

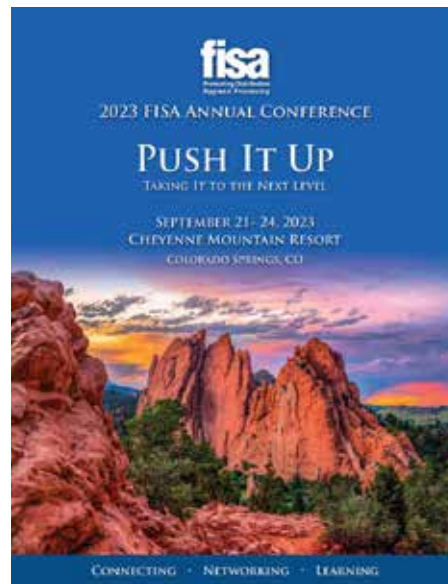
## REGISTER TODAY FOR FISA ANNUAL CONFERENCE

The purpose of the FISA Annual Conference is to provide the venue for distributors and those manufacturers who go to market through distribution to meet in person. Existing relationships are strengthened; new relationships are created; and together attendees learn about the major trends impacting their businesses. The agenda is planned to provide specific take-home value and practical ideas to implement.

This year the Board of Directors is especially pleased to present two panel discussions featuring FISA members. The Friday panel sponsored by CSI and moderated by Andy Soukup of Triplex Sales is titled “Shaping the Future: Insights & Perspectives from FISA’s Next Generation of Leaders. For more information on the three panelists, please turn to page 5 in this newsletter.

On Saturday morning, the panel discussion is called “Workforce Development: Resources and Pathways to Success.” For a number of years, FISA distributors and manufacturers have identified recruiting, hiring and retaining employees as the number one issue they face. Ola Wesstrom of Endress+Hauser will moderate this panel and share details of the comprehensive recruiting program his company has created and how their efforts have met with success. Benj Cohen, the founder of Proton.ai, has grown his company in the span of three years to more than 40 employees. We’ll hear how this young entrepreneur approaches recruiting and managing a virtual workforce with employees located in several countries. Ed Ciampi is VP of Sales & International Development for Chicago Stainless Equipment and also Chairman of the Board of County Commissioners in Martin County, Florida. Ed will share local, state and federal resources available for expanding your business.

Each year, much of the conference energy comes from introducing new FISA companies who have joined during the year. First-time attendees, whether they are



from a new company or simply a person attending for the first time from a long-time member company, can expect to be warmly welcomed. Each first-timer will receive a phone call from a member of the FISA Board of Directors prior to the Conference and will be personally invited to the First-timer’s reception on Thursday, Sept. 21.

Several weeks before the Conference, all attendees will get an email listing each person coming to the Conference along with a description of each company attending. By reviewing this material and planning ahead, you can contact individuals and schedule meetings during the Conference. This is a cost-effective way to build your business. In a survey conducted after the 2022 Conference, 87% of attendees reviewed company profiles prior to meeting, 77% scheduled meetings in advance; 98% met someone for future business. This conference is all about connecting people in a relaxing setting.

If you have not reserved your room at the Cheyenne Mountain Resort & Spa do that right away. Go to [www.fisanet.org](http://www.fisanet.org) and click on the Meetings tab where you will find a direct link to the Resort for

### WONDERING IF YOU SHOULD ATTEND THE CONFERENCE?

If you attend, you will find:

- Practical content you can use
- Ideas for immediate impact
- Interaction with speakers for one-on-one conversation
- A cost effective way to meet potential vendors and/or distributors
- Introduction to new FISA companies
- A friendly, welcoming networking event with fun activities

### THINGS TO KNOW

During the Conference, dress in comfortable resort attire. Collared shirts for the men and shorts or slacks; shorts, slacks or casual dresses for the ladies. To enhance networking, feel free to wear a company logo shirt. Cocktail receptions will be outside. The Saturday night gala, which in addition to cocktails and dinner includes a short Annual Meeting and a special performance by Marko. We encourage you dress to “Push It Up.” Appropriate attire for the ladies would be a dressy outfit and sport coats for the men. Average temperatures in Colorado Springs in September is a high of 75° and low of 48°.

booking your room. Our room block is filling quickly. It’s also important to submit your conference registration and sign up for the many networking opportunities offered. Some of the activities have limited capacity and many are filling rapidly.

