

Register Today for the 2013 FISA Annual Conference

Learn how to Lead for Results. Attend the upcoming FISA Annual Conference in Savannah, GA and you will hear from four nationally known experts, each an authority in his field. Come prepared to ask questions and interact with the speakers.

A particularly timely presentation by Allen Saylor, the Managing Partner for the Center for Food Safety and Regulatory Solutions (CFSRS) will update us on How the Food Safety Modernization Act Affects You. In addition to having Allen with us, Tim Rugh, the Executive Director of 3-A Sanitary Standards will be attending the Conference and be available as a resource to answer your individual questions. Tim says, "The FSMA provision of immediate interest to 3-A SSI is the draft rule on Preventative Controls that was issued in January. Specifically, the rule contains provisions governing the design, construction and use of equipment and utensils. 3-A SSI has long advocated the use of 3-A Sanitary Standards for food processors to help document and validate conformance to these regulatory requirements. Comments

on the proposed rule are due September 16 and we expect to submit comments on behalf of 3-A SSI concerning the benefits and advantages of effective standards for hygienic equipment design. In turn, we believe the suppliers of such equipment designed to meet the criteria of 3-A Sanitary Standards can and should promote this as 'added value' to their customers, who will be required to maintain proper records on many aspects of equipment design." Being up to date on the FSMA will give both manufacturers and distributors an advantage in serving customers.

By attending the conference, you will learn tangible information that will immediately benefit your company, and enjoy the benefits of personally meeting industry leaders. Attending the conference is a cost-effective way for distributors and manufacturers to meet. More than 70 different firms typically attend and it is a rare opportunity to meet face-to-face with industry leaders in a relaxed setting. FISA is where people meet, partnerships are renewed, and new relationships are created.



WONDERING IF YOU SHOULD ATTEND THE CONFERENCE?

- If you attend, you will get:**
- Practical content you can use
 - Ideas for immediate impact
 - Face to face meetings with distributors and manufacturers
 - Speakers accessible for one-on-one talks
 - Friendly, welcoming networking event

Lead for Results

September 14-17, 2013
Savannah, GA

Westin Savannah Harbor
Golf Resort & Spa

It's As Easy As 1, 2, 3

- 1 Reserve your room at the Savannah Harbor Golf Resort & Spa today.** Rooms are limited and the room block will be dropped August 12th. September is a busy time for tourists in Savannah so it's important to book your room now. Call 800-228-3000 and ask for the FISA block of rooms. You will also find a link to the hotel at www.fisanet.org under the Meetings tab.
- 2 Send your Conference registration form and payment to FISA.** You may email the form to stella@fisanet.org or fax it to FISA at 336-691-1839.
- 3 Become a member of the FISA YES team** and be a sponsor of the 2013 Annual Conference. Help FISA keep the registration costs down through your sponsorships. Support FISA and have your company recognized with the more than 40 different companies who are regular sponsors.



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.

2012 – 2013 FISA Board of Directors

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FISA Address:
1207 Sunset Drive
Greensboro, NC 27408
Phone 336-274-6311
Fax 336-691-1839
www.fisanet.org

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

From the President



Dear FISA Members,
Your Board of Directors and Executive Director, Stella Jones, have been busy the past few months on important FISA business that will accrue significant benefits to our mem-

bers. Details of the fall conference have been finalized, the website updated, a Linked-In group created, conference sponsors enlisted and potential members contacted.

Our fall Conference theme "Lead for Results" brings foundational unity to a program we will enjoy in Savannah. A team of nationally recognized speakers will give us insight regarding how to improve results in business and our personal lives. Steve McClatchy will present leadership advice, and offer help with the never ending struggle of balancing work and personal life. Allen Saylor will enlighten all of us on how the Food Safety Modernization Act will impact our client's businesses. Al Bates, a returning speaker, will offer poignant insight educating us on maximizing profits. His presentation applies to manufacturing firms as well as distributors. Dr. Joe Ellers will give us concrete actions we can use to improve the effectiveness of our sales teams.

