

REGISTER NOW FOR THE FISA ANNUAL CONFERENCE

The FISA Annual Conference is all about making connections and meeting in person the leaders of distribution and manufacturing firms serving hygienic processing industries. The Annual Conference being held this September 16-19, 2021 in Scottsdale, AZ will be the first in-person Conference since 2019.

FISA has weathered the pandemic with adding digital connections and webinars to educate and stay in touch with the FISA membership but digital cannot replace direct contact. Make your plans now to attend. Book your flights while there is availability, and book your hotel room before August 15th when our room block is dropped. Register with FISA to attend. Additional information on how to register is included on page 3 of this newsletter.

First-time attendees, whether they are from a new member company or simply a person attending for the first time from a long-time member company, can expect to be warmly welcomed. Each first-timer will receive a phone call from a member of the FISA Board of Directors prior to the Conference and will be personally invited to the First-timer's reception on Thursday, September 16th at 5:00 pm. This is an

informal, fun time to meet the FISA Board members and spouses/guests.

The content and the speakers this year are outstanding. Topics are those you requested in our January, 2021 Member Survey. You can be assured of take-home value about trends impacting your business and hear about ways to help your company prosper as we *Shift to Tomorrow*.



To get the most out of your Conference experience, do your homework and be intentional about who you want to meet. Several weeks before the Conference, all attendees will receive an email listing each person coming to the Conference along with a description of each company attending. By reviewing this material and

planning ahead, you can contact individuals and schedule meetings during the Conference. This is a cost-effective way to build your business. As one of our past presidents said, "There's just no substitute for meeting someone and putting a name with a face. If you ever have a problem or an issue, it is so much easier when you can talk with someone you've met." Join us in September and experience FISA and the friendly environment where the focus is on strengthening distribution in hygienic processing industries.

THANK YOU TO OUR FISA SUSTAINING SPONSORS

The FISA Board of Directors extends thanks and sincere appreciation to the companies who are 2021 Sustaining Sponsors. Cancelling the 2020 FISA Annual Conference because of the pandemic had negative financial effects on FISA, and these companies stepped forward to reduce the impact. Go to www.fisanet.org, click on the sponsor tab, and then click individual company logos to learn more about each company.

2021 Sustaining Sponsors

- Anderson Dahlen
- Ace Sanitary
- Andron Stainless Corporation
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- CSI
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- Enerquip LLC
- FCX Performance
- Fristam Pumps USA
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- SPX Flow
- Statco/DSI
- Steel & O'Brien Mfg., Inc.
- Stuart W. Johnson & Co., Inc.
- UDMC
- Unisource Manufacturing, Inc.



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

**2020 – 2021
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Stella L. Jones
Executive Director
Email: stella@fisanet.org

FROM THE PRESIDENT



We have learned a lot over the last year; digital meetings, adjusted business plans, and a whole new meaning to flexible schedules. All of this is great, but a return to more normal travel

and face to face meetings is much needed. I am extremely excited that FISA will be able to host our fall conference in Arizona!

Our conference will offer a very strong program and a great atmosphere to network, reconnect, and learn more about the *Shift to Tomorrow*. Whether you are a business partner or a competitor, the ability to come together for the benefit and advancement of the industry and promoting distribution is something that everyone will be find applicable and tangible to your business.

While it may be 24 months since our last conference, it doesn't mean that we hit the stop button. The Board has met at regular intervals on a digital platform to discuss industry changes and how we can best serve the membership. I greatly appreciate the work of the entire Board and Stella Jones for their willingness to navigate the challenges we have faced over these months. It is because of their work that FISA is in a great position to host an outstanding conference this year. The FISA e-News, monthly economic updates from ITR or the discussions around pivoting your teams are just a few examples of the digital connections we have made.

I also want to say a huge THANK YOU to all of our Sustaining Sponsors. Your contributions have helped FISA navigate a tough year and ensured that we will be able to deliver a top-notch program! These sponsorships as well as the specific conference sponsorships help us to maintain an affordable registration fee.

