

## 2023 FISA ANNUAL CONFERENCE CONFIRMED



2023 FISA Annual Conference • September 21-24, 2023 • Colorado Springs, CO

Mark your calendars for September 21-24, 2023 to be at the Cheyenne Mountain Resort in Colorado Springs, Colorado. This four diamond Resort offers beautiful views of the Rocky Mountains and is located facing Cheyenne Mountain which gained notoriety in the late 50's and 60's when a legendary facility was built inside the mountain to house an air defense facility, NORAD (North American Aerospace Defense Command). This facility created as a bilateral partnership between the United States and Canada provided air surveillance protection in case of a nuclear attack.

The 316 room Cheyenne Mountain Resort is located on over 200 acres and includes an 18-hole Pete Dye designed golf course, a private 35-acre lake, 16 indoor/outdoor tennis courts and a 9,000 square foot fitness center. You'll find indoor and outdoor swimming pools and multiple places to gather, relax, and network on property including the Alluvia Spa & Wellness Retreat.

Colorado Springs, at an elevation of 6,035 ft., is at the eastern foot of the Rocky

Mountains. It lies near glacier-carved Pikes Peak, a landmark in Pike National Forest with hiking trails and a cog railway leading to its 14,114-ft. summit. The city's Garden of the Gods park features iconic red-sandstone formations and mountain views. At the turn of the century, inspired by a trip to the summit of Pikes Peak, Katharine Lee Bates penned what has become our country's most famous poem and song, "America the Beautiful."

Colorado Springs has a strong military presence and is home to the United States Air Force Academy. In addition, Colorado Springs is known as Olympic City USA and is home to the United States Olympic & Paralympic Committee (USOPC), 24 National Olympic Governing Bodies, more than 50 National Sport Organizations, the U.S. Olympic & Paralympic Training Center and the U.S. Olympic & Paralympic Museum. The Olympic Ideals of Excellence, Friendship and Respect, and the Paralympic Ideals of Courage, Determination, Equality and Inspiration transcend sports and are infused daily throughout this vibrant community.

## CHECKING THE PULSE

### 46 Responses

**Now that we are nearing the end of 2022, how does your business compare with 2021?**

Profit are up .....	34.78%
Profits are down.....	19.57%
Profits are the same .....	45.65%

**For 2023, in which market segments do you anticipate growth?**

Food.....	44.44%
Dairy.....	8.89%
Beverage.....	11.11%
Pharmaceutical.....	28.89%
Personal care .....	0.0%
Other.....	6.67%

**How has your company changed its staffing policies?**

Adopting a flexible policy of remote/on-site workers .....	30.23%
Requiring certain job functions to be on-site .....	37.21%
Requiring everyone to be on-site .....	32.56%

**Have you changed your company's travel policy?**

No restrictions.....	89.13%
Encouraging less travel .....	10.87%

**Do you believe COVID has permanently changes the way your salespeople connect with end users?**

Yes .....	65.22%
No .....	28.26%
Don't Know.....	6.52%

**What is the biggest challenge you face going into 2023?**

- Continuing the strong growth of the last two years, are the tailwinds still strong?
- Finding a salesperson
- Uncertainty of workload
- Supply chain
- Staffing/personnel issues
- Continuing issues with supply chain
- Travel cost and re-evaluating how to qualify a sales trip, especially if flying
- Uncertainty of the economy with a possible recession looming
- Hiring

*continued on page 5...*



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.

**2022 – 2023  
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**  
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**Joe Gamradt**  
*Anderson-Negele*

**Chris LoPresti**  
*Andron Stainless Corporation*

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

**Andy Soukup**  
*Triplex Sales*

**Deb Tracy**  
*Lighthouse Process Corporation*

**Ola Westrom**  
*Endress+Hauser*

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[www.fisanet.org](http://www.fisanet.org)

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

# FROM THE PRESIDENT



To all,

As 2022 comes to a close, it is a great time to reflect on the past year and especially our conference in Hilton Head. The Board's goal was to make it one of the best ones ever, and

I hope we achieved that for you. Once again, it had outstanding networking and educational content. The interaction between the distributors and manufacturers in such a beautiful setting can't be beat. This is what makes our FISA organization so unique and beneficial.

