

## REGISTER NOW FOR THE 2022 FISA ANNUAL CONFERENCE

The objective of the FISA Annual Conference is to provide the venue for distributors and those manufacturers who go to market through distribution to meet in person.

Existing relationships are strengthened; new relationships are created; and together attendees learn about the major trends impacting their businesses.

### Strengthening the Partnership

Distribution is a partnership and that's why the FISA Annual Conference is a unique opportunity bringing together decision makers from both distribution companies and manufacturers. By experiencing the isolation of the Pandemic, we realized how much we missed face-to-face contact. Even the best virtual platforms don't provide the same level of communication that happens when you spend time with someone in a relaxing environment and get to know that person better as a friend and as a potential business partner.

### First-Timer's Welcome

Each year, much of the Conference energy comes from introducing new FISA companies who have joined during the year. First-time attendees, whether they are from a new company or simply a person attending for the first time representing 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, October 6<sup>th</sup>.

Several weeks before the Conference, all attendees will get 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.

Another helpful communication tool created by Chris LoPresti of Andron Stainless is the FISA App which will include the full agenda, list of attendees, company profiles, recommended restaurants, etc. Several weeks before the Conference when you get the link for the app, be sure to download it and you will have access on your phone to any last-minute changes. In addition, plan to take photos throughout the meeting of different activities and share them on the app.

### Plan your Connections

Getting the most benefit from the Conference is about being intentional in advance about connections you would like to make. In a member survey conducted after the 2021 Conference in Scottsdale, 89% of the attendees reported reviewing the company profiles in advance. 78% said they scheduled meetings during the conference, and best of all, 98% reported meeting someone with whom they would follow up for future business. This conference is all about connecting people in a casual setting and creating relationships.

Register today. Go online to [www.fisanet.org](http://www.fisanet.org) and click on the Meetings tab and Conference Registration where you can register for the Conference, choose your activities, select your sponsorship, and book your hotel room. Don't delay because some activities are limited and filling quickly. If you have questions, please call Stella at 336-274-6311 or email [stella@fisanet.org](mailto:stella@fisanet.org).



## WONDERING IF YOU SHOULD ATTEND THE CONFERENCE?

If you attend, you will find:

- Practical content you can use
- Ideas for immediate impact
- Interaction with speakers for one-on-one conversation
- A cost effective way to meet potential vendors and/or distributors
- Introduction to new FISA companies
- A friendly, welcoming networking event with fun activities

## TWO CLICKS WILL DO IT! REGISTRATION IS ONLINE. IT'S EASY AND CONVENIENT.

1. Go to [www.fisanet.org](http://www.fisanet.org) and click on the Meetings tab.
2. 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/companion and then if you want to be a sponsor of the 2022 Conference, include your sponsorship.

After you register for the Conference, be sure to go back to the Meetings tab and click on the link that takes you directly to the Westin Hilton Head Resort & Spa and to book your room.



*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.*

**2021 – 2022  
FISA Board of Directors**

**FISA Officers:**

President

**Eric Perkins**  
*Statco-DSI*

Vice President

**Barry Dobbins**  
*Dobbins Company*

Past President

**Jason Ryan**  
*FCX Performance*

**Directors:**

**Jim Brink**  
*SPX Flow*

**Joe Gamradt**  
*Anderson-Negele*

**Joe Landry**  
*Alfa Laval, Inc.*

**Joe Reynolds**  
*CSI*

**Tony Roisen**  
*Quality Stainless, Inc.*

**Andy Soukup**  
*Triplex Sales*

**Ola Westrom**  
*Endress+Hauser*

**FISA Address:**  
1207 Sunset Drive  
Greensboro, NC 27408  
Phone 336-274-6311  
[www.fisanet.org](http://www.fisanet.org)

Stella L. Jones  
*Executive Director*  
Email: [stella@fisanet.org](mailto:stella@fisanet.org)

**FROM THE PRESIDENT**



Registration for the 2022 FISA Annual Conference in Hilton Head in October is in full swing. If you have not registered yet, I urge you to do it soon because some of the activities are limited in the number of members who can participate, and the activities are filling quickly.

I particularly want to thank many of you who have already sent in a sponsorship. As you've heard us say many times, your sponsorships make such a difference. Bringing in world-class speakers is expensive and as we all know, the cost of food and drink is rapidly increasing. So, thank you for your support.

