

## SUN VALLEY CONFERENCE RECEIVES HIGH MARKS

The recent FISA Annual Conference in Sun Valley, ID was a success with attendees enthusiastic about the Resort, loving the area, and impressed with the speakers. Although Sun Valley was a challenge for travel, attendees felt it was well worth the effort. There were 138 delegates attending and 69% brought spouses /guests for a total of 233 attendees from 79 different companies.

FISA gathers feedback from conference attendees through on-site surveys at the conclusion of each of the educational sessions and from 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. 79 people or approximately 57% of the attendees participated in the electronic survey. Here are a few of the highlights.

- 89% said they reviewed company profiles before the conference
- 79% said they contacted an attendee prior to the conference to schedule a meeting while in Sun Valley.
- 74% said they downloaded the FISA Conference app
- 94% said they met someone during the Conference with whom they were going to follow up for future business.
- 91% said they were planning to attend the 2017 Conference in Nashville, TN.

When asked what they consider the greatest “take home” value they learned at the Conference, attendees continue to mention the importance of relationship building and networking. The quality of the content of the speakers also received high marks. Here’s a sample of comments:

- “Relationship building with an excellent group of professionals.”
- “The good information from the speakers.”
- “People were friendly; liked drawing numbers for breakfast table. Gained a lot of new opportunities.”



(L - R) Mike Marks and Bob Morava

- “Networking and presentations on economy, generations, technology/customer service.”
- “Excellent contacts/networking functions.”
- “The FSMA regulation clarity that Kim provided.”
- “The distribution model is changing in the market place.”

- “The business meetings are very beneficial to me.”
- “Financial future and dealing with millennials.”
- “New and improved relationships. Appreciated the quality info/challenge from Brian, Mike & Joe. Location was...perfect.”

First time attendees Steve Kuhns and Alex Kakad from New Age Industries Inc. wrote: “We want to express our appreciation for the wonderful, and productive, time we spent at the Annual Conference! From the very start we were made to feel at home by all we met in such a warm and inviting setting. As time passed, we got to meet more and more individuals and we feel there are several opportunities that we can explore. “But more than business, we believe it was a great time where we got to meet great people! Thank you again for providing such a great atmosphere for us “First Timers”!

### Thank You: 2016 FISA Annual Conference Sponsors

Ace Sanitary	Girton Manufacturing Co.	Sani-Matic Inc.
Alfa Laval Inc.	Haynes Manufacturing Co.	Sanitube
Ampco Pumps Co.	MDE	Separators Inc.
Anderson - Negele	M.G. Newell Corporation	SPX Flow
APT Inc.	Murzan	Standard Pump Inc
Arrow Process Systems Inc.	National Process Systems	Statco / DSI
Bykowski Equipment Co.	Nelson-Jameson Inc.	Steel & O'Brien Mfg. Co.
Behringer Corporation	Newark Wire Cloth Company	Stuart W. Johnson & Co. Inc.
CFR	Newman Sanitary Gasket Co.	Tel-Tru Manufacturing Co.
CSI	OCS Process Systems	Tetra Pak Inc.
Cummins-Wagner-Florida	Oliver M. Dean, Inc	the david bryant company
Dairy Engineering Co.	Owner Resource Group	Thermaline
DCI Inc.	Pentair	Top Line Process Equipment Co.
Dobbins Company	Perrigo Inc.	Trans-Market
DSO Fluid Handling	ProFood World	Twinco Inc.
Duhig Stainless	QSM	United Industries Inc.
Endress-Hausser	Quality Stainless	Unisource
Enerquip LLC	Quality Tank Solutions	VNE Corporation
FCX Performance	R.D. Smith Company, Inc.	W.M. Sprinkman Corp.
Feldmeier Equipment, Inc.	RathGibson	Wright Process Systems
Flowtrend Inc.	Rodem Inc.	YRC Freight
Fristam Pumps USA	Rubber Fab Technologies	Zwirner Equipment Company