Throughout the last 21 months, we have had a number of new member companies joining the association. We met face-to-face last September with some of our new members through a digital platform but a real face-to-face meeting with a handshake will be welcomed in September! The Annual Conference will offer some of the staple events like golf and sporting clays but also some more adventurous jeep tours and hiking. And best of all, this Resort has numerous pools and outdoor venues where we will have a chance to meet each other in a relaxing setting.

While none of us ever expected the challenges of the last year, I am grateful for the opportunity to be part of the association and to serve as part of the Board. My term as President will conclude at the Annual Meeting but I will remain on the Board for two years as past President, I am eager to stay involved and provide support as we look to brighter days ahead.

Lisa and I look forward to seeing you soon!

Be safe!

Jason Ryan, FCX Performance



Time to Renew Your FISA Membership

July 1, 2021 is the deadline for renewing your company membership which will be effective until June 30, 2022.

Annual dues are \$775.00. For your convenience, you may pay by credit card at www.fisanet.org by clicking on the Renew Membership button of the left of the home page under Welcome.

If paying by check, please make check payable to FISA and mail to 1207 Sunset Drive, Greensboro, NC 27408. If you want to make an ACH transfer, contact stella@fisanet.org for details. As a reminder, it is a Board policy that in order to attend the Annual Conference, dues must be current.

FISA 2021 ANNUAL CONFERENCE

Hyatt Regency Scottsdale • Resort & Spa at Gainey Ranch

TWO CLICKS WILL DO IT!

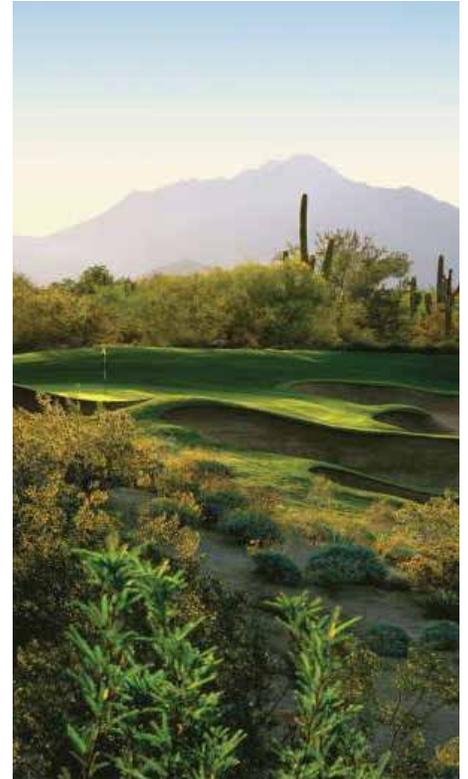
CLICK TO REGISTER WITH FISA. CLICK TO BOOK YOUR HOTEL ROOM.

1 To register for the conference [CLICK HERE](#) or go to www.fisanet.org and click on Meetings tab, then click on To Register. Registration is online this year however you may pay by either credit card or check. Be sure to register yourself first and choose your activities; then register your spouse/guest and then if you want to be a sponsor of the 2021 Conference, include your sponsorship.

2 To book your hotel room, [CLICK HERE](#) or go back to the Meetings tab and click the link To Book that takes you directly to the Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch to book your room.

REGISTRATION INCLUDES

- All Meeting Materials
- Three Breakfasts & Receptions
- Saturday Evening Cocktails/Dinner
- Two Spouse/Guest Breakfasts



JOIN THE YES TEAM! BECOME A SPONSOR.

This year, **Joe Landry** of Alfa Laval, Inc and **Gray Sherrill** of M.G. Newell Corporation are co-chairs of the Sponsorship Committee for the 2021 FISA Annual Conference.