Also, I want to recognize a couple of people who work behind the scenes for the Conference because they truly make a difference. First, our past president, Jason Ryan of FCX Performance, who is the person who programs the C-vent registration system. It was Jason's idea about six years ago that we should be able to totally handle registration and payment for the conference online. He researched various options and recommended to the Board that we purchase the C-vent registration system. Many hours went into initially customizing the program to meet our particular needs and then each year, he has to update the system as our agenda and activities change. Thank you, Jason for your commitment and time spent.

Another person who is working behind the scenes I want to recognize is Chris LoPresti of Andron Stainless, who annually programs the FISA App. Each year, FISA purchases the software for the App and all the information has to be programmed. Being able to download to our phones all the conference attendees and a description of each company attending has been a

big asset for us in promoting networking at the Conference. In addition, Chris handles postings for FISA on LinkedIn, another valuable contribution behind the scenes that makes a difference. Thank you, Chris.

While we all are incredibly busy, the world around us is changing rapidly. Inflation hit a 40 year high in May as gas, food and rent prices surged. The consumer price index increased 8.6% annually and the largest rise since 1981. Gas prices rose 4.1% and 48.7% annually and grocery prices increased 1.4% and 11.9% over the past year. Rent climbed .6% last month and 5.2% overall the past year. Consumer purchases have started shifting from goods to services such as dining out and traveling now that the pandemic is starting to ease.

The strong demand for travel and other leisure activities is increasing and so are the prices. Air fares jumped 12.6% and are up 37.8% over the past year. And hotel rates rose .9% and 19.3% annually. What does this all mean? We are now faced with additional business challenges, other than supply chain, as our employees are facing economical strains. As business leaders, we are challenged to come up with competitive wages and flexible work arrangements. These items along with other perks give us a better chance of attracting and retaining talent. The months ahead offer challenges, and I am looking forward to gaining insight from our conference speakers on how to adapt for the future.

"Resilience & Reinvention" is the theme of the 2022 Annual Conference. We've all been resilient in making it through the Pandemic, now let's focus on reinvention. Look forward to seeing you in Hilton Head.

*Eric Perkins, Statco-DSI*



**Time to Renew Your FISA Membership**

July 1, 2022 is the deadline for renewing your company membership which will be effective until June 30, 2023.

Annual dues are \$775.00. For your convenience, you may pay by credit card at [www.fisanet.org](http://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](mailto: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.

# SPEAKERS AT THE 2022 FISA CONFERENCE: RESILIENCE AND REINVENTION

## Over the Wall – Sponsored by SPXFLOW

Andy Papathanassiou's philosophy and views as an outsider to NASCAR ultimately shifted the paradigm of how pit crews recruit, select and develop team members. Previously, pit crews were comprised of mechanics who devoted little time to practicing pit stops – relying instead on their vast, individual knowledge of car building and racing experience. Andy employed an athletic mindset and problem-solving approach which centered on practice and repetition, coaching and review, innovation, and process improvement. Collectively, he calls this philosophy, Over the Wall™ thinking. Over the Wall thinking changed the paradigm of how all NASCAR teams select, train and compete.



**ANDY PAPANATHANASSIOU** became NASCAR's first, "pit crew coach," when hired by Hendrick Motorsports in 1992, as an original member of Jeff Gordon's Dupont #24 race team. Prior to racing, Andy attended Stanford University on a football scholarship and started four years on the offensive line. He graduated with his Bachelor's in Economics and Master's in Organizational Behavior. After a 30-year racing career with over 250 wins and 16 series championships, Andy now speaks, conducts experiential events and consults around high performing teams, transformative leadership, culture, paradigms, disruptive thinking and athletic mindset.

## Technologies to Change the World

Step into the future and get a glimpse of exciting technologies being developed throughout the world. As a futurist, Dr. Bruce McCabe will help us think expansively and optimistically about technologies that will change our world. After sharing his global perspective, Bruce will engage two FISA manufacture member company executives regarding technological developments they foresee impacting the hygienic processing industry in the future. Our panelists will share insights and reflection on global technology trends in our industry and challenge us in the call-for action to drive sustainable business.



**DR. BRUCE MCCABE** has a PhD in organizational and technological innovation from the University of Sydney where he is also an Adjunct Professor. For thirty years, he has traveled and explored how people innovate and adopt new technologies.

Bruce began his career at IBM in 1988 and went on to hold senior roles at IBM, WordPerfect, Novell and Gartner. In 2002 he founded S2 Intelligence, a think tank to support organizational innovation through grounded research. He served as an independent adviser to a long list of multinationals, state and federal governments, universities and science labs. He travels constantly and works across all industry sectors.