Experience the FISA Annual Conference and you will find a friendly environment where industry professionals meet to learn and to network in a relaxed environment. As one of our past presidents said, “There’s just no substitute for getting to know someone and putting a name with a face. If you ever have a problem or an issue, it is so much easier when you can talk with someone you’ve met.”



*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:**

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**Eric Perkins**  
*Statco-DSI*

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*Dobbins Company*

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**Jason Ryan**  
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**Directors:**

**Jim Brink**  
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**Joe Gamradt**  
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**Chris LoPresti**  
*Andron Stainless Corporation*

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

**Andy Soukup**  
*Triplex Sales*

**Deb Tracy**  
*Lighthouse Process Corporation*

**Ola Westrom**  
*Endress+Hauser*

**FISA Address:**  
1207 Sunset Drive  
Greensboro, NC 27408  
Phone 336-274-6311  
[www.fisanet.org](http://www.fisanet.org)

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

**FROM THE PRESIDENT**



FISA Members,

I hope everyone is enjoying the warmer weather and the start of summer. Excitement is building for the 2023 FISA Annual Conference in Colorado Springs, and the activities are filling quickly. We are

hoping to add capacity to some of the popular tours so I urge you to register for the Conference soon so you won't be disappointed if something is filled. Also, don't forget to book your room at the Cheyenne Mountain Resort. Simply go to <http://www.fisanet.org> and click on the Meetings tab to register and book your room.

Speaking of the Conference, I want to especially recognize Andy Soukup of Triplex Sales and his wife, Brooke, who are chairing the Conference this year. Andy is not only Conference Chair but is heading up the NextGen group and planning a special activity for the group as well as a panel presentation during the Conference. Special thanks go to CSI, the sponsors of the NextGen Panel discussion. We could not have the Conference without the technical support of Jason Ryan, FCX Performance, managing Event registrations and Chris LoPresti, Andron Stainless, programming the Conference App sponsored by CPE Systems. This year, Dan Eldon of Oliver M. Dean is Golf Chairman and our long-time volunteer Bruce Michael, Girton Manufacturing, is organizing Sporting Clays.

Not only do we get great volunteer support but also your support through sponsorships is critical to providing an outstanding Conference each year. We all know food and drink prices are rising and our costs are going up. Bringing you outstanding speakers is an investment in our future and we greatly appreciate your company sponsorships that make this possible. Tony Roisen, Quality Stainless, and Jim Brink of SPX Flow are our hard-working Sponsorship

Chairs who join me in saying Thank you!

And one final note about the Conference is a reminder the Board policy is that to attend the Conference, a company must be a current member with dues paid. The date to renew your membership is July 1st. Membership in FISA is a corporate membership meaning any employee of a member company in good standing can attend the Conference, participate in a webinar, receive the newsletters, apply for the UID scholarships and enjoy the member benefits of FISA. So be sure to renew your membership by July 1st.

One of the hottest trends in the beverage market today is Ready To Drink (RTD) Coffee. In 2019, the market size was valued at \$22.44 billion with a growth in 2023 to \$33.6 billion. It is expected to grow annually by 5.79% and reach \$42.4 billion by 2027. According to reports, 60% of Gen Z consumers drink RTD coffee compared to 40% that drink brewed coffee. The growing demand is linked to a cultural shift away from carbonated soft drinks as well as consumers on-the-go lifestyles. While many major brands continue to produce zero sugar alternatives to classic soft drinks, RTD coffee makes for a healthy alternative. The consumers also tend to prefer cold over hot and lean towards bottled or canned over brewing their own. The pre-packaged grab-and-go beverages are essential in the fast paced lives of consumers. The major leaders in this category are Dunkin Donuts, Starbucks, Black Rifle, Califa Farms, International Delight, Java Monster, Peets Coffee and La Colombe to name a few. These shifts in market trends allow us to continue to serve our customers and grow our businesses.

I hope everyone has a great summer.

See you in Colorado Springs !

Eric Perkins, Statco/DSI

**TIME TO RENEW  
YOUR MEMBERSHIP**

## REFLECTIONS ON ATTENDING UID

More than 500 participants from many different lines of trade attended the University of Innovative Distribution (UID) held March 13-16 in Indianapolis, IN. Two scholarship winners from FISA were among the attendees, and their comments about the program are below. FISA will again offer two scholarships to the 2024 session of UID. Guidelines for applying for scholarships and the applications can be downloaded at [www.fisanet.org](http://www.fisanet.org). Click on Targeted Education under the Why FISA? tab. Deadline for submitting scholarship applications is November 1, 2023.



