

FISA MEMBERS CELEBRATE AND CONNECT PERSON TO PERSON



(L to R) First-timer, Javier Loyola of Q-Pumps, Bryan Downer of Sani-Matic, Inc., Conference Chair, and Arturo Gomez, first-timer also with new FISA member, Q-Pumps.

The best word to use in describing the mood at the recently concluded 2021 FISA Annual Conference in Scottsdale, AZ was exuberant. Members were truly excited to see each other and to welcome more than 45 first-time attendees. Among the first-timer's, were representatives from seven new member companies who were attending for the first time. After not meeting since 2019 because of the pandemic, FISA members both new and old were interested in networking and connecting with each other in person and not over a computer screen.

Jason Ryan, FISA's past President said, "We truly did not know what to expect in attendance this year. The Board waited until June to give the final go ahead for an in-person conference. That meant we were running more than a month behind our normal registration process timeline. It was really gratifying to see the attendance numbers hold and only a few people cancel at the end."

There were 133 delegates attending and 79 spouses/guests for a total of 212 attendees from more than 70 different companies.

Each year FISA gathers feedback from conference delegates through an electronic survey sent the week after the conference. By compiling the responses, the FISA Board of Directors notes trends and responds to suggestions in making plans for the next conference. 93 people or approximately 70% of the delegates participated in the electronic survey.

Here are a few of the highlights:

- 68% gave the conference an excellent rating.
- 89% said they reviewed company profiles before the conference.
- 78% said they contacted an attendee prior to the conference to schedule a meeting while in Scottsdale.
- 93% said they downloaded the FISA Conference app.
- 98% said they met someone during the Conference with whom they were going to follow up for future business.

First-timer, Michael O'Grady, Hygienic Sales Manager with Verder Hygienic Pumps in commenting on the Conference,

continued on page 4...

THANK YOU 2021 SPONSORS!

- Ace Sanitary
- Alfa Laval Inc.
- alliantgroup
- Andron Stainless Corporation
- Arrow Process, Inc.
- Burkert Fluid Control Systems
- Bykowski Equipment
- CSI
- Dairy Engineering Company
- David Bryant/Food Recruiting
- DCI, Inc.
- Dobbins Company
- Duhig/Wolsey Industrial
- Endress-Hauser
- Enerquip, LLC
- FCX Performance
- Feldmeier, Inc.
- Flowtrend, Inc.
- Fristam Pumps USA
- Girton Manufacturing Co., Inc.
- Haynes Manufacturing, Inc.
- M.G. Newell Corporation
- Murrplastik Systems, Inc.
- Nelson-Jameson, Inc.
- Nether Industries
- Netzsch Pumps North Am, LLC
- Newman Sanitary Gasket
- NOSHOK
- OCS Process Systems
- Oliver M. Dean
- Pentair
- Perrigo Inc.
- Pro Food World/PMMI Media Group
- Q-Pumps
- Quality Stainless, Inc.
- RathGibson
- Richards Industries
- Rodem, Inc.
- Sani-Matic, inc.
- Sanitube LLC
- Schwartz Manufacturing
- SPX
- Standard Pump
- Statco-DSI
- Steel & O'Brien Mfg, Inc.
- Stuart W. Johnson & Co., Inc.
- Tetra Pak, Inc.
- The Williams-Carver Co.
- Thermaline, Inc.
- Twinco, Inc.
- Unisource Manufacturing, Inc.
- VNE



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

Stella L. Jones
Executive Director
Email: stella@fisanet.org

FROM THE PRESIDENT



It is hard to believe that we are entering the third quarter of 2021. This past year has delivered business difficulties that couldn't have been imagined.

There have been material, production, labor and transportation shortages that are creating Havoc on the supply chain. Inventory levels across the US stainless steel sector are extraordinarily low. While steel usage rebounded quickly following the pandemic, steel production resumed at a much more gradual pace. This resulted in a substantial imbalance between supply and demand developing in the market. Buyers report that, in several grades and sizes of stainless-steel flat products, no material is available in the United States. US producers have struggled to match output with demand. Purchasing managers are now placing orders for deliveries in the beginning of 2022.