**RIKKE KAUBREINHOLT, MSC, PhD** is Vice President BU Hygienic Fluid Handling, and Head of Research & Development with Alfa Laval Kolding A/S. She has been with Alfa Laval more than 15 years in various managerial roles within research and development and in the hygienic industry for 20 years. She holds a MSc (Master of Science) and a PhD in Fluid Mechanics supported with an EBA (Engineering Business Administration).



**KRISTI HOBBS**, Global Marketing Director for Anderson-Negele

*Kristi is the Global Director of Marketing and Product Management at Anderson-Negele. As part of this role, she works to ensure the team identifies the key under served needs of their customers and defines innovative solutions that effectively capitalize on emerging technology trends to deliver value. Kristi has 20+ years of experience in instrumentation and measurement and automation software.*

## Flock of Black Swans? The Economy in 2022

The black swan event is an economic term referencing an event that was unexpected but not unanticipated. The pandemic was the first and the Ukraine War the second. These events changed nearly everything and coping has been challenging. What can we expect the rest of the year when it comes to issues such as inflation, labor shortage, recession and the broken supply chain? Is a return to what was once normal impossible? Is there a new normal to look forward to?



**DR. CHRIS KUEHL** is a Managing Director of Armada Corporate Intelligence. He provides forecasts and strategic guidance for a wide variety of corporate clients around the world and is the chief economist for several national and international organizations as well as the economic analyst for several state accounting societies. Chris has a Ph.D. and Masters in Political Economics, Asian Studies & Soviet/ Eastern European studies.

## How to Keep Your Top Talent from Becoming Someone Else's – Sponsored by Perrigo, Inc.

Companies that succeed in the post-pandemic economy are those that figure out how to master technology, community, and collaboration. Yes, employees still have to show up at the job site to get the work done, but business owners may need to adjust and adapt to new ways of using technology and communicating with employees and their leadership teams. It's going to be a while before we figure out what the next normal is going to be, but whatever those changes are, there is no "business as usual." The only thing we know for certain right now is that things are going to change. If you want to keep your top talent, now is the time to learn a few simple strategies and reap the rewards for years to come.



**LISA RYAN, CSP**, is Chief Appreciation Strategist at Grategy. She is a Certified Speaking Professional, best-selling author of eleven books including "Thank You Very Much: Gratitude Strategies to Create a Workplace Culture that ROCKS!" and co-star in two inspirational films with other experts including Jack Canfield of "Chicken Soup for the Soul". She is the Past-President of the National Speakers Association, Ohio Chapter and holds an MBA from Cleveland State University. Lisa is known for her high energy and enthusiastic delivery in presenting ideas attendees can implement immediately to make positive workplace culture changes.

# MAKING THE INVESTMENT TO LEARN AT UID

By Michael Kichura, Oliver M. Dean, Inc.

Distributors continually face the challenge of being able to differentiate themselves in the eyes of their customers. When successful, they are a “partner”; when unsuccessful they are “just another vendor.” The University of Innovative Distribution (UID) offers classes for distributors to set themselves up as the partner their customers seek. There are several learning tracks focusing on Strategy, Operations, Leadership, Marketing, and Sales. Each track provides a structure for students to enhance their skills in these respective categories through courses



Michael Kichura

led by thought leaders in each field.

This past March, FISA and Oliver M. Dean offered me the opportunity to attend UID for both the Sales and Marketing tracks. The program gave me a better perspective as to what my strengths were and my needed areas of improvement. There were also several times where I learned from my classmates. They shared challenges faced in their markets and what they did to overcome them. From these stories, I was able to pick up some very applicable tips.

My biggest takeaway from UID was Paul Reilly’s seminar on “Value Added Selling.” It helped me answer the question: “Why would a customer buy from me?” Paul presented a survey that illustrated the reasons why customers will buy: 57% the product they’re

buying, 18% the company they’re buying from, and 25% the salesperson that’s working with them. That means that roughly over 40% of purchasing decisions have almost nothing to do with the product being sold. This fact stood out because customers at times will commoditize what they buy. Customers, however, will work with you if the product not only meets their needs but if you’re able to communicate, package, and deliver it as a solution catered just for them.

UID is an excellent opportunity for anyone to participate in no matter their position or level of experience. Making the investment will ultimately benefit their professional development, company, and customers as they’ll be one step closer to being considered a partner and not “just another vendor.”