This year was our largest first-timer group and there was a lot of energy while welcoming all of them. We hope that this continues in the future and especially with our NextGen group. I would like to thank Andy Soukup who headed up the NextGen group and hosted a dinner one evening. This was a great way to kick off the future.

We appreciate everyone's participation in the post conference survey. The Board will be reviewing the suggestions for topics and comments when we have our Planning Meeting in February. Speaking of the survey, as you know, it is totally anonymous. A couple of you had excellent suggestions and offers to help, and we don't know who you are. If you are the person who mentioned a QR code on name tags or the person who mentioned having NASA contacts for programming, please give Stella a call so we can follow up on your suggestions. Watch for another survey in January to get your opinions on proposed activities in Colorado Springs which will give us direction in planning the agenda for the 2023 Annual Conference.

Congratulations to the two UID scholarship winners, Trey Morava of Stuart W. Johnson &

Company. Inc. and Kaitlyn Dyer of Alfa Laval, Inc. The selection committee had a difficult choice, and we thank all the applicants for your interest in this program. For those of you thinking about attending UID, be sure to register before January 29th to get early bird pricing.

I also want to recognize and thank Joe Reynolds as 2022 Annual Conference Chair and Joe Landry, Sponsorship Co-Chair, for their contributions. Both Joe's rotated off the Board after their three-year terms ended. It was a pleasure for me to collaborate with them and get to know them better. I am happy to welcome Deb Tracy of Lighthouse Process Corporation and Chris LoPresti of Andron Stainless Corporation to the Board this year. It takes the commitment of a lot of volunteers to keep FISA functioning, and we would welcome your participation. Let Stella or any Board member know if you are interested in serving on a task force this year.

In a post pandemic world, consumer profiles and lifestyles are continuing to change and create new trends. These include functional waters, innovative alcohol flavors and mocktails, Hybrid beverages, canned and bottled ready to drink coffee, plant based and dairy free alternatives, sugar reduction and CBD beverages to name a few. As these trends occur, it is the perfect opportunity for us to grow our business and better serve our customers. The key is to change with our customers as they develop these new products to meet the consumer's demand. And with the help of our FISA members, we can all work together to make this possible. Some say change isn't always good. For us, it is the future.

I would like to wish everyone the best for 2023 and look forward to the future together.

Eric Perkins, Statco/DSI



## TWO UID SCHOLARSHIP WINNERS CHOSEN

This year we have two winners of FISA scholarships to the University of Innovative Distribution March 13-16, 2023 in Indianapolis, IN. The winners are Trey Morava of Stuart W. Johnson & Company and Kaitlyn Dyer of Alfa Laval.



**Kaitlyn Dyer** is a Customer Service Representative at Alfa Laval and is currently in school for a Masters' Degree in business graduating in March of 2022. She writes

in her application that "My goal in life is to always strive to be the best that I can be and to never settle by always pushing myself to the top. Researching FISA and understanding the purpose of this program will help provide a commitment to continuously improving customer service and this is a field I have been in for over ten years with utmost passion. The distribution industry is still something to this date very new to me, and

I would love to educate myself further about the unique needs of wholesale distribution so that I can continue to give the best customer service experience to the people I am working with every day."

**Trey Morava** is currently Inside Sales



Manager at Stuart W. Johnson & Company, Inc. which is a family-owned distribution company located in Lake Geneva, WI. In his scholarship application, Trey wrote

"One of the biggest reasons that the industry will benefit from my attending UID is that everything I learn and absorb now will be exponentially compounded upon this early part of my career. In the next thirty plus years of my career, my responsibility as a future distributor business owner is now absorbing as much knowledge of the industry as possible and how distribution benefits our world, but in the years to come, my role

# UNIVERSITY OF INNOVATIVE DISTRIBUTION

MARCH 13-16, 2023  
INDIANAPOLIS, IN

[UNIVID.ORG](http://UNIVID.ORG)

will shift to that of an educational role. Up to this point of my career, I have taken the responsibility to manage and oversee numerous employees and their roles that all fit together to form our distribution business. It would benefit me to attend the UID while I am new as I am to this big world of distribution to meet leaders and forward thinkers in the industry to educate me so that one day, I can reciprocate this gift of knowledge and industry foresight to current employees and the generation after me."