The strikes at ATI's facilities added further pressure to the already stretched supply chains. Deliveries are, at least, several months late, from domestic suppliers. With exceptionally limited options available domestically, several buyers have started purchasing volumes from overseas suppliers. However, imports are hampered by poor container availability and high

shipping costs. The severe shortage of material in the market continues to drive prices and deliveries upwards. Demand in the remainder of 2021 is expected to stay strong, and material will remain difficult to source domestically. The next few months are likely to be extremely challenging for many US buyers. Stainless steel prices and surcharges are forecast to remain high for the remainder of 2021 and in to 2022.

Throughout these shortages and struggling times, FISA members have stuck together by sharing available inventory. All having one common goal to keep our customers in production. I know that we personally were able to purchase stainless steel tubing through a FISA colleague earlier this year in order to keep our projects moving forward. This is the beauty of our organization. Although we may be competitors in the open market, we are also business friends who will help each other in times of need. I don't know that this would happen without the relationships that are formed through FISA.

I wish everyone the best for the remainder of 2021. Please let me know if I can help in any way.

Sincerely,
Eric Perkins, Statco-DSI

**STAY
CONNECTED
TO**



FISA member companies are encouraged to use the FISA logo on your web sites. Link your company to FISA to let the industry know that your company supports distribution. Also, go to www.fisanet.org and click on the Membership Directory. Check on the accuracy of your company's listing. Has the contact person changed? Is there a new phone number? Email your corrections to stella@fisanet.org.

MEET THE NEW OFFICERS AND DIRECTORS

The 2021 FISA Annual Meeting was held before dinner at Gainey Ranch Golf Club in Scottsdale, AZ on September 18th. President Jason Ryan recognized Bryan and Jen Downer, Conference Chairs, and thanked them for an outstanding job. Jason also presented plaques to Directors rotating off the Board and thanked Gray Sherrill, Bryan Downer and Rob Clark for their many contributions to the leadership of FISA. On behalf of the Nominating Committee, David Brink, Chairman, made a motion that Eric Perkins be nominated for President, Barry Dobbins for Vice President and Andy Soukup of Triplex Sales and Ola Wesstrom of Endress+Hauser be elected Directors. The motion was seconded and carried. Newly elected President, Eric Perkins, presented retiring President, Jason Ryan, with a plaque and thanked Jason and his wife, Lisa, for their dedication and passion for FISA.



Eric Perkins

ERIC PERKINS

was elected to a two-year term as President. He is president of Statco/DSI. Eric says, "I started in the industry over 25 years ago. I was a young man who

needed a job and had no clue what I was getting in to, but what a great ride it has been. My first position was inside sales for a small distributor. After only a year, I was recruited by Statco to come on board in their Project Administration department. Although I enjoyed the job that wasn't enough because I had higher visions. After several years, I was promoted to outside sales in California. I was doing excellent in this position and was later recruited by APV Crepaco to come with them as a regional sales manager. This only lasted for three years as I realized my passion was on the distribution side. While attending a trade show, I ran into Jim Statham. While we were exchanging a few stories, he looked down at me and said, "Are you ready to come home yet?" My immediate response was "Yes, please." The rest is history. I came back to Statco as a salesman in Northern CA, and was later promoted to the regional sales manager, offered partial ownership, promoted to President, became business partners with Jim's son, Dave Statham. Eventually, Dave and I bought Jim out completely, purchased DSI in 2010 to create Statco-DSI, and merged with Promach in 2020."

"I was recently remarried. In fact, twice in one year due to COVID. The first one

being a small COVID restricted wedding last September. Then most recently in August, we had the EPIC wedding with all our family and friends. Merisa is an amazing person and must be to put up with me. I have two amazing children. Travis works for Statco-DSI in technical sales in Southern California. I can hardly wait to see where his path leads him. Kristin is in the HR world and also growing quickly. Two different children, but a true blessing. They both have their master's degrees and are a lot smarter than their dad. As for hobbies, my kids say I need to find one besides work. I do enjoy boating and being on the water. That is my tranquil spot."