Joe said, "I hope everyone will consider taking part as a sponsor of the upcoming FISA Conference in Scottsdale. We have waited two long years to get back together, and the annual FISA Conference gives us the unparalleled chance to work together to grow our collective businesses. Your part in contributing as a sponsor ensures we can bring in the best possible



Joe Landry



Gray Sherrill

speakers, schedule our conferences at great venues, and offer a large variety of activities to further the networking that is such an important part of our joint success in the Hygienic Processing industry. Looking forward to seeing you all in Scottsdale and

we are counting on you to help make this and future FISA conferences a continued success."

Gray said, "Sponsorships are very important to FISA and its membership. They help maintain the financial integrity of the organization allowing for a robust conference with a great agenda and the finest list of speakers. However, sponsorships also allow for each member company to stand out during a very busy conference and get the recognition they deserve. Everyone's contribution is key to the long-term health of FISA."

Protecting Your Customer's Data from Ransomware

By **Rizwan Virani**,
Alliant Cybersecurity
President



About Rizwan Virani

Rizwan is an Alliant Cybersecurity President & AlliantGroup Senior Vice President, overseeing Risk Management Services as well as chairing the firm's IT Steering Committee. Virani advises small businesses, CPA firms and industry partners on topics and issues relating to cybersecurity, risk and policy planning strategies.

As of this writing, the ransomware-attack on the Colonial Pipeline is the biggest story in the cyber world. By the time this story publishes, however, there will likely be another huge data breach or hack in the news. The concern is many companies and businesses, including FISA members, may see these high-profile attacks, cross their fingers and think to themselves, "Well, it won't happen to me." That's exactly the type of thinking that is not only putting their businesses at risk but their customers at risk as well.

I can cite studies and statistics that show that 61 percent of manufacturers have experienced a cyber incident; or how about the fact that the food and agriculture sector saw a 56 percent increase in industrial control system vulnerabilities last year? I doubt those statistics will make a business owner more likely to increase their cyber hygiene. But, what if I told you that 80 percent of all cyber breaches occur in the supply chain? What if it's not your business that may be affected but your customers?

Inadvertently Putting Your Customers at Risk

If an email you sent or a product you supplied with a control system to your customer was infected and your customer ended up being crippled by a ransomware attack or worse, then your business could be held liable for the damages if you did not take reasonable precautions. Not only could you be held responsible, but your other customers could end up quickly losing trust in you.

In March, before the Colonial Pipeline hack, Molson Coors suffered a massive attack that had taken systems offline and significantly impacted their production to the point that they're still dealing with shortages. The company only revealed the hack in a Form 8-K filing with the SEC, which was scant on details, but it does show the tell-tale signs of a ransomware attack, not unlike the Colonial Pipeline hack.

It may never be revealed how Coors was hacked, but I think there are a lot of nervous suppliers and vendors that are wondering if they could have been responsible.

Having a Firewall is Not Enough to Protect Your Customers from Ransomware

Alliant Cybersecurity recently analyzed the

Colonial Pipeline hack and was able to pull a lot of useful data about the attack. What was most interesting about the breach was that while, the organization that created the ransomware is quite sophisticated, the bad actors that have access to using the ransomware do not necessarily have to be. The reason being that the ransomware tool was created, packaged and offered for purchase by a third party, in this case DarkSide, this is known as ransomware-as-a-service (RaaS).

What this means is that nearly anyone can execute a ransomware attack regardless of skill level and experience. They may not even need to have the means to pay for the service as they can enter into an affiliate program where they get a cut of the ransom for delivering the malware. Usually, delivery comes in the form of a phishing email, where the attacker sends a deceptive email with a malicious link or file attachment.

From Alliant Cyber's analysis, the DarkSide ransomware has several features that help it avoid detection so that many of the things that are being recommended to prevent ransomware attacks would not have been effective against DarkSide's code. To start, the ransomware does not execute unless it reaches its intended target. For instance, the malware may lay dormant in your system and wait to pounce until it reaches your client. It also will not execute if it detects that it is being held in a virtual machine, which is usually used to seal off foreign processes, that may be hostile, from attacking the host machine or network.