## MEET THE NEW BOARD MEMBERS



**Deb Tracy** is the founder and President of Lighthouse Process Corporation, a Distribution firm based in Franklin, MA. Her career began

in the Bio-Pharm industry 35 years ago as an Inside salesperson for a distributor. As her career progressed, she went into management and operations, always in distribution. Twenty years of her career have been focused on the Food Industry. Five years ago she started her own business which she says has been an incredible learning experience and a wild ride! When not working, Deb enjoys traveling with her husband, Ed, and spending time with family and friends.

When asked about serving on the Board, Deb said, "FISA is a great organization that provides an incredible opportunity for its members to network with both distributors and manufacturers. I am honored to be a member of the board and look forward to bringing my perspective and career experience to the FISA organization."



**Chris LoPresti**, General Manager of Andron Stainless Corporation, in Columbia, SC was elected to a three-year term on the FISA Board of

Directors. Chris has been in the industry since the 90's at another manufacturing firm and General Manager at Andron for

the past 12 years. He is currently serving as a manufacturing volunteer in the local technical high school and college. Chris served on the FISA Board from 2013-2016 and has continued to assist with LinkedIn and programming the Conference App. When not working, he enjoys traveling, hiking and going to his son's soccer games. Asked about his willingness to serve on the FISA Board, Chris said, "As a manufacturer in this industry, I want to be able to help strengthen the manufacturer/distributor network and promote growth in the industry. I have been an active member within FISA for many years and I have learned much about our industry at the conferences, as well as, had great networking opportunities. I am proud to be a member of the FISA Board and have the opportunity to work with such great people."

# HOW TO AMPLIFY PRODUCTIVITY WITH AI: THINK BEYOND THE TECH



by Benj Cohen

There is a long-standing debate about growth in productivity in the United States.

Some experts argue that we have seen the end of productivity growth, and our workforce is entering an extended period of stagnation. Others believe the opposite – claiming that technology is primed to give organizations a significant productivity boost in the following decades.

AI is a transformative technology with the potential to impact the world on the same scale as steam engines and electricity. When businesses invest the proper time and resources into adopting AI-based technologies, they will see enhanced sales, productivity and workflows.

As with all groundbreaking technologies, however, productivity may be initially suppressed after the introduction of AI as organizations work to adapt to new processes. However, once businesses have a solid foundation, they will begin to see a resurgence in productivity.

If you are a distributor who feels like the costs of AI implementation have increased without a corresponding rise in productivity or return on your investment, you may feel discouraged. There is evidence to suggest that technology-driven productivity is on the rise. The US Bureau of Labor Statistics recently reported that labor productivity in the wholesale trade was up 5.7% in 2021 – the second highest output since 1987.

The COVID-19 pandemic accelerated digitalization across the economy. Now, we are beginning to see an upturn in productivity due to what many experts call the productivity J-curve.

## What is the Productivity J-Curve?

Stanford professor and department director Erik Brynjolfsson describes the productivity J-curve as “the historical pattern of initially slow productivity growth after a breakthrough technology is introduced, followed years later by a sharp takeoff.”

Brynjolfsson suggests that as innovative technologies fall into mainstream use, there is a several-year period in which businesses must adjust their fundamental operations and workflows to adapt. During this adjustment period, productivity

naturally falls. However, once a company learns how to use the technology to its potential, it will see a subsequent spike in productivity.

To reap the benefits of technology like AI, companies must go above and beyond the initial tech investment to build what Brynjolfsson calls “intangible assets,” which include fundamentals like new business processes, skills and workflows.

Building “intangible assets” includes:

- Training and reskilling talent
- Redesigning factories
- Revamping data infrastructure
- Creating data lakes to train and run machine learning models
- Integrating technology use into the core company culture

Cultivating the necessary operational changes and workflows is a necessary but time-consuming process. Some studies have found that adopting only fundamental changes results in a mere 21% chance of successful AI deployment.

