one-time fee of only \$100, you can add a color logo to your listing, have a 100-word description of your company, and get a

hotlink to your company web site. This is a great way to drive traffic to your web site.

**Resolve to add employees to the FISA database.** Your membership in FISA is a corporate membership. While each company designates who their single contact person will be, you may designate multiple people to receive the newsletters. Be sure to contact FISA with the names of employees who should be added to the database so that they will get newsletters and conference information.

**Resolve to complete the member survey.** Watch for the member survey that will be sent to you electronically in early January. It will only take a few minutes to complete but your feedback is important. FISA is focused on your future.



More than 200 FISA members attended the recent cocktail reception held in Chicago during Process Expo. Pictured above are (L-R) Rodney Dobbins, President; Chad Sprinkman, Vice President; and Jeffrey Hennessey who was President from 2003-2005. The tradition of having a reception began many years ago when manufacturers were associate members of FISA. At that time, the distributors hosted the manufacturers as a way of thanking them for their support. In 1997, to reflect the partnership between channel partners, the FISA By-laws were changed making manufacturers voting members of FISA and giving manufacturers representation on the Board of Directors. The tradition of a reception continues and both manufacturers and distributors value this networking opportunity.

### 2008 FISA Yes Team

*Thank you to these sponsors of the 2008 FISA Annual Conference*

Ace Manufacturing Co.  
Alfa Laval/Tri Clover  
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Arrow Process Systems, Inc.  
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**Distributors Serving Sanitary Processing**

*FISA is an association composed of distributors and manufacturer members who share a commitment to value-added distribution in serving high purity processing industries. FISA's mission is to help its members improve performance and customer value.*

**2008 – 2009 FISA Board of Directors**

**FISA Officers:**

**Rodney Dobbins**

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*Girton Manufacturing Co*

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**FISA Address:**

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www.fisanet.org**

Stella L. Jones  
*Executive Director*

*E-mail: stella@fisanet.org*

## From the President



This newsletter is devoted to saying thank you. I hope you realize how much I appreciate your support and your contributions to FISA this past year. Listed in this issue

are the names of those companies who were sponsors of the 2008 Annual Conference and sponsors of our cocktail reception held during Process Expo in November. The financial support of these companies enables FISA to keep our dues at a reasonable level and continue to offer you more services.

On behalf of FISA, I want to say that not only do I appreciate your financial support but also I particularly appreciate your presence. This fall, we have had two opportunities for the membership to gather, both in Santa Barbara and in Chicago. Both times I was struck by the energy of the group, and I enjoyed watching people connect and establish relationships.

Personal relationships are important and some of us have relationships in FISA that go back many years. We remember coming with our parents to meetings, and we remember hearing stories about the good times they shared. The old relationships are wonderful but the new relationships are equally important and provide the spark that keeps our association moving forward.

It goes without saying that we are in an unprec-

edented time in our nation's history. I won't belabor the economic situation because you hear about it, read it, and live it every day. Given the challenges we are all facing, I think we have exceptional opportunities to pull together in FISA. Through FISA, we can share best practices and have access to consultants and services that we could not have individually.

It is particularly critical that we hear from you about what services and programs you want and how we can better meet your needs in the coming year. We have recorded your suggestions from the roundtable discussions in California and noted every suggestion on your conference evaluation forms. You will get a short member survey early in January. I urge you to complete it so that we can target the areas that are important to you.

Our Long Range Planning meeting will be February 5-7, 2009. This is the time when we evaluate our current services and plan for the future. One thing is for sure. With FISA, you will not be looking at cut-backs in services, but we will be looking for additional ways to help you prosper. Let me hear from you.

In closing, I want to thank the Board of Directors, Stella Jones, our Executive Director, and Charlie, her man-Friday, for their dedication and contributions this past year. Theresa joins me in wishing you a wonderful holiday and a peaceful, prosperous 2009.

*Rodney Dobbins*



## MEMBERSHIP REFERRALS

**Help FISA grow. Tell a Distributor about FISA, the Association formed by Distributors for Distributors.**

# FISA Cocktail Reception • The Tower Club • November 10, 2008 - Chicago, IL



## Gold Sponsors

Alfa Laval/Tri-Clover  
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 UDMC  
 W.M. Sprinkman Corp.



# Member News & Views

## How to Submit News

*The Distributor News is published quarterly and the deadline for the next issue is March 1, 2009.*

*Due to space limitations, we cannot print specific product information, but personnel changes, changes of address, expansions or other industry news is always of interest.*

*If you have a question, please call 336-274-6311.*

*Fax information to FISA at 336-691-1839 or mail to FISA at 1207 Sunset Drive, Greensboro, NC 27408.*

*E-mail: stella@fisanet.org*

## Standard Pump, Inc.

is pleased to announce the opening of their new Facility located in Auburn, Georgia (30 miles outside Atlanta). The new facility features a technologically advanced Pump Testing Center and offers greater production capabilities. The larger floor plan has enabled Standard Pump to install an additional Motor and Pump Production line. In addition, the new facility provides greater inventory storage capabilities.

## NewAge Industries

2009 marks the 55th anniversary of plastic tubing and hose manufacturer, NewAge Industries. Since noting its 50-year milestone in 2004, the company has expanded its manufacturing facilities and capabilities and introduced several new products for its high purity AdvantaPure division. NewAge plans to continue expanding and to concentrate on production efficiencies, team member cross training and continuing education.

## ESE, Inc.

announces the hiring of a number of new employees: **Paul Waring** and **Adrian Holt** have joined the Engineering team as Process Controls Engineers. **Brian Davis** has joined ESE as an In-

formation Systems Technician and **Greg Sommer** has joined the sales team as a Technical Support Analyst. ESE, Inc. has been providing food and dairy product manufacturer's production capacity and profit improvement system solutions utilizing Rockwell Automation controls and instrumentation for more than 20 years.

## VNE Corporation

announces that **Charisse Vawda** and **Laura Mischka** have joined the company as Inside Sales Representatives. Both Charisse and Laura have strong customer service backgrounds to further VNE's commitment in serving their Dairy, Food, Beverage, and Biopharmaceutical customers.

## Mark Your Calendar

**MARCH 8 - 11, 2008**

University of Industrial Distribution  
Indianapolis, IN

**SEPTEMBER 19 - 22, 2009**

2009 FISA Annual Conference  
Lake Tahoe, CA



## Distributor News

1207 Sunset Drive  
Greensboro, NC 27408