Often times, as a safety measure, IT professionals will only give network users limited access to make changes to their system. Only a system admin would be allowed to make changes. The DarkSide ransomware has the ability to give itself admin privileges to do damage. Even further, the ransomware used in the attack could identify and delete protective services like Sophos, which is designed to prevent ransomware attacks. The code also deleted backups and automated backup systems.

All that to say, what you're doing to defend your business and your customers is probably not enough. The hackers of the world are only going to get better at what they do and you need to start building your defenses now.

UNLEASHWD AND DIRK BEVERIDGE LAUNCH 'WE SUPPLY AMERICA' TO CHAMPION THE NOBLE CALLING OF DISTRIBUTION



Dirk Beveridge

Dirk Beveridge will be a key-note speaker at the Annual Conference talking about Leadership and how to Shift to Tomorrow. Dirk is a visionary entrepreneur and the founder

of UnleashWD, a premier design, strategy and innovation firm in wholesale distribution. With his one-of-kind perspective on the future of wholesale distribution, Dirk has been leading major change to advance growth, relevance, and transformation.

Between Memorial Day and Labor Day, Dirk will visit distributors across the country in the 38 foot We Supply America RV to produce an eight episode broadcast quality streaming show that will stream online each Thursday in July and August and feature the inspiring stories of the people and businesses that supplied America during the COVID pandemic.

A significant content sharing and social campaign will support the We Supply



America tour throughout the June and during July and August as Beveridge will visit distributors across the country as the eight episodes air online.

During July and August, Beveridge plans to visit one to two distributors each day as he drives the We Supply America RV from location to location.

"I truly believe that there is a noble calling to distribution. The 30,000 plus distributors across this country provide so much more than the products on their shelves. They create six million jobs, economic vitality, local community support and so much more," Beveridge says. "It is impor-

tant to tell the stories of those business that kept America supplied during the pandemic and now as we look to the other side."

We Supply America is produced by UnleashWD and Dirk Beveridge. Corporate sponsors include Infor and Proton. Association and buying group supporters include VIPAR Heavy Duty, American Supply Association, National Association of Electrical Distributors, ISSA, and ISSA Show North America.

UnleashWD is a design, innovation, and strategy firm who transforms legacy distributors into nimble and innovative market leaders.

FISA SPONSORS ITR ECONOMIC WEBINARS

One of the positive experiences from the pandemic has been the realization that the FISA membership has embraced the monthly webinars on economic trends. These webinars have featured Alex Chausovsky, Senior Business Advisor with ITR Economics, who provides data and analysis on what to expect in 2021. Ian Heller is the moderator. Ian is the Co-Founder and Chief Strategy Officer for Distribution Strategy Group, a research, consulting, analytics and thought leadership firm providing marketing and strategic planning expertise to the distribution industry. Ian will also be a featured speaker on *Trends in Distribution* at our Annual Conference in Scottsdale.

These 30-minute webinars have been offered each month since January, 2021. Newman Sanitary Gasket graciously sponsored the first three webinars and since then, FISA has continued offering the webinars in conjunction with other sponsoring associations.

The webinars are free for any FISA member and you are encouraged to share the information with other employees in your company. Mark your calendar and you will be getting reminders with the link to register for the upcoming webinars.

ITR Economic Webinar Dates

Tuesday, June 15, 2021 3:00-3:30 ET

Thursday, September 23, 2021 3:00-3:30 ET

Tuesday, October 19, 2021 3:00-3:30 ET

Tuesday, November 16, 2021 3:00-3:30 ET



Member News & Views

The who, what, where, when and whys of the FISA membership.

How to Submit News

The Distributor News is published quarterly and the deadline for the next issue is September 1, 2021. 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.

Email: stella@fisamet.org

Girton Manufacturing Co., Inc.