Conversely, companies that successfully adopt AI as a core part of their organizational strategy raise their chances of success to 73%.

Distributors must invest considerable time and resources into building fundamental workflows and intangible assets to reap the benefits of the productivity J-curve. Thankfully, there is an opportunity to get ahead of the game. As Brynjolfsson points out, “Only about the top 10-15% of firms are doing most of the investment in these intangibles. The other 85-90% of firms are lagging behind and are hardly making any of the restructuring needed.”

You can build the assets necessary to thrive by adopting innovative technologies early and focusing on restructuring your organization to become a technology-first company.

## How AI Drives Productivity

When AI becomes a core part of your daily operations, it enhances productivity across every channel. Some of the ways AI improves productivity and efficiency include:

**Enhanced Analytics:** AI can analyze distributor data to uncover valuable insights. An AI solution designed to handle the complexity of B2B information will be able to cut through noisy, unorganized data more quickly and thoroughly than a human.

**Product Recommendations and Personalization:** Artificial intelligence can centralize data from various channels, platforms and departments. Once your data is in one place, the system can find patterns use those insights to make relevant product recommendations and reorder suggestions across sales channels. With data-driven upsell and cross-sell recommendations, sales reps won't need to have an in-depth knowledge of every SKU. Instead, they can use AI-powered suggestions to ensure customers have a positive shopping and buying experience.

**Warehouse Operations:** Artificial intelligence streamlines warehouse operations by tracking inventory levels, automating administrative tasks and enhancing fulfillment. By combining AI with internet of things (IoT) technology, distributors can gain real-time insight into inventory levels and automatically reorder items when levels get too low – so you don't have to worry about unexpected stockouts.

**Sales Productivity:** Your sales teams won't have to spend hours poring over sales reports or customer information to identify leads and opportunities. Instead, AI can track buyer accounts and alert sales reps when to reach out, who to contact each day, what to recommend during their call and when to remind customers of an upcoming reorder.

**Employee Satisfaction:** When you remove repetitive and mundane workflows from your employee's daily schedules, they will be free to focus on the tasks they enjoy. With higher levels of automation and rel-

evant sales recommendations, your employees will be more satisfied and productive.

## Final Thoughts

McKinsey & Company estimates that by 2030, early adopters of artificial intelligence will see exponential growth from their technology investments. By investing in “intangibles” such as change management, updated processes and skill acquisition, you can take advantage of the productivity J-curve and enjoy higher profits and longer-lasting productivity gains.

### Benj Cohen

*Benj Cohen founded Proton.ai, a growth engine for distributors. His company's mission is to help distributors harness cutting-edge artificial intelligence (AI) to drive increased sales. Benj learned about distribution firsthand at Benco Dental, a family business started by his great grandfather. He graduated Harvard University with a degree in Applied Math, and speaks regularly at industry events on the benefits of AI for distributors. Benj has been featured in trade publications including MDM, Industrial Distribution, and Industrial Supply Magazine. His company, Proton.ai, announced a \$20 million Series A round of funding in 2022, led by Felicis Ventures.*

**CLICK HERE:** [www.proton.ai](http://www.proton.ai)

## CHECKING THE PULSE ...continued from pg 1

- Staying properly positioned for customer support and growth in an uncertain upcoming market condition
- Supply chain issues still impacting productivity
- Supply chain deliveries
- Continue to battle supply chain disruptions
- Finding talent inflation
- Staffing is starting to level out (we hope). Now it's the economy!
- Growing sales
- Connecting with companies that have a flexible work force. Especially engineering firms.
- Reduced demand for core products
- Getting salespeople back on the road consistently. People have gotten used to being home and it is taking time and prodding to get things back to the way they were pre-covid.
- Staffing and the global/economy/uncertainty
- Staffing
- Employee turnover at the company as well as customers and suppliers. Knowledge leaving at record speed.
- Having the time to take care of all the customers.
- Finding talent
- People
- Recession
- Electronic, material sourcing and labor
- Uncertain economic climate due to inflation and higher interest rates.
- Government
- Still having supply chain issues from manufacturers
- Hiring people
- Staffing
- Economy
- Recession uncertainty. Have seen smaller scales bids. Still busy, but just small scale projects.
- Supply challenges, keeping employees
- Adapting to the new and younger work force, their values, their work ethic and meshing with well-established protocols.
- Face to face visits with so many working remotely
- Increase sales and productivity, hiring new people
- People working remote
- Skilled labor