# fisa

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.*

## 2016 – 2017 FISA Board of Directors

### FISA Officers:

#### Rob Clark

*Perrigo, Inc.*  
President

#### Jason Ryan

*FCX Performance*  
Vice President

#### Bob Morava

*Stuart W. Johnson & Company*  
Past President

### Directors:

#### Doug Ardinger

*Cummins-Wagner Company*

#### Bryan Downer

*CSI*

#### Chad Hawkins

*SPX Flow Technology*

#### Pete Herb

*Fristam Pumps USA*

#### Neil Hopkins

*Twinco Inc.*

#### Mike Lovelace

*Steele & O'Brien Manufacturing Company*

#### Andrew Mahoney

*ITT*

#### Albert Marquez

*Duhig Stainless*

#### Yvonne O'Brien

*Tel-Tru Manufacturing Company*

### FISA Address:

1207 Sunset Drive  
Greensboro, NC 27408  
Phone 336-274-6311  
Fax 336-691-1839  
[www.fisanet.org](http://www.fisanet.org)

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

## FROM THE PRESIDENT



Dear FISA Members,

June and I stayed an extra twenty-four hours in Sun Valley after our 2016 fall conference, and had the opportunity to see one more beautiful sunset over the

Ketchum foothills. What a wonderful location Sun Valley was. Universally, members who spoke to me, loved the activities and commented on how great the Golf course and Sporting Clay's sites were- right in line with the resort. On top of that, our speakers- Brian Beaulieu from ITR Economics, Bob Weidner from MSCI, Kim Bukowski from the Cornell Extension, Mike Marks from IRC Group, and retired Colonel Joe DeAntona each offered a unique perspective on market pressures creating innovative opportunities for both distribution and manufacturing. They all indicated that changes are coming to the market place with an influx of a younger work force and quickly changing internet opportunities. Fortunately, our speakers also suggested that our FISA membership in attendance seemed up to the task of moving forward in a changing business environment.

Kim Bukowski from The Cornell Extension was so impressed with our conference program she indicated to Stella that she would be interested in discussing a workshop at Cornell to train people on some of the newer more sophisticated equipment that is becoming available to the sanitary industry. Cornell might also benefit from some of the expertise we have available in our membership.

It has been to FISA's benefit that Bob Morava has served as president of our organization for the last three years. This tenure is a little unusual, but Bob did not hesitate to fill this need with wisdom, a wonderful sense of humor, and genuine fondness for our FISA membership. Many thanks to Bob and Ruth Anne.

I also want to extend a special thanks to Chris LoPresti and his wife, Jennifer, for their efforts as Conference Chairs. Chris and Jason Ryan, our new Vice President, also deserve special kudos for all the work they do with our FISA app and C-vent online registration program.

Eric Perkins, Jim Larsen, Chris LoPresti and David Brink rotated off the board this year. David has served us well as an officer and ac-

tive Board member and we will miss him on the Board along with the other members. Eric teamed with Pete Herb from Fristam Pumps to, once again, provide the fall conference with record sponsorship contributions. Replacing these members are new directors elected for three- year terms: Andrew Mahoney of ITT PureFlo, Bryan Downer from CSI, and Mike Lovelace of Steele & O'Brien Manufacturing. Thank you to each of these individuals for your service in the past and in the future.

Stella is already working on next year's conference in Nashville, TN, October 14-17, 2017. Nashville is the No. 1 conference destination in the country now and, with our hotel right in the middle of downtown, we expect a very vibrant and exciting conference. FISA membership extends a warm "Thank You" for the work that Stella does to make these conferences topnotch. I also understand that her husband, Charlie, did us all a special favor by leaving fish unhooked and free to roam in Ketchum's many trout streams. Thank you, Charlie, for your help and enthusiasm, as well.

Please remember to remind your staff and employees to consider participating in the University of Innovative Distribution (UID) in March of 2017. This remarkable program offers numerous courses in sales, marketing, and business strategy. FISA's two scholarship awards for tuition make this a special opportunity for many employees. Applications are due November 1, so do not hesitate to act on this quickly and encourage your staff and employees to apply. Applications can be downloaded from FISA's website. If you have questions, contact Stella at [stella@fisanet.org](mailto:stella@fisanet.org) or 336-274-6311.

As we move into the last quarter of 2016, we can briefly reflect on our Sun Valley conference and the messages that the marketplace is sending us. E-commerce, internet marketing, and globalization make our commitment to our customers more difficult, but distributors and manufacturers at our September meeting seemed revitalized by the changes and opportunities ahead. Clearly, FISA offers a strong forum to maintain this bond.