## WELCOME NEW MEMBERS

### ANDERSON PROCESS

Contact: Ryan Domino  
21365 Gateway Ct • Brookfield, WI 53045  
Phone: 262-784-3340  
rdomino@andersonprocess.com  
www.andersonprocess.com

Anderson Process was established in 1958 with one employee in southeastern Wisconsin and today operating with multiple locations around the Midwest. Our business began selling industrial pumps and has since grown to a remarkably diverse product and capability base, along with serving a truly diverse customer base. Our key product lines include industrial & sanitary liquid pumps, along with Vacuum pumps, hose & fittings, filtration, mixers, heat exchangers, valves and much more. Like many, we began by selling and warehousing a small segment of products. To continue offering our customers value, we began to service & repair those items in our growing warehouses. We now engineer, fabricate, program and service the equipment that we build. Our UL508A control panel shop allows us to be a full-service resource to our customers. From something as simple as a pump, motor, and base assembly, to a large complex system including automated valves, controls, piping, and instrumentation. We look forward to meeting all the FISA members and attending our first FISA conference!

### CAROTEK INC. – A SUNSOURCE COMPANY

Contact: Tim Thomas  
700 Sam Newell Rd • Matthews, NC 28105  
Phone: 803-323-9076  
www.carotek.com  
tim.thomas@carotek.com

For more than half-a-century, Carotek has been a leading process equipment distributor. We serve the industrial, municipal, and commercial markets in North Carolina, South Carolina, Georgia, Virginia and Tennessee - from our offices throughout the southeast. Carotek represents internationally recognized manufacturers of process equipment. We supply - valves & actuators, pumps, blowers, & vacuum pumps, instrumentation, steam and hydronic systems, municipal products, process skids, seal pots and control panels.

We provide 24/7 field service, instrumentation calibration, valve automation, pump and blower repair, system startup service, and world class training that is PDH credit certified. Our mechanical and electrical Shops custom build and integrate complex process skids, control panel automation packages, and seal pots, for many different industries.

### ADVANCE FITTINGS

Contact: Scott Hawkinson  
218 Est Centralia St • Elkhorn, WI 53121  
262-723-6699

www.advancefittings.com  
shawkinson@advancefittings.com

Advance Fittings is a US Manufacturer of high-quality stainless steel fittings and custom components, centrally located within one hour of Chicago, Milwaukee, and Madison, Wisconsin. Our business began in 1985 when we primarily made fittings for the dairy industry. In 1988, we became members of the first ASME BPE committee and were involved with the development of the BPE standard. Today our fittings and components surpass the ASME-BPE standard and exceed customer expectations. We primarily serve the Biopharmaceutical industry, as well as dairy, food & beverage, personal care, semiconductor, and cannabis & hemp. We continue to make standard fittings for all these industries, as well as design and manufacture high-quality custom engineered solutions on-site. Our concept has allowed us to be the only USA company manufacturing the complete line of BPE fittings ranging in size ¼ inch to 6 inches. In addition to our manufacturing capabilities, we also offer the following services: electropolishing, laser marking, polishing, machining, welding, and fabrication. Advance Fittings is a supplier to some of the largest manufacturers, distributors, and end users in the world, providing exceptional customer service with the ability to respond quickly to our customer’s needs day after day.

## INTRODUCING FISA NEXTGEN – DEVELOPING THE NEXT GENERATION OF INDUSTRY LEADERS



Andy, Joey, Brooke and Avery Soukup

### By Andy Soukup, Triplex Sales

On behalf of the FISA Board of Directors, I'm excited today to announce the launch of FISA's young Professionals Group, NextGen, for any FISA member under the age of 40.

The goal of the NextGen group is a lofty one- we aim to shape the future of our industry by supporting the growth of the young professionals who are employed by FISA member companies. The NextGen program will create opportunities for us to build relationships and expand our skills while we advance our careers and promote the manufacturer distributor relationships that have served us so well. These are the pillars of both FISA and the NextGen group.

Through the group, we hope to increase involvement within FISA among young leaders who have the potential to be future Board Members, bring fresh ideas into FISA, create a more diverse membership, and add value to your existing membership.

For those FISA members under the age



of 40, my wife, Brooke, and I are pleased to invite you to the NextGen's inaugural meeting Thursday, October 6th at 7:30 PM during the FISA annual conference in Hilton Head, South Carolina.