"It has been an incredible journey and for 15 years of that, I have been attending and been a member of FISA. I have been on the board twice and now accepting the role of President. I look forward to the position and challenge. My goal is to continue to keep FISA the incredible organization that it is."



Barry Dobbins

BARRY DOBBINS

was elected Vice-President for a two-year term. He commented, "As a principal co-owner of the Dobbins Company, I am grateful to be part of an

organization such as FISA. FISA provides a platform for the Distributors and Manufacturers in our industry to meet each year to discuss our ever-changing world of business. Dobbins Company has a long history with FISA, and I am honored to follow my father (Felix) and brother (Rodney's) tradition by serving on the board of FISA. I am

a co-owner of the Dobbins Company and I started with the company in 1973 while still in high school. I am married to Linda, my wife of 35 years. I have two children, Michael and Anna Marie. I enjoy music and working with animals.



Andy Soukup

ANDY SOUKUP

was elected to a three-year term as Director. He says, "I was born into this industry, with some of my first memories being trips to Tri-Clover's old Kenosha facility

with my dad on Saturdays. I've worked in the industry on and off for the last 16 years, full time for the last nine. My first job was as a polisher, and I've since had positions in everything from shipping to accounting to sales. Presently, I'm Vice President at Triplex Sales, where we are focused on saving our customers time, energy, and effort on their high purity process applications through our complete offering of pumps, valves, and supporting equipment, as well as our 40+ years of sanitary process design experience. When I'm not working, I am blessed to be able to spend time with my wife, Brooke, and our two small children, Avery & Joey. I also bowl competitively and enjoy time at my family's lake home- either on the water or watching my beloved Wisconsin Badgers."

When asked why I was willing to devote the time to being a member of the Board of Directors, I said, "The building blocks of FISA are Networking, Education, and Inclusiveness. Anchored by the Fall Annual Meeting, these building blocks create an environment where manufacturers and distributors, both large and small, can work together to transcend commercial transactions and enable mutual growth, understanding and abundance in industries that are so critical to our country. All while having a great time. I am humbled by the opportunity to give back and contribute to an organization that has done so much for my personal and professional development by sharing this vision with the next generation of industry leaders."

continued on page 4...

FISA MEMBERS CELEBRATE & CONNECT PERSON TO PERSON, *continued from page 1.*

said, “I looked forward to being a “first timer” from our organization — a manufacturer of specialty hygienic pumps. This was Verder’s first attendance at this FISA conference which turned out to be a great opportunity to create some awareness with the other FISA attendees. I learned that there is an “openness” that seems to be part of the FISA culture. Each attendee I spoke with was receptive and eager to discuss our mutual businesses, markets, and industry. I am looking forward to future conferences and becoming more involved with this organization in the future.”

Richard Deutsch, Sales Manager of Mur-

rplastik Systems, Inc., said, “As a first-time attendee at FISA, I didn’t know what to expect and was unsure if this was going to be of value to Murrplastik or me. I’m happy to report that the conference was everything I hoped for: the attendees, the speakers, the facility were all top notch. I was told beforehand that the FISA members would be welcoming and I was not disappointed. Breaking the ice as a stranger is never comfortable but the FISA veterans were very accommodating and made saying hello very easy. I’m thrilled I was able to start building relationships and look forward to making more. Bottom line: Murrplastik found value in FISA and will be back! See you at the next conference.”