# 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, 2023. 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](mailto:stella@fisnet.org)*

## M.G. Newell Corporation



Steve Masotti

M.G. Newell is pleased to announce that **Steve Masotti** has joined the company as a Project Engineer in their Hendersonville, Tennessee office. Steve brings over 10 years of project engineering, product development and design engineering experience to M.G. Newell. Previously, he served as a Project Engineer for G.J. Oliver, Inc. handling lube oil consoles and gas seal panels for the oil and gas industry. Prior to that, Steve worked in education, serving as a math teacher and vice principal. Steve has a B.S. in Mechanical Engineering from the N.J. Institute of Technology. M.G. Newell is also pleased to announce **Barbara Pollard** has joined the company as a Control Systems Engineer in their Greensboro, NC office. Barbara brings over 30 years of controls engineering experience to M.G. Newell. Previously, she served as a Controls Engineer for TE Connectivity where she programmed PLC's and HMI's for automated assembly equipment. She was also responsible for improvements and upgrades to existing equipment and small build projects. Barbara has a B.S. in Electrical Engineering from West Virginia University.



Barbara Pollard

Barbara brings over 30 years of controls engineering experience to M.G. Newell. Previously, she served as a Controls Engineer for TE Connectivity where she programmed PLC's and HMI's for automated assembly equipment. She was also responsible for improvements and upgrades to existing equipment and small build projects. Barbara has a B.S. in Electrical Engineering from West Virginia University.

## Wayland Industries



Wayland Industries is excited to announce it has expanded to the Southeast United States with a new 20,000 square foot distribution facility located in Atlanta, Georgia. According to Director of National Sales and Distribution, Todd Wilson, the expansion adds faster shipping times throughout the entire east coast region, along with the completion of three fully stocked warehouses covering the west coast, midwest, and

now southeast. "This facility will allow us to not only cut shipping times to our southeast customers, but also broaden our service and shipping capabilities for 12 hours daily, from 8AM – 8PM EST." Wayland Industries is a leading supplier of stainless-steel sanitary fittings, valves, tubing and accessories, supplying distributors throughout North America. More information about the company and product lines can be found at [www.waylandindustries.com](http://www.waylandindustries.com).

## Alfa Laval Inc.



Alfa Laval announces the opening of its new food hub in Kenosha Wisconsin. Conveniently located within close proximity to Chicago and Milwaukee International Airports, the hub is equipped with enhanced capabilities to support the US hygienic & food processing market. Base to more than 100 associates, the facility boasts several enhancements including a state-of-the-art laboratory, testing center and service repair capabilities, along with plentiful training space for customers and partners to engage with subject matter experts on a wide variety of topics from product sizing and maintenance to system application and design. The campus primarily serves the hygienic process industry which includes dairy, food, beverage, brewing, personal care, pharmaceutical, fats & oils and protein processing along with many others. "I am extremely excited about the expanded capabilities offered at our newly remodeled food hub in Kenosha. It is a true center of excellence where customers and channel partners can access our full breadth of hygienic separation, process systems, heat transfer and fluid handling expertise." Said John Piazza, Senior Vice President, Food & Water Division. Additional investments were made in the design and construction of the new facility to support Alfa Laval's commitment to sustainability. "We not only create sustainable solutions for our customers, we operate by these principles as well." Said Ester Codina, President – North

America, Alfa Laval Inc. “The facility employs new energy-efficient and natural illumination in an open concept design.” She further added “We are committed to continue the journey of decarbonization in all our operations in the US, and this is just one example of the task we have in front of us.” The Kenosha facility is one of fifteen Alfa Laval US-based locations that provide support to the region. “Our global company started doing business in the U.S. in 1883 and has a long-established presence in Wisconsin dating back to 1919 with our legacy Tri-Clover® brand and later in the 50’s with G&H.” Said Piazza, “Along with our robust hygienic solutions portfolio; the energy, marine and industrial markets greatly depend on Alfa Laval’s technology and expertise as well.” To learn more about Alfa Laval, please visit: [www.alfalaval.us](http://www.alfalaval.us).