Warm Regards,

Rob

## 2016 ANNUAL MEETING HIGHLIGHTS

At the FISA Annual Meeting on September 20 in Sun Valley, Bob Morava completed his term as President, and he will continue on the Board for the next two years as Past President. Rodney Dobbins, Dobbins Company, Chairman of the Nominating Committee, announced the slate of officers and directors and the motion was seconded, carried and the following members were elected: Rob Clark, of Perrigo, Inc. was elected President and Jason Ryan of FCX Performance was elected Vice President, each serving two years. New directors elected to serve three-year terms were: Bryan Downer of CSI, Andrew Mahoney of ITT, and Mike Lovelace of Steele & O'Brien Mfg. Co.

Also, at the Annual Meeting, Chris LoPresti of Andron Stainless and his wife, Jennifer, were thanked for serving as the Conference Chairs. Bob Morava also recognized each of the Directors who were rotating off the Board and thanked each of them for their contributions to FISA. Directors completing



(L-R) JT Townsend, Bill Wilson, Scott LeBrun of Anderson-Negele

their three-year terms were Eric Perkins of Statco/DSI, Jim Larsen of Alfa Laval Inc., Chris LoPresti of Andron Stainless and David Brink of M.G. Newell Corporation.

Stella Jones reported that during 2016, FISA had added seven new member companies: Donaldson, Cooper-Atkins, Trynox, BPH Pump, Aquionics, AGC Heat Transfer and Liquid Process Equipment. She also announced plans for the 2017 FISA Annual Conference to be held in Nashville, TN, October 14-17, 2017.



(L-R) Jim Larsen of Alfa Laval, David Brink, MG Newell Corp., and Chris LoPresti of Andron Stainless



Bob Morava of Stuart W. Johnson & Co. and Rob Clark, Perrigo Inc.

## Sun Valley Sporting Event Winners



## 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 5-8, 2017 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](http://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.

**2016 FISA GOLF SCRAMBLE (Left Photo)**  
**1st Place:** (L-R) Brian Sprinkman of W. M. Sprinkman Corp., Chip Manning and Dan Larsen, VNE (Not shown) Longest Drive – Men: Philip Cunningham; Longest Drive – Women: Karen Clark; Closest to the Pin – Men: Greg Gardetto

**2016 SPORTING CLAYS COMPETITION (Right Photo, (L-R) Top Shot – Paul Sedivy, RathGibson; Sharp Shooter – Miles Chamblee, ITT**

# Meet the New Board Members



**Rob Clark**, Director of Pump Sales & Marketing for Perrigo Inc. in Milford, CT, was elected President of the FISA Board of Directors at the Annual Meeting in

Sun Valley. Rob served as Vice President last year and previously completed a three-year term as a Director. He and his wife, June, chaired the 2014 Annual Conference in Newport, RI. Rob says, "I am excited about serving on FISA's Board of Directors. The market knowledge we gain during our fall conferences promotes strong ties between Distributors and Manufacturers as we strive to navigate a changing market place. I look forward to helping FISA strengthen this bond in the future." Rob's hobbies are racket sports, snow skiing and family and with his two children and one grandchild in California, trips to the West Coast.



Newly elected Vice President, **Jason Ryan**, is Business Development Manager for FCX Performance. Jason has previously served on the FISA Board of Directors, and he

and his wife, Lisa, chaired the 2015 Annual Conference. They have a daughter and a son and hobbies include soccer, skiing, boating and coaching. In talking about his commitment to FISA, Jason said, "As leaders we spend a lot of our time working "in" our respective businesses, FISA provides a great platform to focus "on" our business. Industry Networking, educational programs, and social events are just a few areas that have allowed for greater relationships that go well beyond business transactions. Our responsibility as board members is to continue the mission of FISA and provide an opportunity for businesses large and small to have a common meeting ground that drives growth in our respective businesses."

**Bryan Downer** was elected to a three-year term on the FISA Board of Directors. Bryan is Vice President – Product Management of CSI. He and his wife, Jennifer (Jen), have two daughters and a son, and Mike's



hobbies are golf and restoring classic automobiles. In commenting on his reason for being willing to commit the time to be on the FISA Board, Bryan says, "FISA

has been personally and professionally valuable, through the relationships it has fostered and the access to experts during the annual education sessions. I hope to give back, through my work on the Board, and help others realize similar experiences with FISA."



**Mike Lovelace** was elected to a three-year term on the FISA Board of Directors. Mike is Business Development Manager for Steele & O'Brien Manufacturing

Company. He and his wife, Amy, are parents of two daughters, and the family enjoys boating in the summer and skiing in the winter. When asked why he was willing to devote time to be a member of the FISA Board of Directors, Mike replied, "Amy and I first came to FISA at the Monterey, CA event in 2012. We were so impressed with the organization I knew at some point I wanted to get involved and help in some capacity. It's very rare to find a group that can work and play so well together. I'm honored to be on the Board and I can't wait to help in any capacity."