**By Trey Morava, Inside Sales Manager, Stuart W. Johnson & Company, Inc.**



To everyone on the FISA Board, and to those that made my scholarship possible, I want to send out my sincere thanks for the opportunity to experience UID. The University of

Innovative Distribution was a very worthwhile seminar marathon filled to the brim with class variety and applicable topics. Whether it be a discussion on the mathematical approach on how to Improve the Bottom Line with Al Bates or stimulating group discussions that aimed to deliberate over Innovation's Best Practices with Michael Marks, I certainly benefited from ALL of the classes I selected.

With about five hundred participants in attendance from dozens of industries, I certainly see the world as a larger place. There is so much to learn from industries that, to be honest, are much larger than our niche industry of food and fluid handling distribution and manufacturing. Whether it was to stimulate thought to discover the next industry-changing gold-standard, such as the Kohler Jobsite Trailor, or setting a vendor managed inventory schedule that can greatly improve margins through value-add, like AED Superstore batteries at an airport, I learned that there are countless great ideas that can be brought to our market.

One main takeaway that I learned is that all customers need help buying. It is our goal as distributors to reduce the pains that customers experience during the buying process and reduce the friction of purchasing complex equipment. It is from this that we strive to set the next benchmark for great service. It is an ever-changing world out there; customers are changing how they

want to buy and it is up to us to ensure that we set aside time and resources to improve our industry. This is why I want to again say thank you to the FISA Board and everyone else at FISA for promoting UID through scholarship. 10/10 experience.

**By Kaitlyn Dyer, Customer Service Representative, Alfa Laval, Inc.**



First and foremost, thank you again for choosing me to be a part of something so amazing! There was so much information that I learned not only to bring with me to the company

I work for but also outside of work. One of my favorite courses was "Positively diverse leadership: The future of diversity and leadership" with Kiki Ramsey who is a positive psychology coach who inspires employees to tap into their purpose, courage, and belonging so they can find true happiness doing work they love.

Having good communication at work boosts employee morale, engagement, productivity, and satisfaction. Cooperation and collaboration among team members are also enhanced through communication. Individuals, teams, and organizations can all benefit from effective workplace communication. Kiki spoke about VIA character strengths and how they play such a huge role in our everyday lives but also to be aware that we all don't have the same strengths and when talking with your employees or just people in general, to learn others' strengths so that you are able to understand the individual and learn to communicate with them more effectively.

Such a great opportunity to be able to attend and I hope I am able to go again next year!!

## NextGen Members Meet at Topgolf

FISA NextGen members had a great Zoom meeting in April to get acquainted, and now we have an opportunity for those members under 40 to meet in person and renew acquaintances. Triplex Sales will be sponsoring a FISA NextGen members meeting at Topgolf from 7:00 pm until 9:00 pm on Wednesday, September 20th in Colorado Springs. At Topgolf, socializing is a sport through a blend of technology and entertainment – and that's just the game! This will be a great place to connect with FISA NextGen members and get acquainted before the Conference starts. There's no pressure to have a good golf swing or score a lot of points. It's all about everyone having fun so plan to come socialize even if you're not a golfer.

Topgolf Colorado Springs is a premier entertainment destination in Colorado Springs, CO. There we can enjoy their climate-controlled hitting bays for year-round comfort with HDTVs in every bay and food and drink compliments of Triplex Sales. Using Topgolf's complimentary clubs or your own, take aim at the giant out-field targets and their high-tech balls will score themselves.

Prior to the Conference, we will email you a list of who's coming. Meet in the lobby at Cheyenne Mountain Resort at 6:20 pm and we'll either carpool or Uber. Topgolf is located about 19 miles from the Resort at 165 Spectrum Loop, Colorado Springs, CO, phone: (719) 653-0857.

See page 5 for an introduction to the NextGen panelists.





# FISA 2023 ANNUAL CONFERENCE

## TWO CLICKS WILL DO IT!

**CLICK TO REGISTER WITH FISA.  
CLICK TO BOOK YOUR HOTEL ROOM.**

**1** To register for the conference go to [www.fisanet.org](http://www.fisanet.org) and click on Meetings tab, then click on To Register. Registration is online this year however you may pay by either credit card or check. Be sure to register yourself first and choose your activities; then register your spouse/companion and then if you want to be a sponsor of the 2022 Conference, include your sponsorship.

**2** To book your hotel room, [CLICK HERE](#) or go back to the Meetings tab and click the link "TO BOOK" that takes you directly to the Cheyenne Mountain Resort to book your room.