### Nelson-Jameson Inc.



On Tuesday, September 27th, local dignitaries, Governor Brad Little, and Nelson-Jameson executives participated in a groundbreaking ceremony to celebrate and kick off the building of Nelson-Jameson’s new distribution facility in Jerome, ID. The groundbreaking was a monumental moment for the company, who has been leasing a property in Twin Falls, ID for more than 20 years. “We’ve had a facility in Twin Falls since 2001 so we’re familiar with the area, its people, and its abundant opportunities,” said **Adam Nelson**, Nelson-Jameson owner and Chairman of the Board. “Our goal is to be of service to our customers, helping them to grow and be more successful. We hope our increased presence in the Magic Valley will help existing food producers do just that, and perhaps attract additional ones to the area a well.” In the fall of 2019, Nelson-Jameson purchased 19 acres of land on the south end of the

City of Jerome for the new facility. When complete, the building will be the company’s most technologically advanced facility to date and will include approximately 1.5 million cubic feet of combined storage and maintenance area, as well as many environmentally friendly design elements with key attention to sustainability. “Nelson-Jameson’s new distribution center in Jerome is the single largest investment we’ve made in our 75-year history,” notes Adam Nelson, Nelson-Jameson owner and Chairman of the Board. “It shows our commitment to Jerome, the Magic Valley, Idaho, and the greater Northwest.” Nelson-Jameson has been an integrated supplier for the dairy and food industry since 1947. The company is headquartered in Marshfield, WI, with distribution centers in Turlock, CA; Twin Falls, ID; York, PA; Amarillo, TX; and a sales branch in Chicago, IL. For more information, visit [nelsonjameson.com](http://nelsonjameson.com).

### Nelson-Jameson



*Jerry Lippert*

**Jerry Lippert**, of Nelson-Jameson, recently retired; however, he will remain on the Nelson-Jameson Board of Directors, and we are hoping to see him at future FISA Annual Conferences. Jerry joined Nelson-Jameson in February 1992, following a 17-year career in paper distribution. During his tenure at Nelson-Jameson, his roles have included sales management, Director of Operations, Vice President/General Manager, and President. Jerry assumed the President’s role in 2002 and held that position until 2020, when he moved to part-time status as a Senior Advisor and Consultant. “It’s difficult for me to remember NJ prior to Jerry Lippert’s arrival,” said Amanda Sasse. “It certainly didn’t look like the successful, rapidly-growing company that it’s become—much of it under his diligent watch. Jerry had his hand in all aspects of the business, and never delegated a task that he wouldn’t be willing to do himself. Managing and leading have been a part of Jerry’s DNA since a young age.”

### LJ Star Inc.



LJ Star recently completed a major expansion of their headquarters facility in Twinsburg Ohio. The company pursued this expansion due to steadily increasing demand for its products and services, which has led to LJ Star realizing, on average, more than a 13% annual growth rate (AGR) during the past several years. The company has added new personnel to help manage its business growth. The increased space, particularly the warehouse storage and handling capacity, will enable LJ Star to fulfill parts and product orders from stock, providing immediate delivery for many of its products. “We made a significant investment to increase our square footage with a particular focus on warehouse capacity,” said **Ted Mielnik**, President of LJ Star Inc. “This allows us to maintain larger inventory levels for on-time delivery and order fulfillment. Global supply chain issues are causing increasing concern for companies of all types and sizes. Domestic availability of critical parts and shortened lead times should help our customers meet their business goals and objectives and retain a valuable competitive edge.”