**Andrew Mahoney** is Director, Global Valve Sales for ITT Corporation – IP Valves. He previously served a one-year term on the FISA Board of Directors and has been elected to a three-year term.

Andrew's wife, Pam, is an IT Director for a regional accounting firm in Pennsylvania, and they have three grown children. In their spare time, the Mahoney's like to hike and travel. Andrew says, "I am thrilled to be on the FISA Board. My experiences with FISA

have all been very positive and the interactions I have had with both distributors and other manufacturers have helped me form strong relationships, both business and personal. The organization provides a great opportunity for distributors and manufacturers to discuss changes and trends that are occurring in the industry and how they affect our businesses."



## Not Great but Good Enough

*By ITR Economics*

Corporate Profit data from the Bureau of Economic Analysis (BEA) for the second quarter was released on September 29th. We were anxiously awaiting the data to help us determine if the recovery trend in share prices is supported by improving profits or if the rising trend is perhaps more a function of the liquidity that exists. While we were hoping for a clear-cut decision, the data is trending favorably, but it isn't as good as we all would like to see. The indications are good enough to lend credence to the use of using the stock market as a valid positive leading indicator signal at this time.

Clearly, the cyclical momentum is shifting toward better days for most of the business segments we follow. For Total Corporate Profits we have a positive rate-of-change signature (which I have been speaking about a lot over the last month). The 3/12 rate-of-change reversed direction and is running above the 12/12 rate-of-change. This is true for nearly all the major segments. Durable Goods producers are a negative exception to the general trend. At the other end of the spectrum, retailers and information providers are leading the pack in terms of cyclical rise.

*As additional updates become available, we will keep our subscribers updated in our flagship publication, The ITR Trends Report™: [www.itreconomics.com/store/trends-report-subscription](http://www.itreconomics.com/store/trends-report-subscription)*

# FISA 2016 ANNUAL CONFERENCE — SUN VALLEY RESORT, SUN VALLEY, IDAHO



*Cindy and Doug Ardinger, Cummins-Wagner*



*Yvonne O'Brien, Tel-Tru Manufacturing*



*Don Byres and Mary DeCotis, CPE Systems*



*Jim Larsen, Alfa Laval, Matt Rivero of Cooper-Atkins Corp., Mat Barthowiak of Nelson-Jameson, Heather Hopkins, Twinclo Inc.*



*The Statco/DSI team*



*Rick Largarticha, BEECO*



*FISA skaters loved being on the ice with FISA instructor, June Clark, Perrigo Inc.*



*Buck Lossman and Emily Echola, Kaestner LLC*



*Colonel (Ret) Joe DeAntono and Tony Roisen, Quality Stainless*



*Paige and Eric Zwirner, Zwirner Equipment Company*

# 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, 2016. Due to space limitations, we cannot print specific product information, but personnel changes, changes of address, expansions or other industry news is always of interest.*

*If you have a question, please call 336-274-6311.*

*Fax information to FISA at 336-691-1839 or mail to FISA at 1207 Sunset Drive, Greensboro, NC 27408.*

*Email: stella@fisamet.org*

## Trans Market



Holder Beckmann and Keith Santi

Krones, a manufacturer of filling and packaging technology, has acquired a majority interest in the business of Trans-Market Sales & Equipment, Inc. Trans-Market is based in Tampa, Florida and is a leader in providing process engineering and automation solutions for the liquid food industry. “We are excited to add the skilled employees, depth of experience and resources of Trans-Market to the Krones family” said **Holger Beckmann**, president and CEO of Krones Inc. The previous owners of Trans-Market will retain a minority share and will continue to be actively engaged in the management and operation of the business.

**Keith Santi**, CEO of Trans-Market, stated, “Partnering with Krones was a unique opportunity to continue to build the business my father founded 47 years ago. Most importantly, we’re looking forward to bringing new capabilities to our customers and new opportunities to our employees.” By acquiring Trans-Market, Krones enhances its process technology capabilities in the US and expands its geographical footprint in North America. Besides Tampa, Florida, Trans-Market operates two locations in Texas. Together with the capabilities of Trans-Market, Krones can offer its customers in North America the complete product portfolio ranging from process technology solutions, filling and packing equipment to logistical solutions, and thereby cover the entire plant of its customers.