In keeping with the conference's theme of "Resilience & Reinvention", our dinner conversation will focus on the need for creative leadership, strong workplace culture, and how FISA can help prepare future leaders to survive and thrive in a rapidly changing world.

In addition to the annual conference, we plan to host virtual events throughout the year to create additional networking opportunities and provide industry insights to our group's young leaders.

We look forward to seeing you this October in Hilton Head!

## JOIN THE YES TEAM. BECOME A CONFERENCE SPONSOR



Joe Landry



Tony Roisen

**Joe Landry** of Alfa Laval, Inc. and **Tony Roisen** of Quality Stainless, Inc. are Sponsorship Co-chairs for the 2022 FISA Annual Conference in October. As members of the FISA Board of Directors, both Joe and Tony have been actively involved in planning the Conference and recognize the importance of sponsorships.

Joe said, "I hope everyone will consider taking part as a sponsor for the upcoming FISA Conference in Hilton Head, SC. The FISA Board is planning a great event and your contributions as a sponsor give us the opportunity to improve all aspects of this great event. Your sponsorship support helps us find the best speakers with great messages for ways to improve our businesses. We hope to have record sponsorships this year and continue to raise the bar on your expectations for 2022 and beyond. Looking forward to seeing you all again in Hilton Head. We are counting on you to help us support this outstanding conference."

Tony says, "My sponsorship journey went something like this: I first tested the FISA waters by sponsoring some smaller events such as lunches and sporting awards for a couple years. Then, I decided that FISA was a great organization where I could meet all the major players, distributors and manufacturers, in the sanitary industry. FISA is also more than just food industry. FISA is evolving into all sanitary markets like pharma and semiconductors as well. I became a Pinnacle member and have enjoyed the benefits, specifically the nation-wide exposure, of this commitment to FISA for a long time."

In planning Annual Conferences, the Board looks for locations that are attractive destinations offering a variety of activities for networking opportunities. Moving the Conference around the country to different venues has given us the opportunity to experience unique locations. As we all know, costs are rapidly increasing for food/beverages and your sponsorships help underwrite some of these costs.

Every sponsor will receive coverage in signage at the conference and verbal recognition as well as written recognition in the FISA Distributor News. Promote your company and at the same time, show your support of FISA. Join the Yes team as a sponsor.

# 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, 2022. 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 or email stella@fisnet.org*

## The Williams-Carver Co.



Steve Carver

The Williams-Carver Co. is pleased to announce that **Steve Carver** has been promoted to Senior Vice-President. He assumes the role immediately and will lead the way to further growth of Williams-Carver throughout the United States. Steve has been with Williams-Carver since 2014 and has been an asset on all levels. Steve can be reached by e-mail, scarver@williams-carver.com, or by cell, 913-544-5425.

## Enerquip Thermal Solutions



Brady Loertscher

Enerquip is pleased to announce the addition of **Brady Loertscher** to its Sales Engineering team. In this role, Loertscher will work directly with customers seeking sanitary and industrial heating and cooling equipment, including heat exchangers, condensers, water-for-injection and clean-in-place heaters, point-of-use coolers, and clean steam generators. Loertscher recently earned his bachelor's degree in mechanical engineering from the University of Wisconsin-Stout. While in college, Loertscher had the opportunity to complete mechanical engineering internships at Greenheck Group and Loos Machine. He then joined Enerquip in January of 2022, part-time, where he began designing thermal equipment as an Enerquip Design Engineer.

Headquartered in Medford, WI, Enerquip is a leading provider of sanitary and industrial heating and cooling solutions in a variety of industries including food, beverage, pharmaceutical, asphalt, biofuels, tank terminals and more. Enerquip's innovative line of products includes heat exchangers, condensers, thermal fluid heaters with serpentine coil technology, helical coil heaters, tank heating coils, steam generators, economizers, suction heaters, bayonet heaters and more. For more information, visit [www.enerquip.com](http://www.enerquip.com).