The activities and tours that are planned offer many opportunities for networking and fun. Savannah is a historic city and the Westin Savannah Harbour is perfectly situated so that you have a resort atmosphere and yet are close

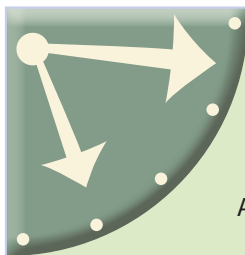
to the historic waterfront. You won't have to worry about finding a parking place because the free shuttle boat runs every 30 minutes. As you can see, Kevin O'Donnell, the Conference Committee and Stella Jones have put together a great program! The sponsorship team, headed by Jim Banks, has already received great support from the membership. If you have not agreed to be a sponsor, please consider it. Do remember to reserve your room and submit your registration form

Speaking of the website, Jason Ryan, Stella Jones and the Technology Committee have also done a nice job updating the FISA website. We added a content management system which will allow the Executive Director to make changes instead of having to use a third party. This makes it much easier to ensure all information is current. The Membership Directory has new search features and your company websites are now linked to FISA. The technology team also has created a Linked-In group. Please connect and participate with the group.

Thanks to those of you who suggested names of potential members via the last Survey Monkey, as your efforts help grow the FISA membership. Joe Allman and the Membership Committee are contacting others on the list and plan to increase the membership.

Once again, thanks to all for the effort. We look forward to seeing you, in Savannah!

Thanks,



Time to Renew Your FISA Membership

July 1, 2013 is the deadline for renewing your FISA membership which will be effective until June 30, 2014.

Annual dues are \$735.00. For your convenience, you may pay by credit card online at www.fisanet.org by clicking on the "Renew Membership" button on 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. As a reminder, it is a Board policy that in order to attend the Annual Conference, dues must be current.

FISA 2013 Annual Conference

WELCOME



Fellow FISA Members,

I don't know about you, but time really flies these days, at least for me. Maybe it's age. In any event, it will soon be time again for FISA's 2013 Annual Conference. I am not trying to rush the summer, but it will be here before we know it.

This year our Conference will be in beautiful and historic Savannah, Georgia. My wife, Barb, and I are really looking forward to it as we have never been there before. One of the true benefits, to us, from FISA is that our meetings are held in wonderful places that otherwise we might never get a chance to visit. We want to welcome all of you to join us this year – especially those of you on the West Coast who don't get out this way very often.

The full agenda includes activities for members, spouses, and guests. Along with the excellent benefits of networking, FISA's Conference offers exceptional educational programs and fantastic optional activities for all of us to enjoy together. As you can see, this year's Conference is titled "Lead for Results" and will concentrate on leadership, current events that face all of us, and how to build profitability.

Our optional activities this year include a sailing regatta – back by popular demand, the very popular golf outing, rugged sporting clays for the outdoors people, fishing, educational historic tours, and, again, we will be kayaking. For the spouses, we are also offering yoga, a golf clinic, and a special shopping trip. On top of all of this, Savannah is known for its Southern hospitality and its wonderful food. Please join us in friendship and fellowship as we look forward to meeting with all of you again, both our FISA members and guests, in Savannah in September.

Kevin O'Donnell, Top Line Process Equipment Company

ABOUT THE HOTEL

The Westin Savannah Harbor Golf Resort & Spa is Savannah's only AAA four-diamond resort offering world-class amenities. The resort has a PGA quality links-style golf course and boasts the world's largest Heavenly Spa by Westin. Not far from fantastic shopping and nightlife, the resort is removed just enough for tranquility.

Relax by the pool, enjoy some of the best views of the city and watch the ships go by. When you're ready to visit the historic shops and restaurants located across the river from the hotel, take the complimentary ferry for a 90-second ride. Both relaxation and adventure are at your finger tips at the Westin.