MEET THE NEW OFFICERS AND DIRECTORS, *continued from page 3.*



Ola Wesstrom

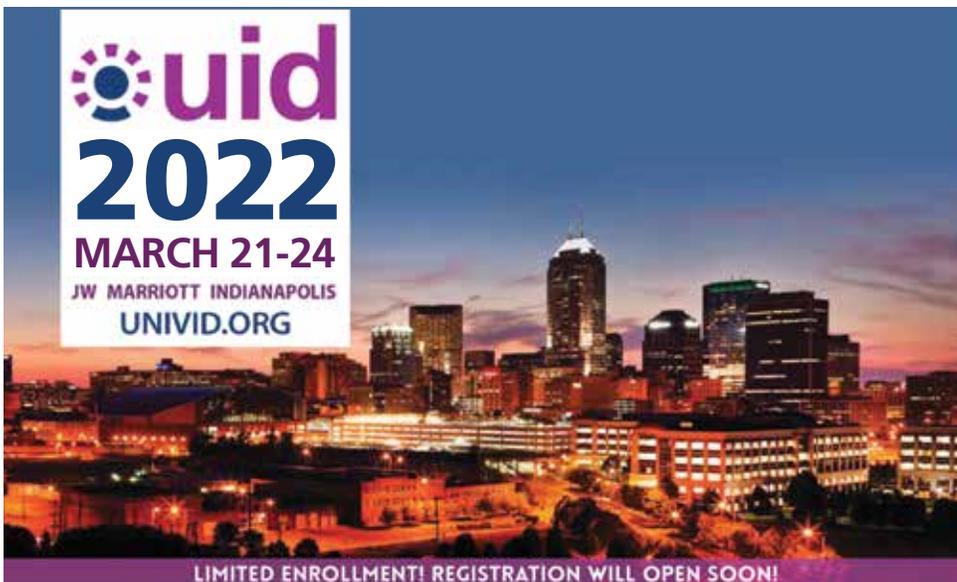
OLA WESSTROM was elected to a three-year term as a Manufacturer Representative. He is an industry marketing manager for the food & beverage segment at Endress+Hauser USA. Ola said, “I am

humbled to be trusted with the responsibility that comes with the board of director role. I will do my very best and look forward to actively contribute to the continued growth and success of an amazing association. I have benefited immensely through my participation in FISA since 2001 where I have engaged with a great group of people, many of whom have helped me grow as an

individual and in business.”

“By providing a relaxed atmosphere for networking, collaboration and educational opportunities, FISA brings out the best in everyone, which ultimately benefits the entire Food & Beverage manufacturing industry.”

Ola says, “I grew up at the family dairy farm in Sweden, and after getting an education in automation and controls and working a few years in Sweden, I had the opportunity to live and work in Singapore and S.E.A region for about five years before moving to USA in 1996. When not out travelling for work or fun, you’ll find me and my wife, Faith, at our house south of Indianapolis where we enjoy a large garden and occasionally fly our ultralights from the backyard.”



APPLY FOR A UID SCHOLARSHIP

The University of Innovative Distribution (UID) is an annual, intensive four-day educational program focused on the unique needs of the wholesale distribution industry. FISA will once again offer two scholarships to the March 21-24, 2022 program in Indianapolis, IN. The scholarships cover the \$1095 tuition cost. Students select their own half or full-day courses each day with classes focused on distribution management, territory sales, marketing, negotiation skills, inventory management, sales management, human resources, leadership, information technologies and many more.

Any FISA employee of a member company is eligible to apply for the scholarship as long as he/she has been employed in the industry for two years. Applicants provide a letter of recommendation from a company principal or manager and write a short essay about their reasons for wanting to attend.

To download an application, go to www.fisanet.org and click on Member Benefits. In the drop down menu, click on Targeted Education. Deadline for submission is November 1 and the winners will be announced December 1. If you have questions, call the FISA office at 336-274-6311.

2021 FISA ANNUAL CONFERENCE — SCOTTSDALE, AZ



(L-R) Brock Beach, Kevin & Danielle Trauth, Rodem, Inc. and Perry Henderson, Anderson Dahlen, Inc.



Travis Perkins, Statco/DSI & Emily Kloos, OCS Process Systems



(L-R) Andy Kurstin, Wayland Industries, Jim Brink, SPX Flow, Jeff Lindsey, QSM, Inc. and Kevin Kurstin, Wayland Industries.



Holly & Todd Phillips, Tetra Pak, Inc.