## M.G. Newell Corporation



Elliott Gordon

M.G. Newell is pleased to announce that **Elliott Gordon** has joined the company as an Outside Sales Representative for the Alabama area. In this position, Elliott will report to Robbie Roof, General Manager of the Nashville Division. Elliott brings over 15 years of sales and sales management experience in digital media, health and safety and industrial equipment. Elliott has a B.S. in Business Administration from the University of Alabama. M.G. Newell is also pleased to announce that **Max Webber** has been named as the new General Manager of



Max Weber

Automation for M.G. Newell, effective immediately. In this role, Max will report to Gray Sherrill, President of M.G. Newell. Max brings over 23 years of extensive experience in pharmaceutical process and project management, automation, and team leadership to his new role. Prior to M.G. Newell, Max worked for NNE as an Automation Manager and Process Engineering Manager and at Novo Nordisk where he led numerous project implementations and expansions. Max has a Master of Integrated Manufacturing Systems Engineering degree from NC State University and is a graduate of Kettering University with a B.S. in Mechanical Engineering. Headquartered in Greensboro, NC with divisional offices in Greensboro, Louisville, KY, and Nashville, TN. M.G. Newell is a full-service distributor and systems integrator of hygienic processing solutions for the food, beverage, dairy, pharmaceutical, and personal care industries. Established in 1885 as a dry goods store, the company has evolved over the years first to a dairy supply business, and later to its present structure. The company proudly celebrated its 135<sup>th</sup> anniversary in 2020. For more information, visit their website at [www.mgnewell.com](http://www.mgnewell.com)

## SPXFLOW



Jonathan Malakoff

**Jonathan Malakoff** has joined SPXFLOW as a Systems Sales Manager. In his new role, he will focus mainly on Systems for the Plant-Based food industry and will be reporting to **Luis Campo**, Senior Systems Sales Manager for North America. Jonathan comes to SPXFLOW with 25 years of experience in private and public companies, with expertise in both business operations and engineered projects. This includes roles in sales, project management, engineering, manufacturing, and quality assurance. He has a Bachelor of Science Degree in Chemical Engineering from The John Hopkins



Jim Kirby

University. Jonathan is based the Chicago area, with regional access to the Delevan facility/offices. **James "Jim" Kirby** has joined SPXFLOW in the role of District Sales Manager (DSM) for the South-West Region. His territory will include Texas, Arkansas, Louisiana, and Oklahoma. In this role, Jim will manage territory sales for the Nutrition & Health (N&H) portfolio products, driving sales growth with channel partners and providing end user customer support. Jim joins SPXFLOW with technical sales/management experience with Industrial and Process instrumentation products.

Jim has experience selling products for high purity and flow components in Semiconductor and Chemical industries. His most recent role was with Banner Industries providing distribution sales for eight years. Jim previously worked with the Portadam, Inc. as Southwest Sales Manager for seven



years. Jim resides in the Dallas, TX area. SPXFLOW is pleased to announce **Michael Hayes** will move to a new position as Sales Operations Manager. In this newly created hybrid role, Michael will coordinate activities among the sales, operations, and customer service teams and develop strategies to improve the overall customer experience, performance of the business, and sales growth. He will act as a liaison to support top-tier channel partners and key account end-users as well as bridge across various functions in sales, operations, customer service, product management, and digital tools to streamline processes. Michael will report directly to **Jacob Schiff**, Site Leader-Delavan with a dotted line to **Chris Sinutko**, Director of Channel & Key Account Development – Americas. Michael has worked at SPX FLOW since 2005 in various customer service roles based in Delavan, WI. He most recently worked as the Customer Experience Manager for Delavan since 2011. Over the years Michael has gained knowledge of the many sales and operations processes within SPXFLOW as well as developed relationships with many channel partners. He graduated from



Marquette University with a BA in Psychology. **Jeff Sporer** has been appointed Vice President Sales for the America's region for SPXFLOW. Jeff joined SPX FLOW in March 1997 as an Applications Engineer and has continually progressed throughout his tenure at SPXFLOW handling application engineering, customer service, technical sales, and global sales roles. Throughout his 25-year tenure at SPX FLOW, Jeff has developed a deep appreciation for the end-to-end sales process, demonstrated a strong dedication to customer relationship building and driving efficiency within the sales team. Jeff has most recently been the Regional Sales Manager for the Central Region and Director of System Sales for North America. Prior to joining SPXFLOW Jeff spent a few years with another manufacturer and with a process equipment distributor in the

USA. Jeff graduated from the University of Wisconsin, Platteville with a Bachelor of



Science Degree in Mechanical Engineering. He will continue to be based out of the Delavan, WI facility. **Mike Wagner** has been appointed Regional Sales Manager for the Central Region replacing Jeff Sporer. Mike started with APV in 2005 as a District Sales Manager for all process equipment in the Midwest, based in Iowa. After APV merged into SPXFLOW, he continued as a DSM. In recent years, Mike relocated to Wisconsin where he took on a leadership position with Plate Heat Exchangers for the Central Region. In his new role, Mike will manage sales for the Nutrition & Health (N&H) portfolio products, driving sales growth with channel partners and providing end user customer support. Mike graduated from Eastern Michigan University with a BS in Interpersonal Communications and a minor in Marketing. He will continue to be based at the Delavan, WI facility.