## NEW TOUR AVAILABLE. Register Online.

### US AIR FORCE ACADEMY TOUR

**Saturday, September 23**

*12:30 pm – 4:30 pm • \$130.00 • Includes transportation and box lunch. Participants will provide a driver's license number when registering for the tour.*

Join our closing keynote speaker, Lt. Col Waldo Waldman, a graduate of the United States Air Force Academy, and FISA member Sam Svitenko, COO of ConSynSys Technologies, also a graduate of the Academy and a classmate of Waldo's, on a special tour of the USAFA. We'll have a mission briefing in the Visitor's Center and watch a video describing the day-to-day life of a cadet. Then thanks to Sam's help in arranging this tour, FISA members will visit different locations on the campus including the Center for Character & Leadership Development, the cadet library, an academic building and Mitchell Hall, the dining facility where 4,400 people eat at one time in a span of 30 minutes! Established in April 1954, the USAFA occupies 18,000 acres on the north end of Colorado Springs. It serves as an air force base and undergraduate college for officer candidates, which currently enrolls 4,000 cadets, employs 723 faculty members, and serves a community of about 25,000.

## Sponsorships

Show your support of FISA and promote your company by being a Sponsor of the 2023 FISA Annual Conference. All sponsors will be recognized verbally during the Conference, in on-site signage, and in the *Distributor News*. You may include your sponsorship with your Conference registration or if you prefer separating the sponsorship, you may email the sponsor form to [stella@fisanet.org](mailto:stella@fisanet.org) or phone FISA at 336-274-6311. FISA appreciates your support.

## About the Resort

The Cheyenne Mountain Resort, a Dolce property, is a four-diamond Resort offering beautiful views of the Rocky Mountains. The 316 rooms and suites of the Resort are located in eight separate



Lodge buildings. Each building is only a short walk to the Main building with the meeting rooms, restaurant and bar. The 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.

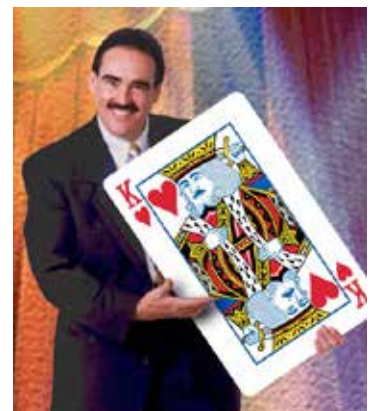
Advance reservations are highly recommended for the Spa. [CLICK HERE](#) or call 719-538-4071.

## Transportation

If you fly directly into Colorado Springs Airport (COS), it is a 15-minute drive to the Cheyenne Mountain Resort from the airport. There are taxis available outside the arrivals area of the airport, and Uber also picks up at the airport. The cost would be approximately \$35-50 depending on time of day. Rental cars are available and parking at the Resort is free. If you fly into Denver (DIA), it is about a 90-minute drive from Denver to the Resort. Groome Transportation offers direct shuttle to/from Denver to the Springs. Groome Transportation or phone 719-687-3456. Taxis can take guests to the Springs, but cost would be about \$200 for the one-way trip. Rental cars are available.

## Saturday Night Gala

On Saturday night, September 23rd, celebrate our time together learning, networking and exploring Colorado Springs with a special closing dinner. We'll start with cocktails at 6:30 PM followed by dinner, a short Annual Meeting, and then special entertainment by Marko, a renowned magician. His performance is sure to mystify, entertain and leave you laughing. Dress for this festive evening is "Pushed Up" as well. For the ladies, dressy attire is recommended and for the men, jackets are requested.



## NEXTGEN PANELISTS ANNOUNCED

On Friday morning, the 2023 FISA Conference Agenda includes a NextGen panel discussion sponsored by CSI and moderated by FISA Board member Andy Soukup, who is VP of Triplex Sales and a NextGen member. NextGen members are those members under 40 years of age. Their perspectives are important in shaping the future of the hygienic processing industry. In addition to Andy, we'll have three panelists.



**Emily Kloos Gentile** is currently Operations and Engineering Manager at OCS Process Systems. Emily says, "We are a distributor and long-

time FISA member as well as a family-owned business. I graduated from the University of Dayton in 2013 with a Bachelor's in Mechanical Engineering and in 2018 with a Master of Science in Engineering Management. Prior to working at the OCS Process Systems I worked in Hamburg, Germany for a year after college for Fristam Pumpen as an Engineering Trainee. When I returned to the US, I was hired at Seepex Inc. and worked there for about three years as an Application Engineer. Outside of this industry, I also teach group fitness classes to help others achieve their health goals in staying active through life. I am interested in participating in NextGen events to help new members grow and learn as we become the future of the industry. I am looking forward to speaking about integrating the current generations as well as planning for a path forward. FISA has been an inspiration to my time in this industry, and I am hoping to pass that inspiration on to others as they join this group."