(L-R) Ian Heller & Calvin Guyer, QualiTru Sampling Systems



Dirk Beveridge & Mark Cook, CSI



(L-R) James Murphy, Standard Pump, Inc., Dave & Tracey Pollock, Feldmeier, Inc. & Joe Gamradt, Anderson-Negele



Chelsey & Jeff Turnbull, Kaestner LLC with Sophie

continued on page 8...

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 December 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

QualiTru Sampling Systems

QualiTru Sampling Systems is excited to welcome two new team members. **Dan Funke**, new Senior Account Executive, has an extensive dairy industry background and degrees in Agricultural Business and Business Administration. He has worked at Grande Cheese and Zoetis (formerly Pfizer Animal Health) as a Quality Milk Specialist, and most recently as a Senior Territory Business Manager. Dan's love of analytics to solve complex problems and provide customer-focused insight make him a



Dan Funke



Mara Herschbach

great asset to the mission of their company. They are also very pleased to welcome **Mara Herschbach** to QualiTru as their new Marketing Manager. She comes to them with more than two decades in marketing communications and has overseen comprehensive marketing campaigns on a global scale. Since joining the team, Mara has managed several major projects, loves working with our customers and partners, and is constantly learning more about the science of aseptic and representative sampling.

Aquionics



Gary Jeral

Aquionics is excited to welcome **Gary Jeral** as the newest member of their sales team. Gary will assume the role of Regional Sales Manager for the United States western territory and will be responsible for providing efficient and reliable water and wastewater treatment solutions to the region's municipal market. Gary brings over 40 years of sales experience in a variety of markets. He joins Aquionics from Red Valve Co. where he held the position of Regional Sales Manager, providing expertise in potable water tank systems as well as aeration and mixing systems to customers in municipal and industrial markets in the eastern region of the US. Prior to that, Gary was the Municipal and Industrial Sales Manager for BlueInGreen, which provides Gas Dissolution Technologies for water and wastewater applications in municipal and industrial markets. Aquionics, part of the UV Group (Hanovia, Berson, and Aquionics) and Halma group, has over 60 years of combined UV sales experience and thousands of municipal, industrial and aquatic installations in North America. The company has more than 50,000 UV installations globally, making it one of the

world's leading UV technology suppliers. To learn how the latest UV disinfection technology can improve water and wastewater treatment within your operation, visit www.weuvcare.com.

M.G. Newell Corporation



Jeremy Broyles

M.G. Newell is pleased to announce **Jeremy Broyles** has joined the company as an Outside Sales Representative for the greater Memphis, greater Little Rock, and Jonesboro, AR area. In this position, Jeremy will report to Robbie Roof, General Manager of the Nashville Division. Jeremy has more than 20 years of outside sales experience. He joins M.G. Newell from Hi Speed Industrial Service where he was an Outside Sales Representative. Prior to that, he worked at Hy Capacity Inc. for three years as an Outside Sales Representative. Jeremy is a graduate of the University of Arkansas at Little Rock with a B.S. in Business Management.

Wayland Industries



Andrea Najdowski

Wayland Industries is pleased to announce that **Andrea Najdowski** has joined the company as their newest National Account Manager and will be based out of the Wisconsin branch. Andrea brings 30 years of experience in the sanitary & pharmaceutical markets with a dedicated, customer-centric philosophy and was most recently with United Industries. Andrea has a BA focused on Public Relations and Marketing from the University of Wisconsin Whitewater. Wayland Industries is also excited to announce its recent expansion in the Midwest region into its new 23K sq. ft distribution center located in Cudahy, Wisconsin. According to Director of National Sales and Distribution, **Todd Wilson**, the expansion was fueled by dramatic growth over the past two years, and further product line additions. "This facility will allow us to stock a full line of sanitary tubing, increase our current fitting and valve inventory, implement in-house valve automation, and continue to grow into new products in the near future."

Rodem, Inc.