Trans-Market will be part of the “Machines and Lines for beverage production/Process Technology.” The headquarters and management of Trans-Market will remain in Tampa, FL.

## Pentair

Pentair’s Hygienic Process Solutions (HPS), which includes the Südmo, Haffmans and Beverage Filtration Solutions brands has promoted **Darcy Simonis** to Senior Sales Director Hygienic Process Solutions Global Region. She is responsible for managing the HPS Regional Offices around the globe. As a result

of Simonis’ promotion, two new leaders were added to the Food & Beverage North America team. **Roy Parker** joined the team as the Sales & Service Director, based in the Delavan, WI office. Parker has been with Pentair for 10 years, most recently was the Director of Marketing – Global Foodservice. He will oversee the Food & Beverage North America Management Team. **Jeff Tocio**, was promoted from National Sales Manager for the Pentair Haffmans business in North America, to Senior Sales Manager North America. He now is responsible for growing the sales and after-sales service of all the brands in the HPS platform for the United States, Canada, Mexico, and English speaking Caribbean.

## Girton Manufacturing Co., Inc.

Girton Manufacturing Co., Inc., an 89 year old family- owned manufacturer located in Millville, Pa., has recently made a series of strategic personnel changes. Girton manufactures equipment for the Pharmaceutical, Food, Thermal and Laboratory Research industries.

They specialize in industrial washing systems,



Mark Flough



Brian Stewart



Rob Geiger



Larry Roup

both conveyorized and cabinet styles. **Mark Flough**, a 22-year veteran engineer of Girton, has been promoted from Chief Engineer to Vice President and Operations Manager. Mark will oversee the entire engineering and manufacturing process and streamline the production facility for the steadily increasing volume. Mark is a graduate of Penn State University, with a degree in electrical engineering. **Brian Stewart**, a 19-year Girton Manufacturing Co., Inc. veteran, has been promoted to Engineering Manager. Brian previously served as a mechanical engineer. Brian will oversee and direct the mechanical and electrical engineering departments. **Rob Geiger**, a Girton employee for 13 years, has been promoted to plant manager. Rob will oversee the production process and direct the day-to-day manufacturing operation to continue and expedite the equipment production for on time delivery. **Larry Roup**, a 17-year veteran, has been promoted to Service Manager. Larry served as a Service Technician, Customer Service Manager and Project Manager before assuming his current role as Service Manager. Larry will oversee the Project, Parts



Bruce Michael

and Technical Service Departments. **Wm. Bruce Michael**, a 45-year veteran with Girton Manufacturing Co., Inc., has been promoted to Director of Sales. He will oversee the Pharmaceutical, Food, Thermal and Laboratory Divisions. He has served as the Food and Thermal Division Sales Manager for the past 25 years. In addition to overseeing the various divisions, Bruce will be responsible for promoting Girton equipment across all division lines through increased advertising, website exposure, as well as expanding the sales force, which includes both manufacturer representatives and distributors. Bruce will report directly to the President, **Dean Girton**.

### M.G. Newell Corporation



Bryan Flanigan

M.G. Newell announces that **Bryan Flanigan** has joined the company as an Outside Sales Representative for Central and Eastern Kentucky. In this position, Bryan will report to David Brink, Vice-President and General Manager of the Louisville Division. Bryan brings over eight years of sales experience to M.G. Newell. Bryan served four years as a Sonar Technician in the U.S. Navy and is a graduate of Spalding University in Louisville. **Andrew Bernauer** has joined the company as an Outside Sales Representative for the middle Tennessee and northern Alabama territory. In this position, Andrew will report to Robbie Roof, General Manager of the Nashville Division. Andrew brings over 10 years of sales experience to M.G. Newell. Andrew is a graduate of the University of Alabama at Birmingham with a B.S. in Industrial Distribution.

### W.M. Sprinkman Corporation

W.M. Sprinkman Corporation, a third-generation family business providing sanitary, stainless steel processing solutions for the food and beverage industry since 1929, is moving its Wisconsin-based company headquarters and manufacturing operations to a new facility in Waukesha, Wisconsin. Sprinkman will transition operations from Franksville, Wisconsin to

a plant in an industrial park south of the Waukesha County Airport by fall of 2016 following renovations at the site. The company will maintain its production facility in Elroy, Wisconsin, which has been part of the corporation since 2000. According to W.M. Sprinkman President **Brian Sprinkman**, the expansion is in response to growing sales in the craft brewing and dairy industries. "We have simply outgrown our current location," says Sprinkman. "The new plant is a much more flexible building, with higher ceilings and double the square footage of Franksville. This space will allow us to handle more orders and the larger ones that our customers are increasingly seeking from us." Sixty people are employed at the Franksville plant and Sprinkman says the majority of workers plan to continue on with the company. The Elroy plant has 56 employees and remains a key stainless steel tank manufacturing facility for Sprinkman. With continued high demand for products and services, Sprinkman expects to hire additional workers. There are nearly a dozen jobs available with the manufacturer even before the relocation.