ABOUT SAVANNAH

Located on the Savannah River, Savannah, Georgia is rich in heritage and southern charm. The Historic District is the heart of this beautiful city, with cobblestone streets, manicured gardens and oak-shaded parks drizzled with silvery Spanish moss. Savannah contains more than 20 city squares making it the largest National Historic Landmark District in the United States. Along River Street you will find a

2013 FISA Annual Conference Agenda

FRIDAY, SEPTEMBER 13

5:00 – 6:30 pm Board of Directors Meeting

SATURDAY, SEPTEMBER 14

8:00 am Golf Tournament
10:00 – 2:30 pm Historic Highlights Tour
5:00 – 6:00 pm First-Timer's Meeting
6:00 – 7:30 pm Cocktail Reception / Dinner on your own

SUNDAY, SEPTEMBER 15

7:15 – 7:45 am Breakfast & Program
7:30 – 8:30 am Yoga
8:30 – 9:45 am Spouse Breakfast
8:00 – 9:30 am *The Business of You!* – Steve McClatchy
9:45 – 10:30 am *FSMA Update* – Allen Sayler
11:00 – 12:00 Ladies Golf Clinic
10:30 – 12:00 *Lead Your Team* – Steve McClatchy
12:30 – 4:00 pm Inshore Fishing
12:30 – 4:30 pm Sea Kayaking
1:30 – 4:30 pm Private Home Walking Tour
6:00 – 7:30 pm Cocktail Reception / Dinner on your own

MONDAY, SEPTEMBER 16

7:15 – 8:00 am Breakfast & Program
7:30 – 8:30 am Yoga
8:15 – 9:45 am *Triple Your Profit* – Dr. Al Bates
9:30 – 2:00 pm Shopping Tour & Lunch at Mrs. Wilkes
10:00 – 12:00 *Creating A Killer Sales Team* – Dr. Joe Ellers
12:30 – 4:30 pm Sporting Clays
12:30 – 5:00 pm Sailing Regatta
6:30 pm Cocktails & Low Country Cook-Out

TUESDAY, SEPTEMBER 17

7:30 – 8:30 Breakfast & FISA Annual Meeting / Everyone Invited
8:45 – 9:30 am Board of Directors Meeting

unique shopping experience with more than 50 shops to browse and specialty restaurants offering a wide selection of cuisine. Savannah was established in 1733 and was the colonial capital of the Province of Georgia and later the first state capital of Georgia. Today, in addition to its historic charm, it is an important Atlantic seaport and Georgia's fourth-largest city.



REGISTRATION INCLUDES

- All Meeting Materials
- Three Breakfasts & Receptions
- Monday Evening Dinner
- One Spouse Breakfast

THINGS TO KNOW

Dress in comfortable resort attire.
Collared shirts for the men and slacks or skirts for the ladies would be appropriate.
Temperatures in September average 82 degrees in the day and 66 degrees in the evenings. It's always wise to bring a sweater or light jacket.

Help Your People (and Yourself) to Success

The Word for the Day is Consistency

By Dr. Joe Ellers



About the Author:

Joe Ellers is a consultant, speaker and trainer on Sales, Sales Management, Marketing and Business Strategy. Joe is the author of numerous published works including: Implementing Process Excellence, The Sales Manager's Handbook, The Sales Professionals 6-Step Guide to Mastery, Sales Management Excellence and more. In addition, he has hundreds of hours of audio lectures and training programs available for clients.

Sales success is a function of repeatable processes. Your goal is to help your salespeople (and yourself) by putting together a regular set of activities that drive the behaviors that you want.

Improved performance generally comes from the following:

- Clearly outlining results expectations
- Clearly outlining activity expectations
- Managing the activities that produce the right results
- Measuring the activities and the results
- Providing feedback on the efforts

And all of these things require that you do something regularly. If you do these things—but on an infrequent or irregular basis—you will get about the same results as if you and your partner use birth control irregularly.