### Wayland Industries



Wayland Industries is pleased to announce that **Ryan Wilburn** has joined the company as their newest National Account Manager and will be based out of Atlanta, GA. Ryan has over 20 years of sales and management experience in the PVF industry at the wholesaler, master distributor, and manufacturer levels. Ryan was most recently with Smith Cooper International / Anvil International. Ryan has a BS in Business; Major in Marketing Management from Virginia Tech.

### Jacoby Tarbox Hygienics



**Mike Curnutte** has joined Clark-Reliance as the Jacoby-Tarbox Hygienic Product Market Manager. He has spent a decade in the business, working with Hygienic/Sanitary customers in the Pharmaceutical, Food & Beverage, and Flavors/Fragrance Industries. His primary focus has been educating the industry on developing proper material specifications for their observation equipment needs. Jacoby-Tarbox (est. 1914), manufactured by Clark-Reliance in Strongsville, Ohio, is a world leader in sight flow indicator and window manufacturing. Jacoby-Tarbox offers Hygienic sight flow indicators, Hy-Sights,

which maximize process visibility and features the cleanest glass-metal transition point available, added engineered hygienic clamps, and now bubble traps. Mike Curnutte can be reached at [mcurnutte@clark-reliance.com](mailto:mcurnutte@clark-reliance.com) or 330-690-4575.

### NOSHOK



NOSHOK is pleased to announce that **Stan Wright** has been promoted to the position of Vice President - Sales, effective immediately. Stanley Wright held the position of NOSHOK Southwest Regional Sales Manager from 2001 to 2004. In late 2004 Stan was promoted to National Sales Manager, effectively managing the NOSHOK Regional Sales Team. In his role as Vice President – Sales, Stan is responsible for leading a global sales team focused on continued growth, value and customer satisfaction. Stan is a solutions-driven executive with 40 years of experience in both distribution and manufacturing organizations, which has provided him with extensive experience in multiple facets of industrial systems solutions. Stan holds a Bachelor of Science in Business Commerce from the University of Houston and a Master of Business Administration from Our Lady of the Lake University in San Antonio.

### Feldmeier Equipment, Inc.



Feldmeier Equipment, Inc. announces the addition of **Robert Hilfinger** as the new Northeast Regional Sales Manager. Robert joined the team in late 2021 and will be reporting to **David Pollock**, Vice President. Robert brings over 24 years of sales experience in the dairy and beverage industry. He began his career in the late 90's in manufacturing/sales for International Paper's Liquid Packaging Division, focusing on beverage and dairy processing facilities throughout the Mid-Atlantic. He brings decades of sales, supply chain and customer service experience. In his new role with Feldmeier Equipment, Robert will be the sales contact for customers in New York, New England and the Mid-Atlantic interested in purchasing stainless steel vessels for a multitude of industries, including dairy & beverage, food, cosmetic, brewing, and biotech/pharmaceutical industries. Robert graduated with a B.S. degree from the Rochester Institute of Technology and currently resides in Media, PA.

*continued on next page...*



Danielle Emm

Feldmeier Equipment, Inc. also announces the promotion of **Danielle Emm** to Sales and Marketing Coordinator and she will be responsible for fulfilling the Feldmeier Equipment's influx of sales orders and for researching and developing marketing opportunities & processes to improve brand awareness. Danielle has worked with Feldmeier Equipment for over five years and was recently promoted from her previous lead role in the Documentation Department. to her current Sales and Marketing position, Feldmeier Equipment utilized Danielle's expertise to re-produce the company logo, create murals for trade shows and to photograph vessels for large canvas size images that are currently displayed in the main lobby at Feldmeier Equipment's corporate office in Syracuse, NY. Danielle holds an Associate Degree in Art & Design at Onondaga Community College and currently resides in Chittenango, NY.

### Tel-Tru Manufacturing Co.



Mike Scroggins

Tel-Tru Manufacturing Co. announces the addition of **Mike Scroggins** to the Product Development team. Mike has accepted the position of Electrical Engineer and will be responsible for supporting the development of new electronic products at Tel-Tru. Mike holds a B.S. Degree in Electrical Engineering from RIT and graduated Sum Cum Laude. Mike brings with him over six years of experience developing new products at his previous jobs at New Scale Technologies and Ambrell.