Bruce Michael

Girton Manufacturing Co., Inc. is pleased to announce that **Wm Bruce Michael** has joined the ranks of three other employees at Girton by achieving 50 years of employment with their company. Bruce served on the FISA Board of Directors from 2006 to 2009 and has thoroughly enjoyed assisting with arrangements for the Sporting Clay events at the annual FISA meetings for the past 19 years. Bruce joined the Girton team in April of 1971 and worked in steel inventory and as a welder for 18 months. After working with the customer service team for five years, he joined the Laboratory Equipment Sales Division followed by the Food and Thermal Equipment Sales Division. Bruce was then promoted to the position of Director of Sales in 2016 where he currently oversees the Laboratory, Pharmaceutical, Thermal and Food Sales Divisions. Girton Manufacturing Co., Inc. also is pleased to announce the promotion of



James Pensyl

James Pensyl to Sales Manager of the Thermal Division. James has been an employee of Girton Manufacturing for more than 21 years. James has a major in chemistry from Bloomsburg University and has held positions with Girton as a Mechanical Design Engineer and Sales Engineer in the Food and Thermal Division. Girton's Thermal Division includes the King Zeero line of ice builders as well as proprietary cooking and cooling specialty equipment for the cook chill industry. Girton Manufacturing Co. is a leading global manufacturer of industrial washing systems and thermal energy products for beverage, food, pharmaceutical and laboratory research industries.

Steel & O'Brien



Anthony Padilla

Steel & O'Brien is pleased to announce the addition of **Anthony Padilla** and **Joel Jimenez** to the Inside Sales team. "Both Anthony and Joel bring a diverse and impressive set of industry experiences, including time spent walking in the shoes of our customers. We are excited about how their backgrounds and experiences mesh with our deep

bench of sanitary experts that we believe to be second to none," said **Pete Beyette**, General Manager of Steel & O'Brien. Anthony started his career with Robert James Sales in Buffalo, NY and has over 20 years of experience in the industry. He will be based in Southern California. Most recently, Joel was the Branch Manager



Joel Jimenez

for Duhig/Wolseley Industrial Group and has 20 years of experience in the industry. Joel is in Northern California. Anthony and Joel will be available to their Pacific Time Zone customers until the end of their business day enabling Steel & O'Brien to continue improving service and simplifying their customers' purchasing process. Adding new Sales Representatives on the West Coast is just one of the investments Steel & O'Brien is making in 2021 to better serve their distributor partners. Stay tuned for more announcements on how Steel & O'Brien will be continuing to simplify customer's lives and provide superior service.

SPX FLOW



Chris Sinutko

SPX Flow is pleased to announce that **Chris Sinutko** has joined the commercial team as the **Director of Channel Management - Americas**. In this role, Chris will be responsible for developing, supporting, and managing channel distribution and sales representatives to deliver on growth objectives. In addition, this position will partner with the Regional Sales Management to deliver on key initiatives that will sustain long term growth and profitability in the Americas. Chris has worked for SPX FLOW since 2007 in various engineering, technical management, and product sales roles. He most recently has been Global Product Manager for sanitary valves and led the Process Components portfolio as Global Portfolio Manager. Chris has a BS in Mechanical Engineering from University of Notre Dame and an MBA from University of Wisconsin-Madison. He will remain based in Delavan, WI.

CSI

Alfa Laval, a world leader in heat transfer, centrifugal separation, and fluid handling, has appointed Central States Industrial Equipment and Service, Inc. (CSI) to be its first Authorized