Clear Results Expectations

What do you really want? A lot of sales managers and salespeople would answer this question with higher sales. But that's not enough of an answer. Do you want higher sales to existing or new customers? In what proportions? Do you want higher sales of specific products or services? Is it ok if margins or prices decline? (Probably not). What are the goals for your team? What are your goals?

Clear Activity Expectations

What are the specific things that you want people to do? I am amazed that the vast majority of salespeople have no idea how many sales calls they are supposed to make in a week. Many have never been told when a sales day is expected to begin—when it is supposed to end—and when paperwork is supposed to be done. Have you communicated the activities that you want? If you are a salesperson, have you established a criteria for whether your day is good or not?

Managed Activities

You manage activities and measure results. What are you doing to ensure that the activities outlined above are occurring? Do you have activities scheduled that force you to review whether the salespeople (you) are doing what you said you would do?

Measured Activities and Results

On a consistent basis, you need to measure both the activities and the results that you want to accomplish. What kinds of reports do you get? Do they tell you what you need to know?

Finally, you need to focus on feedback. Most salespeople do not get the feedback they need. They either get the mushroom treatment or get yelled at. This is not a good management behavior. You need to have a regular system for providing feedback on activities and results and you need to use these regular occurrences to reinforce what you want.

If you do these things, you will not only get more of what you want but you will help your sales team get more of what you want...if what you want is improved sales.

ONE-ON-ONE WITH ELLERS

As a value-add service for Conference attendees, Joe Ellers will stay after his presentation on Monday, September 16th and beginning at 1:00 PM, he will schedule individual 20-minute appointments with members who want to ask him specific questions about their businesses. These appointments are offered at no charge. Joe has done a lot of work in the areas of strategy, sales management, sales and compensation. Get your toughest questions together and sign up for one of the limited sessions. Contact Stella in the FISA office at 336-274-6311 or stella@fisanet.org to schedule your appointment.

3-A Sanitary Standards Honors Volunteers

3-A Sanitary Standards, Inc. (3-A SSI) announced the recipients of its 2013 Volunteer Service Awards and the release of the latest annual progress report, *Moving Ahead in Our Mission*, at the 3-A SSI Annual Meeting in Milwaukee, WI.

The 3-A SSI Volunteer Service Awards recognize the extraordinary dedication and commitment of individuals who contribute to the development of voluntary standards and the mission of 3-A SSI. Nominations for the awards are made by fellow volunteers from the three stakeholder groups in 3-A SSI – regulatory sanitarians, fabricators, and processors – and others.

Winners of the 3-A SSI Volunteer Service Awards for 2013 announced at the meeting included individuals from two FISA member companies. FISA congratulates:

Gabe Miller (Sani-Matic, Inc.) received the Leadership Service Award for outstanding service to 3-A SSI voluntary standards development and significant contributions to the mission of 3-A SSI.

Bryan Downer (Central States Industrial) received the Next Generation Award for outstanding accomplishments by an individual who has been engaged in 3-A SSI activities for less than five years.

Welcome New Members

The following members joined recently. Please welcome:

GEA PHE Systems

Contact: Melissa Fryer
100 GEA Drive
York, PA 17406
Phone (717)268-6200
Fax (717)268-6162
melissa.fryer@gea.com
www.gea-phe.com

Synesis International, Inc.

Contact: Kathleen Payne
30 Creekview Ct.
Greenville, SC 29615
Phone (864)679-1442
Fax (864)288-7650
kpayne@synesisintl.com
wp.synesisintl.com

University of Industrial Distribution

The University of Industrial Distribution (UID) program was held March 10-14, 2013 in Indianapolis, IN. This year, FISA had a record number of 13 participants attending the UID program. The two winners of the FISA scholarships who attended this year were LeighAnn Diener from Rodem, Inc. and Tracey Putnam of Alfa Laval, Inc. Their comments are below.