### Flow Control Holdings

Flow Control Holdings ("FCH"), a premier provider of highly engineered flow components for the food, beverage and pharmaceutical industries, and the parent company to both Steel & O'Brien Manufacturing ("Steel & O'Brien") and Ace Sanitary ("Ace"), announced today the completion of a sale to Audax Private Equity ("Audax"). Based in Cincinnati, OH, Flow Control Holdings offers a broad portfolio of sanitary and high purity products including pumps, valves, multi-use and single-use hose assemblies, fittings, and engineered solutions. FCH differentiates itself with a mission of equipping producers of food, beverages, and pharmaceuticals by providing simplicity and superior service. "We are thrilled to become

part of the Audax family and look forward to benefiting from their expertise and approach to driving transformational growth," said Phil Pejovich, CEO of Flow Control Holdings. "We are also deeply grateful to The Edgewater Funds and JZ Partners for their investment and partnership over the last three years as we worked together to build a differentiated business that today makes up Flow Control Holdings." "FCH has established itself as a leader with a winning value proposition and position in the sanitary process sector," said Ryan Bruehlmann, Managing Director, Audax Private Equity. "We see opportunities to scale the business both organically and inorganically. We also look forward to working with Phil and the teams at Steel & O'Brien and Ace on the next phase of growth." "We are fortunate to have relationships with leading sanitary and high purity distribution partners and are thankful for their receptiveness to our pursuit of simplifying sanitary through the change in ownership will have no impact on our current day-to-day operations with customers and suppliers. The only difference our customers should expect is that we will be accelerating the speed at which we make doing business easier as we improve our product and service offering moving forward," added Pejovich. For any questions, please contact Todd Starr, Chief Growth Officer, at Flow Control Holdings (todd@flowcontrolholdings.com, 269-208-8318).

### Stuart W. Johnson & Co., Inc



Jake Godina

Stuart W. Johnson & Co., Inc., based in Lake Geneva, Wisconsin and a leading regional distributor of equipment, services and supplies to dairies, cheese plants, food processing facilities, breweries and pharmaceutical companies, is pleased to announce the addition of **Jake Godina** to our inside sales team. Jake joined Stuart W. Johnson & Co., Inc. in October of 2021. He was previously employed at Konecranes in Brookfield, Wisconsin. Jake was the inside sales lead to their North Texas branch, which was consistently recognized as a top performer nationwide. Individually, he won the Sales Excellence Award at Konecranes in 2020, and he brings a strong technical background and focus on customer relationships to the SWJ team. Jake is a business administration graduate of UW-Whitewater.

### Ampco Pumps Company

Ampco Pumps Company is expanding their Glendale manufacturing facility located on



Pictured (L-R) are Joel Wilde, Plant Manager, Lori Neisner, Vice President, and Mike Nicholson, President.

West Mill Road. The 17,000 square foot addition includes a brand-new state-of-the-art lab for the growing Ampco Applied Products division. The Ampco Applied Products division specializes in highly engineered in-tank and in-line mixing and blending equipment and systems. These products are used for a wide variety of applications in the food and beverage, industrial, personal care, and pharmaceutical industries. The increased space will also enable the company to expand the centrifugal and positive displacement pump assembly areas and warehouse space. Ampco Pumps Company, is a global manufacturer of centrifugal and positive displacement pumps, including the Ampco Applied Products division of mixing & blending and product unloading equipment. Ampco Pumps Company serves the sanitary, marine and industrial markets. More information about Ampco Pumps Company and the full line of product offerings can be found online at [www.ampcopumps.com](http://www.ampcopumps.com).

## MARK YOUR CALENDAR

### WEBINAR SERIES:

All dates are Wednesdays • 3pm ET

**AUG 17 • OCT 19 • DEC 14, 2022**

**Presenter:** Alex Chausovsky,  
Director of Analytics & Consulting,  
Miller Resource Group

**JULY 1, 2022**

Renew FISA Membership

**OCTOBER 6-9, 2022**

FISA Annual Conference  
Hilton Head Island, SC

**NOTE:** Remember to update your company information. Go to [www.fisanet.org](http://www.fisanet.org) and look under the Membership Listing. Email changes to [stella@fisanet.org](mailto:stella@fisanet.org)

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