Master Service Provider for Alfa Laval sanitary pumps and valves. CSI is now both a Master Distributor and Master Service Provider for Alfa Laval providing solutions for the hygienic process industry. **Mark Cook**, CEO of CSI, said, “CSI has been a partner with Alfa Laval for forty years. Becoming their first Master Service Provider for pumps and valves is the natural progression of our relationship to provide support for all stages of Alfa Laval’s product lifecycle.” CSI certified Alfa Laval pump and valve technicians can conduct inspections, repairs, maintenance, site inventory audits, and testing as required on the complete line of Alfa Laval pumps and valves. CSI carries genuine Alfa Laval spare parts to support customers’ service requirements at their facility or three authorized CSI repair centers located in Springfield, MO, Grand Prairie, TX, and Fresno, CA. CSI is a leader in distribution of hygienic pipe, valves, fittings, pumps, heat exchangers, and MRO supplies for hygienic industrial processors, with four distribution facilities across the U.S. CSI also provides detail design and execution for hygienic process systems in the food, dairy, beverage, pharmaceutical, biotechnology, and personal care industries. Specializing in process piping, system start-ups, and cleaning systems, Alfa Laval is a leading global provider of specialized products and engineering solutions based on its key technologies of heat transfer, separation, and fluid handling. Alfa Laval’s worldwide organization works closely with customers in nearly 100 countries to help them stay ahead in the global arena. The company has approximately 17,200 employees.

Enerquip, LLC

Enerquip, LLC announced on June 1st that it has acquired American Heating Company, Inc. (AHC), a leading manufacturer of industrial heating systems. American Heating Company, located in Oklahoma, has been designing and manufacturing high-efficiency industrial heating equipment for over 30 years. Well-known in the biodiesel, chemical, asphalt and roofing industries, its heaters and heating products

are built according to strict performance and efficiency standards, including ASME certifications. Also, Enerquip is excited



Ron Herman

to announce the promotion of **Ron Herman** to Director of Business Development. He previously led Enerquip’s Sales Engineers; a role recently assumed by **Troy Weik**.

A customer-focused seasoned sales leader, Herman enjoys the challenge of leading business development efforts to meet aggressive growth plans. Since joining the Enerquip team in 2010, his competitive nature and technical knowledge have allowed him to develop sales initiatives for rapid profitable growth. “Enerquip has been so fortunate to have Ron’s determination and knowledge on the team for the past decade,” says Jeannie Deml, President & CEO at Enerquip. “We’re excited to see what the next decade holds.” A graduate of the University of Wisconsin – Stevens Point, Herman earned his Bachelor’s degree in Paper Science Engineering & Business.



Troy Weik

Enerquip is also pleased to announce **Troy Weik** has joined its team as Sales & Channel Manager. In this role, Weik will provide leadership to Enerquip’s highly skilled and engaged sales engineers, while also fostering relationships with business partners and representatives. Weik brings 30 years of process engineering and operations management experience to Enerquip. Most recently, he worked as Director of Sales & Marketing at Membrane Process & Controls in Edgar and before that was Director of Operations at A&B Process Systems in Stratford. A graduate of the University of Wisconsin – Madison, Weik earned his Bachelor’s degree in Industrial Engineering. “We’re so excited to welcome Troy to the Enerquip team,” says Jeannie Deml, President & CEO at Enerquip. “The knowledge and experience he brings will help bolster our already stellar sales team.”

Rodem, Inc.

Founded by Ohio native Bob Diener in 1971, Rodem has transitioned its family-owned business to the next generation of leaders as it celebrates its 50th year in business. The four owners, **Chris Diener**, **Jeff Diener**, **Susan Kerr**, and **Nancy Finke**, are Bob’s children, and they now serve on



Brock Beach



Kevin Trauth

the board of directors while **Brock Beach** and **Kevin Trauth**, will co-lead the organization as the anchors of the Executive Leadership Team. “Brock and Kevin are a strong team whose individual strengths in the business and processing industry really complement one another well,” said Diener.

