

FISA Awards UID Scholarships

The two FISA members chosen to receive scholarships for the 2014 session of UID are Shawn Wright of Wright Process Systems in Lodi, CA and Dr. Mathew J. Bartkowlak, Ph.D. of Nelson-Jameson Inc. in Marshfield, WI. Brad Myers of Arrow Process Systems, is Vice-President of FISA, and was Chairman of the Selection Committee. Brad said, "We had outstanding applicants again this year and had a difficult time making a selection. The candidates were all very different in their experience levels and in their aspirations. On behalf of the Selection Committee, I want to urge those not chosen this year to reapply next year."

Shawn Wright is third generation in a family distributorship. He says, "I went to work in our Lodi facility in 2005 as a helping hand, delivering materials, polishing pipe and miscellaneous odd work on job sites, then moving up to a welder/pipefitter and later a project foreman. In 2012, I was offered an opportunity to help further develop our business in the central valley in the Tulare facility, as an account manager responsible for sales and project management. Since I don't have formal training in the sales field, I've had to work hard to gain product knowledge and earn the customer's respect as well as their business."

Shawn continued by saying, "Being third generation in the industry and having a two year old son, I look forward to having something one day for him to work towards as I did. It is nice hearing the stories of my grandfather and father and people knowing you have bloodlines in the industry. I also hope one day people will have similar



*Shawn Wright,
Wright Process
Systems*



*Dr. Mathew
Bartkowlak, Ph.D.,
Nelson-Jameson Inc.*

stories to tell about me to my family."

Mat Bartkowlak, Ph.D. has been an associate professor of English in the University of Wisconsin system and for the past six years has worked part-time with Nelson-Jameson as a researcher and writer. He recently accepted a full time position with the company as a management trainee. Mat says, "I have left the safety of tenure behind for a chance to engage fully in an industry that has steadily captured my fascination and respect. My hunger for knowledge and understanding of the industry is insatiable at this point."

Mat added, "I want to not only contribute to the business but also to contribute innovations that will assist in getting customers the items they need efficiently, in order for them to create a safe, quality product. I realize that distributors in the food industry play an important role in providing sustenance and safety to consumers here in the United States and around the world. I look forward to the continued journey as both a great challenge and a great opportunity to make a difference."

***UID Limited Enrollment.
Register Today!***

**MARCH 9-12, 2014
JW MARRIOTT
INDIANAPOLIS, IN**

The University of Industrial Distribution is a concentrated educational program focused on the unique needs of the industrial wholesale distribution industry.

2014 marks the 21st year that UID has been serving the distribution industry. Known worldwide for excellence in education, UID is sponsored by FISA and 33 other leading industrial distribution professional associations, in cooperation with the Industrial Distribution Program of Purdue University. Working together, these groups take great pride in providing a superior learning experience.

Purdue Certificate in Industrial Distribution

At the conclusion of the program, all attendees will receive, via mail, an official Letter of Completion issued by Purdue University awarding 30 hours (3 CEUs – Continuing Education Units) for satisfactory completion of this four-day UID program. These CEUs may be applied toward your Professional Certificate in Industrial Distribution. As an industrial distribution professional, the Purdue University Certificate recognizes your achievements and commitment to continuing education. The certificate is awarded upon completion of 90 hours (9 CEUs) of approved course work. A minimum of 30 hours must be earned through UID course participation.

Contact Dr. Kathy Newton, Department Chair, Industrial Distribution Program, at kanewton@purdue.edu for more information.



Distributors Serving Sanitary Processing

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

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From the President



Dear FISA Members,
Glad Tidings from frosty Wisconsin! As I write, we are in the midst of our third snow fall of the season and it's not yet December 1st.

The highlight of the 2013 FPSA Process Expo in Chicago this November was the Cocktail bash hosted by FISA at the Chicago Yacht Club. Many thanks to the gracious companies that sponsored the event, helping us provide great food and beverage while keeping expenses under budget. This pairing of distributors and manufacturers again provided a successful event with over 275 attendees.

Speaking of Process Expo, several of you have asked if the change in dates for the 2015 Process Expo to September 15-18, 2015 is in conflict with when FISA traditionally meets. The answer is yes. Fortunately, we had not finalized our 2015 hotel contract so we are in the process of securing an October date for the 2015 FISA conference. This date will not conflict with either Process Expo or Pack Expo. We will keep you informed once plans are finalized.

Meanwhile, let's focus on 2014 and make sure you have marked your calendar for September 13-16, 2014 for Newport, Rhode Island. As Stella mentioned in Savannah, this date is during the Newport Boat Show. For this busy weekend, we are fortunate to have a block of rooms reserved at The Viking, a premier hotel in a great location. Registration information

will be sent in a few months so watch for that and register early.

Selection for this year's University of Industrial Distribution (UID) scholarship winners was recently completed. Congratulations to Shawn Wright of Wright Process Systems and Dr. Mathew Bartkowiak of Nelson-Jameson, Inc. All of our candidates this year were highly qualified, and the decision was difficult. For those applicants not chosen, please apply for next year's scholarships. Members can still sign up for the UID program. FISA member companies can participate for \$995.00 plus travel expenses. Dates are March 9-12, 2014.