Rodem recently acquired Columbus, Ohio-based Masterleo, a 40-year-old company that provides instrumentation services and sales to food and beverage processors, with a primary focus on dairies, throughout the U.S., Canada, and Mexico. Rodem believes this acquisition will bring extensive benefits to its customer base

by increasing access to additional technical resources, expanded instrumentation product lines, and solution-centric industry professionals. “As industry demographics continue to evolve, technical resources and in-plant maintenance departments are becoming scarce. We believe Masterleo’s services and offerings are an ideal complement for Rodem. It shows our commitment to support the operational needs of sanitary processors nationwide,” said **Kevin Trauth**, Rodem’s VP of Engineering. “Masterleo will continue to offer pasteurization services and calibrations for dairy customers, but also serve as the infrastructure for Rodem to build expanded service offerings, including pump and valve repair and maintenance, CIP service, and much more.”

Both Rodem and Masterleo are similarly committed to providing producers with solutions for minimizing waste and boosting efficiency. The Masterleo SmartSwitch system, which uses turbidity sensors for precise detection to help dairies save money, reduce product shrinkage and reduce BOD charges, is similar to solutions put together by Rodem for other dairy processors. 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. Masterleo sells instrumentation and parts from ABB, Anderson-Negele, Foxboro, Optek, Pyromation and Chartpool. Their service offerings include pasteurization system preventative maintenance, repair and startups, calibrations, inventory management, and onsite training support.

Rodem was founded in 1971 by Bob Diener and 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. Still owned by the Diener family, Rodem is headquartered in Cincinnati, with six additional locations across the Midwest and Southeast. To learn more, please visit www.rodem.com or call 800-543-7312.

The Verder Group

The Verder Group, a Dutch family-owned business specializing in the manufacture

and distribution of pumps and laboratory equipment, has announced its acquisition of the Jabsco rotary lobe pump product line from Xylem. All other Jabsco product lines and technologies outside of rotary lobe pumps are being retained by Xylem. The acquisition strengthens the Verder Group’s portfolio of offerings in the food & beverage and pharmaceutical markets. During a transition period, the products will be marketed under the “Jabsco by Packo” brand – Packo being the lead hygienic brand of the Verder Liquids pumps division with a portfolio including 3A centrifugal, twin-screw and lobe pumps. Other Verder brands include Verderair 3A air diaphragm pumps and the Verderflex brand of hygienic peristaltic pumps. **Andries Verder**, CEO of the Verder Group, commented that the Jabsco brand has a “highly loyal customer base and adding the lobe pump product line will fortify our position as a hygienic pump specialist.”

Richards Industrials

In May of 2021 Richards Industrials, a manufacturer of regulators, valves, and other flow control products, announced the acquisition of Equilibar, LLC. Equilibar joins the Richards family of distinct brands of fluid control products including Steriflow Food & Beverage. Founded in 2007 and headquartered in Fletcher, North Carolina, Equilibar offers a wide range of back pressure, vacuum, and electronic regulators, as well as specialty valves and other fluid control products. Equilibar’s unique, patented, dome-loaded multiple orifice technology provides best-in-class fluid control for some of the most challenging applications in the world. Equilibar works collaboratively and creatively with scientists and engineers around the world on innovative solutions to complex problems. In addition to food and beverage applications, Equilibar products are used in a broad range of industries, including catalysis, fuel cells, aerospace, biopharma, and green energy.

Anderson Dahlen Inc.



Kris Rarden

Anderson Dahlen Inc., a Gray company, is proud to announce two new team members, **Kris Rarden** and **Michael Lehnert**. Both will be focusing on sales of distributed components

and equipment for Food & Beverage applications as well as customer relationships and supporting opportunities that involve other companies within the Gray family. Kris Rarden brings more than 20 years of fluid handling experience involving products from multiple manufactures, having served in both management and business development roles. Most recently, Kris was with Graco, Inc. in a business development management role with a primary focus on Graco’s Saniforce products for hygienic markets. Kris has a Bachelor of Business Studies in Organizational Leadership from Southern New Hampshire University, as well as an MBA from University of Phoenix University. Kris is based out of Minneapolis, MN.