### QualiTru Sampling Systems

QualiTru Sampling Systems recently increased its operating footprint with a 50% physical expansion of its headquarters and warehouse space located in Oakdale, Minnesota. In addition, earlier this year, the company received important endorsements for its business processes and technologies by earning its certification to ISO 9001:2015 standards related to aseptic sampling products, systems and services for the liquid food industry.

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### Enerquip LLC



Lisa Schreiner

Enerquip is excited to announce the promotion of **Lisa Schreiner** to Sales Engineer & Spare Parts Manager. In this role, Schreiner will size, estimate, and quote sanitary and industrial heating and cooling equipment, including custom and off-the-shelf shell and tube heat exchangers, tube bundles, and other spare parts. Schreiner joined the Enerquip team in November of 2019 as an Administrative Specialist. Her role quickly grew to include order acknowledgment and entry, specifying and quoting stock units and spare parts, accounts receivable and payable processing, and more, helping to build the framework for this new venture in sales. “The team is eager to see Lisa step into this new role,” says Troy Weik, Sales & Channel Manager. “Many customers have experienced her positive demeanor, attention to detail, and dedication to quality over the past three years as our spare parts coordinator. We’re thankful to use her positive attributes in an even bigger way.” Schreiner earned her bachelor’s degree in business with a minor in accounting from UW-Green Bay. Her work experience includes a variety of accounting and sales-related roles in the banking and manufacturing industries.

### Statco-DSI



Gary Rinck

**Gary Rinck** is retiring at the end of the year after 53 years on the Statco-DSI team. In the summer of 1967, at the age of 15, Gary started working for DSI. He continued to work summers and semester breaks throughout high school and college. Activities included cleaning out behind the shear, learning how to weld and perform metal work, truck driving (pick-ups to 18 wheelers) to name a few. Gary graduated from Southwest Missouri State University in 1974, with a degree in history and a teaching certificate. He decided some-

time before graduation that surviving on a teacher’s salary might not be the best course of action. In June of 1974, Gary decided to try DSI as full-time employee. He went to work with Jack Luechtefeld’s Dad supervising the shop and crews. Over time, Gary supervised the fabrication shop, started and supervised the engineering group, worked in sales, managed the DSI distribution sales group and served as a sales manager for the combined Statco-DSI team. Gary’s tenure of 53 years is the longest tenure of any DSI employee in history, surpassing the 42 years of service by both Jack Luechtefeld and Gary’s Dad, Lucky. Congratulations and many thanks, Gary.

### VNE Corporation



Pete Dunbar

Please join us in extending our best wishes to **Pete Dunbar** who will retire from VNE Corporation at the end of 2022. Pete has been employed with VNE since September of 1995. He has held several sales positions and most recently has been the VP of Sales and Marketing. His contributions will always be valued and remembered.

## MARK YOUR CALENDAR

### WEBINAR SERIES

DEC 14, 2022

Wednesdays • 3pm ET

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

MARCH 13-16, 2023

UID – Indianapolis, IN

### NOTE:

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

## WELCOME NEW MEMBERS

- **McFinn Technologies**
- **Stainless Products, LLC**
- **Anderson Process**
- **Advance Fittings, Corp.**
- **Carotek**
- **F & H Food Equipment Company**
- **STICO Mutual**
- **ParaCloud AI**
- **Porter Pipe & Supply Company**

## FISA 2022 ANNUAL MEETING HIGHLIGHTS

President Eric Perkins announced that at the Board of Directors meeting on October 5th the Board voted to amend the By-laws so that a Manufacturer could be eligible to serve as an officer of FISA but at no time would Manufacturers serve as President and Vice President concurrently.



Joe Landry

Eric presented retiring Board members, Joe Landry and Joe Reynolds, who completed their three-year terms on the Board of Directors, with plaques and thanked them



Joe Reynolds

for their outstanding contributions to the Board. Eric also presented Joe Reynolds with a gift in appreciation for his serving as the Chair of the 2022 FISA Annual Conference.

Deb Tracy of Lighthouse Process Corporation and Chris LoPresti of Andron Stainless Corporation were elected to serve three-year terms on the Board of Directors.

Eric recognized Gary Rinck who is retiring from Statco/DSI after a 55-year career and Gary received a standing ovation.