LeighAnn Diener

"I thought UID was great overall and have spread the word throughout Rodem recommending consideration for following

years. Although it wasn't just people from our industry it proved that ALL distributors, for the most part face the same challenges and gave some great

solutions. The best part for me was that the solutions weren't just "in theory." Most of the sessions I attended provided tools to take home and implement immediately. The session I liked best was by far "Stop Marketing Like It's 1999!" taught by Bob DeStefano. It gave me a fresh outlook on the marketing challenges of a distributor in the rapidly evolving marketplace and how

to make technology work for us. Also, the session provided great tools and resources. Thanks to FISA for letting me be a part of it... absolutely worthwhile!

Tracey Putnam

"The UID course exceeded my expectations. My hope was to learn how to create and implement a sales plan and I certainly did. I also learned how to choose the correct sales channel for a market and how to motivate them. I now spend my time on forward thinking activities that produce far more result for Alfa Laval. I look forward to attending future UID courses!"

Ship Your Booth with Confidence



You exhibit at tradeshows to showcase your products and services to customers, with the goal of growing your business. You've carefully thought about what to bring and how to display it to attract customers. However, all of this planning means nothing if your shipment to the show is damaged or late.

Thankfully, with a track record of delivering your exhibit shipments right on time and

damage-free, you can trust in YRC. Exhibit customers have discovered they can avoid damages and gain other important advantages by choosing YRC Exhibit Services and our patented Sealed Exhibit® service.

YRC has strong relationships with trade-show decorators, and together we help our customers receive the best move in, move out times. YRC provides on-site experts at most large shows to ensure your shipments are handled correctly and to answer any questions you may have during the show.

With Sealed Exhibit, displays are securely loaded in the front or middle of the trailer and locked away from load shifting and other hazards, eliminating the need for air-ride. We provide verifiable security that cannot be matched by others.

If you'd like more information on YRC Exhibit Services and Sealed Exhibit, visit us online or call 1-800-531-EXPO. For information about the FISA shipping program, call 1-800-647-3061 or email associations@yrcw.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 September 1, 2013. 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

Walker Engineered Products

Dave Nick, Vice President Walker Engineered



John Fearn

Products, announced the retirement of **John Fearn** from Walker, effective June 7. For the past 12 years, John has represented Walker in the eastern portion of the country. He strongly supported the distributor

network and the FISA organization and served on the FISA Board from 2007-2010. Prior to joining Walker, John worked for Alfa Laval, initially in his native England, transferring to Sweden and eventually here to the US. We would like to thank John for his many years of dedicated service to the industry and wish him the best in his retirement.



Jeff Tocio

Pentair Sudmo

Pentair Südmo, a manufacturer of sanitary and aseptic valves, and manifolds, for the food, dairy, brewing, beverage, and pharmaceutical industries is pleased to announce the addition of

Jeff Tocio as the Southern Regional Sales Manager. Tocio has more than 20 years in engineering, product management, business development, and sales management. He will work closely with distributors, end users, A&E firms, OEM's, and integrators in the Southern U.S., focusing on the Südmo valve line and supporting the Haffmans and X- Flow product lines. For more information, visit www.sudmona.com or call 262-725-9026.



Scott Haman

Fristam Pumps USA

Fristam Pumps is pleased to announce **Scott Haman** has joined the company as Design Engineer. In his new position, Scott will be responsible for designing new products and providing

engineering support to all areas of the company. Scott comes to Fristam with eight years of mechanical design and application engineering experience. He has a B.S. in Engineering Mechanics and Astronautics from the University of Wisconsin – Madison. Fristam Pumps

is also pleased to announce

Thomas Gavinski has joined the company as Sales Manager – Americas. In his new position, Thomas will oversee Fristam's North,



Thomas Gavinski

South and Central American Sales Departments as well as the Customer Service Department. Thomas comes to Fristam with 18 years of sales and sales management experience. He holds a Bachelor of Arts Degree in Communications/Marketing from the University of Wisconsin-Whitewater. Fristam Pumps USA, Middleton, WI, is a global manufacturer of sanitary centrifugal and positive displacement pumps, blenders and mixers used by the beverage, dairy, food and pharmaceutical/biotech industries.