In January, we will send you a brief online member survey. Be thinking about what educational opportunities you want FISA to provide your company. Collectively, we can provide speakers, white papers, webinars, etc. that individually we don't have the resources to do for our companies. Choosing relevant topics is critical as we continue to add value to your FISA membership. Do other opportunities exist that we may have missed? The January survey is the time to let us know. The FISA Board of Directors will have a Planning Meeting in February and review all your suggestions.

I wish all of you and your families a wonderful Holiday Season and a prosperous 2014.

Sincerely,

Bob



Please join us for the
2014 FISA Annual Conference
September 13-16, 2014
Newport, Rhode Island



Hotel Viking
www.hotelviking.com

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 March 1, 2014. 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@fisaset.org

Winter Technologies LLC

On January 1, 2013 Winter Technologies LLC, purchased the remaining company stock of Elkhorn Electropolish LLC. They now own 100% of Elkhorn Electropolish. In July of 2013, they moved into a new state-of-the-art facility upgrading all existing machines and installing new machines. Tom Winter, President, says, "Elkhorn can pickle, passivate and electropolish. They can electropolish up to 32 feet straight lengths of tubing or pipe on the ID and OD, pickle or electropolish equipment up to 50 feet x 8 feet in size. They also process pump parts, valve parts, fittings etc. and electropolish special alloys such as 6-Moly, Hastelloy and other higher alloys." tw@elkhorelectropolish.com

Dixon Sanitary

Dixon Sanitary, located in Pewaukee, WI, is pleased to introduce, **Chris Johnson**, Sales Engineer. Chris graduated from University of Wisconsin-Milwaukee with a Mechanical Engineering Degree in 2012. He will be working with their sanitary sales staff, training distributors and end users and promoting the benefits of their engineered products. Dixon is a manufacturer and supplier of hose fittings and accessories for fire protection, food, dairy processing, beverage and brewery, mobile tankers, mining, construction, chemical processing, petroleum, oilfields, refining, agriculture and manufacturing.

W.M. Sprinkman Corporation

W.M. Sprinkman Corporation is proud to announce three new additions to their growing team. **Nicole Fick** is the new Regional Sales Manager for Illinois and Wisconsin. Nicole most recently worked at Burkert and holds a Mechanical Engineering degree from Michigan State University and Masters of Energy Engineering from the University of Chicago-Illinois. Also joining W.M. Sprinkman is **Greg Gardetto** who will lead their new Marketing department. Greg's marketing, sales and operations background includes having worked in his family business, which developed the Gardetto snack-mix brand, working at both regional and national marketing agencies and being a small business owner. He will assist W.M. Sprinkman in expanding their product and service offerings across the sanitary processing industries. Last, but not least, they welcome Dave Lau to their Engineering/CAD design group.

Wright Process Systems

Wright Process Systems recently hired **John Matthews**. John joins them in the position of CAD Administrator / Mechanical Designer, and will focus on launching their new AutoCAD Plant Design Suite software. This new software capability will streamline their design / build ef-

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EXPO NETWORKING RECEPTION



(L-R) Tom Berher, Anderson Instrument Company, Linda & Bob Nielsen, MDE Corporation.

On October 4th during Process Expo, FISA hosted a Networking Reception at the Chicago Yacht Club. Thanks to the support of eleven sponsors, the Reception was a great opportunity for members to network and for employees, who do not normally attend the FISA Conference, to have a chance to interact. Approximately 275 people attended from 21 FISA distribution companies, 38 FISA manufacturing companies and several guests.



(L-R) Jacob Wolfe, Melissa Fryer and Neil Swift, all of GEA PHE Systems.

THANKS TO PROCESS EXPO NETWORKING RECEPTION SPONSORS

DSO Fluid Handling Co., Inc.	PSG-Mouvex, Quattroflow, Wilden
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News & Views, *continued from page 3*

forts and allow them to bring faster, more accurate, and more detailed designs to their customers. John is a recent graduate of the University of the Pacific with a BS and MS in Mechanical Engineering.

Tel-Tru Manufacturing Co.

Tel-Tru Manufacturing Co. announces the retirement of two key members of the Sales/Customer Service team. **Tricia Owen**, International Sales Representative, will be retiring at the end of 2013. During her twenty-four years working at Tel-Tru, she held many important roles, including Administrative Assistant to the President. **Mary Lou Casanzio**, Inside Sales Supervisor, will also be retiring at the end of March 2014. She came to Tel-Tru sixteen years ago with a strong customer service background and has been a major contributor. The Tel-Tru staff thanks these two talented individuals for the wealth of knowledge they have offered, and wishes them well in their future endeavors. The company anticipates new hires in the coming months in both the Sales and Customer Service areas.

Reception, *continued from page 3*



(L-R) Ola & Faith Wesstrom, Endress+Hauser, John Campbell, Separators Inc., Joe & Angela Allman, Flowtrend Inc.



(L-R) Dan Priore and Dave VanOcker, Twinco Inc. and Barbara Grayes, United Industries Inc.



Distributor News

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