### VNE Corporation



Mike Cunningham

VNE Corporation is pleased to announce that **Mike Cunningham** has joined the company as a Regional Sales Manager. Mike will report to Pete Dunbar, National Sales Manager, VNE Corporation. Mike's territorial responsibility will include the East Coast, Southeast and Southern states. Mike has over 35 years' experience in sales and marketing with the majority of that in the Sanitary/High Purity Stainless Steel industry. He is well versed and experienced in sales, strategic planning, business development, project and product management and systems engineering strategies. **John Georgen**, has accepted the position of Product Manager where he will place focus on all of VNE's engineered products and new product development. John started with VNE in 2000 and has held many positions within the Company. John has been very involved in VNE's actuated valve program and will continue his support of this product line.



John Georgen

### PSG – Dover Corporation

PSG is pleased to announce the addition of **Mr. Glenn Hiroyasu** as the Quattroflow / Quattrotec Sales Manager for the America's. Glenn will be based in Southern California and brings 27 years of hygienic & pharmaceutical process sales and applications knowledge to the PSG – Dover product portfolio. Glenn graduated from California State Polytechnic University, Pomona with a focus on Molecular Biology. Glenn will be working in conjunction with the existing Wilden & Mouvex pump sales teams to support and grow the Quattroflow / Quattrotec pump product lines in the America's.

### Fristam Pumps USA



Ivan Mendez

Fristam Pumps USA announces **Ivan Mendez** has joined the company as a Regional Sales Manager. Ivan will be responsible for Fristam's sales and distribution network within Central America, Northern South America and the Caribbean. Ivan is bilingual in Spanish and English and has a sales management background in the pumps and processing industries. Additionally, he has a bachelor's degree in Electronic Engineering from University of Quindío in Colombia. Fristam is a global manufacturer of sanitary centrifugal and positive displacement pumps, blenders and mixers used by the beverage, dairy, food and pharmaceutical/biotech industries.

### ProFood World

PMMI Media Group, a division of PMMI, the Association for Packaging and Processing Technologies, recently welcomed two industry heavyweights to their growing roster of business-to-business media professionals. **Patrick Young**, the former Publisher of *Food Engineering* and **Joyce Fassl**, the former Editor-in-Chief of *Food Engineering* have joined the Chicago-based company to launch a new media brand called ProFood World. The new brand, which debuted this summer, will cover news, innovations, products and technologies for the global food and beverage processing industry. Patrick Young brings over three decades of related experience to his new position. Joyce Fassl has covered the food and beverage processing industry for over 20 years, most recently as Editor-in-Chief of *Food Engineering*.

## Welcome New Members

### AGC Transfer

Contact: Erica Perez  
10129 Piper Lane  
Bristow, VA 20136  
(703) 988-5356  
ericap@agcheattransfer.com  
www.agcheattransfer.com

### Aquionics

Contact: Michelle Buckman  
1455 Jamike Ave. Ste. 100  
Erlanger, KY 41018  
(859)869-2291  
michelle.buckman@aquionics.com  
www.aquionics.com

### BPH Pumps

Contact: Brian Hoskins  
4126 W. Orleans St.  
McHenry, IL 60050  
(815) 578-0100  
bhoskins@bphpumps.com  
www.bphpumps.com

### Liquid Process Equipment

Contact: Joe Perrizo  
PO Box 335  
Eagle, WI 53119  
(262)594-3790  
jperrizo@liquidprocess.com  
www.liquidprocess.com

## Mark Your Calendar

**NOVEMBER 1, 2016**  
UID Scholarship  
Application Deadline

**DECEMBER 1, 2016**  
UID Scholarship  
Winners Announced

**MARCH 5-8, 2017**  
UID  
Indianapolis, IN

**OCTOBER 14-17, 2017**  
FISA Annual Conference  
Nashville, TN



Distributor News

1207 Sunset Drive

Greensboro, NC 27408