Endress+Hauser

Today, more than 90% of products that Endress+Hauser ships to its U.S. customers are built in the U.S. The \$40 million development project includes a 100,000 sq. ft. Coriolis mass flowmeter plant connected to the existing magnetic flowmeter building, and a new 100,000 sq ft level and pressure manufacturing plant. Production at both of the new manufacturing facilities started in May 2013. The new level and pressure instrument plant facilitate improved logistics, as well as increased throughput to accommodate sales growth in radar level transmitters and pressure transmitters. Endress+Hauser opened a new magnetic flowmeter building in 2007. Just six months ago, the company announced the opening of its new 12,000 sq ft manufacturing plant to build temperature sensors, thermowells, transmitters, recorders, flow computers, safety barriers, displays and other instrumentation to meet the increasing demand for Endress+Hauser instrumentation in North America and South America.

Endress+Hauser also builds analytical instrumentation at their facility in Anaheim, California where expansions have recently taken place.

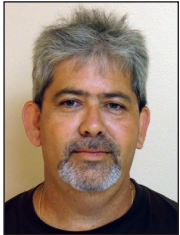


Matt Trautman

Steel & O'Brien

Steel & O'Brien Manufacturing has continued to expand and diversify. **Matt Trautman** was recently promoted

to Warehouse Manager overseeing two locations. Matt is now responsible for the \$11,275,000 of BPE inventory and assets that Steel & O'Brien acquired from Swagelok Biopharm Services Company; as well as the central warehouse inventory of over 25 million dollars in finished goods. Steel &



Tim Oddo

O'Brien also welcomes **Tim Oddo** as their new Fab/Weld Shop Manager. Tim oversees 16 employees and comes to Steel & O'Brien with 22 years of welding/fabrication and management experience from Jensen and Swagelok. Tim also has training as an ISO Quality Auditor. Steel & O'Brien is an ISO certified manufacturer of stainless steel fittings and valves used in the food, beverage, dairy and pharmaceutical/biotech industries.

Newark Wire Cloth Company



E. Marvin Greenstein

Newark Wire Cloth Company, Clifton, NJ is pleased to announce that **E. Marvin Greenstein** of Somerset, NJ has joined the company to serve as Director of Engineering. In this capacity, Greenstein will be responsible for overseeing the engineering of the company's products. Newark Wire Cloth has been manufacturing these products since 1911. They are engineered in many different forms for the pharmaceutical, food, chemical and several other processing

industries. Newark's product lines include; 'SaniClean™' sanitary strainers, test sieves, basket strainers, filter leaves, vessel internals, wedge wire, and specialty wire cloth products. Greenstein has a distinguished career in the filtration industry from his first days as a staff engineer at Multi Metal Cloth Company to his tenure as President of LEEM Filtration Products. He is an expert in engineered filtration products to the chemical processing, water, gas, food, pharmaceutical and power industries. Visit Newark Wire Cloth's website www.newarkwire.com

Tel-Tru Manufacturing Company

Tel-Tru Manufacturing Company, a manufacturer of bimetal and digital thermometers and other temperature and pressure instruments and related accessories, today announced it has become ISO 9001:2008 certified. ISO 9001:2008 is recognized by businesses around the world as the premier quality management standard. It provides a universally accepted suite of quality-oriented business management process objectives and standards that must be made an integral part of a quality-run business in today's global manufacturing and business environments. Comprehensive audits, covering an extensive list of business operations and procedures, were carried out by Eagle Registrations Inc. of Dayton, Ohio. "We strive, every day, to produce the best product performance and quality possible for our valued customers. We are pleased and honored to achieve this important milestone and we won't

stop improving; we remain committed to achieve even greater quality business practice goals in the future," stated **Andy Germanow**, President of Tel-Tru Manufacturing Company. Tel-Tru Manufacturing Company, founded in 1916, manufactures and distributes Bimetal Thermometers, Digital Thermometers, Temperature and Pressure Transmitters, Pressure Gauges and Accessory products that sense and monitor temperature and pressure in sanitary, industrial, OEM, HVAC, and food service processes and equipment worldwide. For more information on Tel-Tru Manufacturing Company and its products, call 800-232-5335 or visit www.teltru.com