“We feel this transition strengthens the company, reinforcing professional management while maintaining the integrity of the family ownership that really built the foundation for our success.” Chris Diener served as Rodem’s president before moving to the newly-created board role in 2018. Beach has been with Rodem for three years and will continue to serve as Vice President of Sales and Marketing and is responsible for driving sales and revenue and managing the strategic direction of the company. Trauth is Vice President of Engineering and has been with the company nine years. Since its founding, Rodem has helped its clients improve their sanitary processes, eliminate waste and downtime, and reduce costs by bringing innovative solutions to the forefront, from integrating the latest processing equipment technology, to trouble shooting tricky processing problems and supporting emergency repairs. Today, they follow their founder’s motto of “onward and upward,” as they pursue Rodem’s next chapter in the sanitary solutions field. Rodem’s extensive list of products and offerings range from raw material storage to final packaging includes pumps, valves, instrumentation, heat transfer, cleaning and processing equipment, plant consumables, spare parts, process design,

installation, service and more. Rodem distributes, installs, and engineers sanitary processing systems for the dairy, food, beverage, personal care, pharmaceutical and other high-purity industries. Their product offerings include pumps, valves, instrumentation, homogenizers, heat exchangers, cleaning equipment, plant supplies, tanks, processors, and much more. From the beginning, Rodem has been passionate about providing the highest quality service by investing in their employees, building strong partnerships with their customers and suppliers and delivering performance-focused solutions. Still owned by the Diener family, Rodem is headquartered in Cincinnati, with six additional locations across the Midwest and Southeast.

Cummins-Wagner

Cummins-Wagner has hired **Felix Fuentes** as a Senior Sales Engineer for their Tampa branch. Felix has a strong background in both engineering and sales. He performed both sales and application engineering

duties for Seepex pumps and most recently for IngloTech USA.

United Industries, Inc.



Rhonda Alvin

United Industries Inc., Beloit, WI is pleased to announce that **Rhonda Alvin** has joined the company as Customer Service Representative. Rhonda has more than 35 years of experience in Customer Service; over 23 years within the sanitary process industry. Most recently, she had been at Rath Gibson. She brings with her substantial industry and product experience and is well respected for her customer-oriented attitude.

Endress+Hauser

Endress+Hauser and its sales partners are investing \$4.5M to expand their customer support around the USA. This initiative which started in 2020 will strengthen Endress+Hauser's organization by more than 25% or add roughly 130 people. The

additional personnel provide resources in project management, inside sales, outside sales, application engineering, industry subject matter experts, solutions and services in the food and beverage, life sciences and other process industries.

Tel-Tru Manufacturing, Inc.



George Vassilaros

Tel-Tru Manufacturing Co. announces the addition of **George Vassilaros** to the Engineering team. George has accepted the position of Manufacturing Engineer and will be responsible for supporting production on the Tel-Tru assembly floor. George holds a B.S. Degree in Mechanical Engineering from the University of Pittsburgh as well as a Master's degree in Industrial and Systems Engineering from RIT. George brings with him seven years of experience at Xerox where he was responsible for leading the mechanical design and controls of large hi-tech industrial automated equipment.

WELCOME NEW MEMBERS

CRP Industries Inc.

Contact: Sean Malone
35 Commerce Drive
Cranbury, NY 08512
Phone: 800.526.4066
smalone@crpindustries.com
www.crpindustries.com

CRP Industries Inc. is a veteran-owned family business that has been in operation for over 65 years. Our Industrial division revolutionized the hose industry when we introduced our Armored Thermoplastic Cover (ATC) hoses to the North American marketplace. Currently, we're raising the bar even higher by offering a broad array of specialty hose products to serve the personal care and high-purity markets. For these applications, CRP offers a line of platinum cured translucent silicone hose that is manufactured in an ISO Class 8 cleanroom and complies with numerous industry certifications. Additionally, our PTFE hoses are available with multiple cover configurations to choose from. We are honored to be a

FISA member and we look forward to working with you in the future.