Michael Lehnert

Michael Lehnert has more than 15 years of experience promoting and selling services, devices, and capital equipment to the manufacturing and healthcare industries.

Most recently, Michael was with Russell Finex Inc., in the role of regional sales manager supplying sieving and filtration systems to a wide array of markets including the food and beverage and pharmaceutical industries. Michael has a B.A. in Business Administration from National Louis University. Michael is based out of Chicago, IL. Headquartered in Ramsey, MN, Anderson Dahlen is an ISO-9001:2005 certified company specializing in custom stainless-steel fabrication and equipment manufacturing for the Food & Beverage, Pharmaceutical, and Industrial markets as well as Vacuum-Science applications. Anderson Dahlen is Minnesota Sharp Safety OSHA Certified and is an active member of the American Welding Society and the Society of Manufacturing Engineers. Gray, Inc. is the holding company for Gray Construction, is comprised of numerous operating companies: Gray Construction; Gray Development; Gray Ohio Valley; Gray West; Gray Solutions; InLine Engineers; Spec Engineering; Spencer Bristol Engineering, and Willett Engineering. Although separate operating companies, all fall under the Gray brand, consistently working together with various customers across the U.S. and internationally to provide a total turnkey services platform offering for Food & Beverage and other industries.



Always up for new adventures, FISA members explored the Arizona desert in Hummers.

HIGHLIGHTS OF 2021 FISA ANNUAL CONFERENCE

When we initially heard that a broken irrigation system at the Gainey Ranch Golf Club would mean only playing nine holes for the Annual FISA Golf Tournament, many members were disappointed. Often times; however, things just work out for the best and in this case, that was certainly true as **Jim Brink**, Golf Chairman commented after the tournament. As the 60 players navigated the Arizona heat, nearly everyone commented, “It’s great we can stop after nine holes.” The addition of a putting contest at the end of the golf tournament gave additional time for refreshments and networking. The competition was fierce but in the end, **Jim Rowley** of Steel & O’Brien was the winner by a few inches.

Winning Foursome

Tim Papierski, **Lynn Papierski**, BEECO, **Rusty Chadwell**, Flowtrend, Inc. & **Mike Hutson**, Anderson Dahlen

Second Place Foursome

(decided by a “putt-off”): **Joe Reynolds**, CSI, **John Giordano**, **L. J. Star, Inc.**, **Pam Curtis** & **Lonnie Gates**, Steriflow Food & Beverage

Closest to the Pin

Women: **Lynn Papierski**, BEECO
Men: **Tom Korte**, Rodem, Inc.

Longest Drive

Women: **Danielle Trauth**, Rodem, Inc
Men: **Dan Eldon**, Oliver M. Dean, Inc.

Putting Contest

Jim Rowley, Steel & O’Brien Mfg., Inc.

2021 Sporting Clays

Once again **Bruce Michael**, organized a fun time for 30 avid sporting clay participants. **Perry Henderson** of Anderson Dahlen won Top Shot Award and to everyone’s surprise, said he’d not been shooting in a couple of years. He added, “When you grow up in the South going dove hunting all the time, you can surely hit a clay pigeon.” First-timer, **Elbert Bautista** of Burkert Fluid Controls, took home the Hot Shot Award.



Newly elected president, Eric Perkins, presented retiring president, Jason Ryan, with a plaque in thanks for his outstanding service to FISA.

MARK YOUR CALENDAR

OCTOBER 19, 2021

3:00 Webinar ITR

NOVEMBER 1

UID Application Deadline

DECEMBER 1

UID Winners Announced

MARCH 21-24, 2022

UID – Indianapolis, IN

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.

In Memoriam

FISA extends our deepest sympathy to Bryan Downer, whose father, **Wayne Orville Downer**, passed away on September 23, 2021 and to **Stephen Miller** whose father, **Peter L. Miller**, passed away June 15, 2021 at the age of 97. Peter Miller was employed by Chester-Jensen from 1941 to 1992, serving as President for the last 20 years. He enjoyed golfing, a vacation home in Vermont and time in Kauai, Hawaii.