VNE Corporation

VNE Corporation, a member of the Neumo Ehrenberg Group, is pleased to announce that EGMO MaxPure® has been approved as an ASME BPE certified manufacturer of ASME BPE compliant Fittings and supplier of BPE Tubes. EGMO Ltd, is the first ASME BPE certified Fitting Manufacturer to receive this certification. All MaxPure fittings will now have the ASME BPE stamp identifying to users that they are certified fittings. VNE has two members on the ASME BPE Standards Committees, **Frank "Chip" Manning** and **Pete Dunbar**. Chip is Vice-Chairman of the DT and member of SF. Pete is member of Certification and DT. The employees of VNE Corporation are happy with this accomplishment and are proud to be one of the Neumo Ehrenberg Group family companies.

Andron Stainless Corporation

Andron Stainless Corporation is proud to announce they are celebrating their 20th anniversary this year. Andron opened its doors in 1993, in a small facility northeast of Columbia, SC. Today, Andron has grown into a company with 34 employees and specializes in custom fabrications. In addition to their full line of fittings, valves, strainers, and accessories, Andron is also proud to announce, starting this past March, they began carrying the Inoxpa line of centrifugal and PD pumps.



Andron Stainless employees

Continued on page 8...

RathGibson

RathGibson, a manufacturer of welded, welded and drawn, and seamless stainless steel, nickel, and specialty alloy tubing, has earned the American Society of Mechanical Engineers (ASME) BioProcessing Equipment (BPE) certification. This certification was awarded in recognition of RathGibson's commitment to excellence in the manufacture of high and ultra high purity tubing. "After the audit was scheduled, the process moved quickly," explained Michael Aston, Manager - Quality Assurance. "The ASME auditor concluded that the processes that we already had in-place met the requirements of the standard." RathGibson received ASME BPE certificate #103 on their ASME BPE SF1 and SF4 product lines on May 21, 2013. Their ASME BPE SF1 tubing is mechanically polished on the ID to 20 μ -in Ra (0.5 μ m) ID Max. and ASME BPE SF4 tubing is electropolished on the ID to 15 μ -in Ra (0.4 μ m) Max. Both product lines are available in 1/2"



John Fortin accepting BPE certificate from Jay Ankers

(12.7 mm) to 6" (152.4 mm) OD in stock 20' (6.1m) lengths. Paul Sedivy, Director High Purity Products said, "Earning this certification is our reward for our dedication to quality. We are proud that pharmaceutical and biotechnology companies turn to us for solutions that add value. Our goal is to continue to exceed the expectations of our customers in order to positively contribute to their bottom lines." RathGibson, a PCC Energy Group Company, is a worldwide manufacturer of precision engineered straight lengths, coil, and U-Bend tubing

for diverse industries such as power generation, renewable, oil and gas, petrochemical, chemical, food and dairy, beverage, pharmaceutical, and general commercial. RathGibson's manufacturing locations include: Janesville, Wisconsin; North Branch, New Jersey; and Clarksville, Arkansas (Greenville Tube). In addition to the sales offices in Janesville and North Branch, RathGibson also has strategically placed sales offices in Shanghai, China, São Paulo, Brazil, and Mumbai, India. For more information about RathGibson and Greenville Tube products, please visit www.RathGibson.com and www.GreenvilleTube.com.

Mark Your Calendar

July 1, 2013

Renew FISA Membership

September 14-17, 2013

FISA Annual Conference
The Westin Savannah Harbor
Golf Resort & Spa



Distributor News

1207 Sunset Drive
Greensboro, NC 27408