Jacoby-Tarbox Hygienics

Contact: Dan Schreck
16633 Foltz Parkway
Strongsville, OH 44149
dschreck@clark-reliance.com
www.jt-hygienics.com

Jacoby-Tarbox Hygienics, manufactured by the Clark-Reliance Corporation in Strongsville, Ohio, is a world leader in sight flow indicator and sight window manufacturing, supplying product since 1914. Jacoby-Tarbox is proud to present our Jacoby-Tarbox Hygienics(tm) product line manufactured specifically for hygienic, pharmaceutical, bio-pharmaceutical, food, beverage, and other industries with processing systems demanding cleanliness and consistent performance. Based upon highest level of hygienic standards and solutions regarding performance, cleanability and pedigree, Jacoby-Tarbox is dedicated to serving the hygienic market. In addition to the Hy-Sight

in-line sight flow indicator mentioned above, Jacoby-Tarbox Hygienics' solutions include Uni-San(tm) fused glass windows and GRQ Engineered Hygienic Clamps. Uni-San windows offer simple, clean, long-lasting, reliable process observation. GRQ Engineered Hygienic Clamps provide easy fit-up, while generating uniform gasket compression to seal with controlled gasket intrusion, maximizing process integrity. A complete line of high efficiency LED illuminators with stainless steel housings for efficient illumination of vessels and reactors in safe and hazardous areas are available.

LE Commodities, LLC

Elaine Moreira
Principal
Cell: 707.330.7678
Address: 2807 Hillview Court
Fairfield, CA 94534
www.lecommodities.com

LE COMMODITIES, LLC is a Global Trading Company specializing in stainless steel

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Welcome New Members, *continued*

semi-finished products. Based in Northern California near San Francisco with an office in Sao Paulo, Brazil, and a partner office in Taiwan, we are well positioned to provide you with comprehensive services in procurement and logistics. Our goal is to offer excellent quality materials, competitive prices, superior customer service and a worry-free experience. Your success is our success. Through our diverse network of steel mills in Europe, Asia and Latin America we can provide a full range of products including pipe, tube, bar, wire, profiles and more, for use in many types of industries. We can also offer full logistics services that includes transport from the mill floor to your door, as well as complete customs clearance and trade financing. We look forward to attending the next conference in September and meeting fellow FISA members!

Stainless Process Equipment, Inc.

Contact: Paddy Finnegan

1317 Cardiff Blvd.

Mississauga, Ontario L5S1E1

(647)209-6100

www.stainlessprocess.com

Stainless Process Equipment Inc (SPE) was established in 1993 and has grown to become one of Canada's largest and most vertically integrated process focused companies that services the Food and Beverage and Life Science Industries. We are a Platinum Level SPX FLOW Distributer stocking over \$1.5M in equipment and MRO replacement parts complete with a Factory Certified Service Center specializing in refurbishing/repairing Sanitary Pumps and Valves. We are currently in the process of moving all of our Process Equipment and our

extensive inventory of Tubing and Fittings to our new Oakville, ON facility in order to expand our Turnkey Solutions and Custom Fabrication capabilities including Process Skids and Storage/Mixing Vessels in our original Mississauga ON facility. Past our facility expansion we are also very excited to announce that TIG Stainless Installations has joined the SPE Family in a further effort to develop stronger relationships with our customers. TIG has operated for over 30 years and is well known for their Orbital Welding competence and being the Premiere Sanitary Equipment Company in Canada. Stainless Process Equipment Inc is proud to employ our own in-house design, engineering, project management, manufacturing and installation capabilities as it allows us to be as competitive as possible and drive more value to our partners bottom line.

MARK YOUR CALENDAR

JULY 1

Renew FISA Membership

SEPTEMBER 16 – 19

FISA Annual Conference
Scottsdale, AZ

NOVEMBER 1

UID Application Deadline

DECEMBER 1

UID Winners Announced

NOTE: Remember to update your company information. Go to www.fisanet.org and look under the Membership Listing.

Email changes to stella@fisanet.org

If you have a Marketing Manager, send his/her name to Stella Jones to be added to the FISA email list.

DON'T FORGET!

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Questions? Call FISA at
(336) 274-6311 or email
stella@fisanet.org

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