**Kevin Nieuwenhuis** is currently America's Regional Leader – Application Engineering & Technical Sales with SPX Flow and has been with the

company for eight years. He graduated from the University of Wisconsin-Madison with a BS in Chemical Engineering in 2012 and prior to joining SPX Flow, he was with Seiberling Associates/Haskell – for two years where he specialized in the design, development, and on-site start up support of process and CIP/SIP systems for clients in the food, dairy, and pharmaceutical industries. He enjoys golf and will be getting married just two weeks before coming to Colorado Springs. Kevin says, "I am very passionate and grateful to be a part of the Hygienic Processing community. Currently, I manage a team of 17 individuals with a very wide range of experience levels (6 months – 43 years). I am excited to share ideas and discuss new ways we can continue to attract, retain, and develop young professionals in our industry."



**Ryan Frimel** is currently National Sales Manager of Burkert Fluid Controls for the Process Team. The Process Team covers the Food/Beverage and Pharma/Biotech industries, and is a major focus for Burkert. Ryan says, "In college, I studied International Business at Missouri State University. I have been with Burkert for three years, and prior to joining Burkert, I had the privilege of working at one of Burkert's Distribution Partners. The experience I gained by working in distribution prior to working for a manufacturer has provided a valuable perspective in strengthening our distribution model and understanding the needs of our distribution partners. I am excited to be a panelist on the NextGen event and participate in a discussion sponsored by CSI. Sharing ideas, best practices, and networking is what makes FISA great – and its even more important for the NextGen group to strengthen those bonds and learn from our peers in the industry. My wife and I currently reside in St. Louis, Missouri with our dog, Charlie."

## Paralympian Speaks at Spouse/Companion Breakfast



**T** Tyler Carter, TC or Captain America (as his friends call him) recently completed his career at the Beijing 2022 Paralympics where he was named one of the Flag Bearers for the Opening Ceremonies. Tyler will be the speaker for the FISA Spouse/Companion Breakfast on Friday, September 22nd in Colorado Springs.

Tyler has an inspirational message and shares the story of how he lost his right leg below the knee at the age of one since he was born without the fibula bone. Not letting that deter him, he participated in many sports while growing up and discovered his love of alpine skiing. His journey to becoming a three-time Paralympian in alpine skiing is a great story of perseverance and dedication.

**There is no charge to attend the breakfast but be sure to register online when you register for the Conference.**

### Spouse/Companion Breakfast

Friday, September 22  
8:30 am - 9:45 am

**REGISTER ONLINE**



# 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, 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)

## Feldmeier



Dave Pollock

**Dave Pollock**, Feldmeier's former VP of Sales, assumes the role of Chief Operating Officer. In his role as COO, Dave is responsible for the organization's day-to-day operations and collaborating closely with Clark and the Executive Committee in setting and driving organizational vision and operations strategy. He also serves as a member of the Executive Committee.



Randy Williams

**Randy Williams**, Feldmeier's former Midwest Regional Manager has been promoted to Director of Sales. Randy is responsible for all field sales activities and customer relationships. The Feldmeier Regional Managers will report to Randy.

## VNE



Viki Gridley

Please join us in extending our best wishes to **Viki Gridley** who will retire from VNE Corporation June 2, 2023. Viki has been the Inside Sales Manager at VNE for the last 13 years.

Viki has been an integral part of VNE. Her dedication and commitment to our company, her team, and our customers has been admirable. Viki's contributions will always be valued and remembered. While we are sad to see Viki go, we wish her the best for the future and new adventures. Please help us congratulate Viki on her retirement. With Viki's retirement,



Jessica Pasiecznik

VNE Corporation is pleased to announce the promotion of **Jessica Pasiecznik** to Inside Sales Manager. Jessica brings 13 years of experience working with VNE. With her success in previous roles as a Customer Service Representative and Project Coordinator she brings a considerable amount of knowledge and experience to our organization and industry, along with her dedication of giving exemplary customer service. Jessica will be responsible for managing the customer service programs, staff, supporting sales and daily department activities. We also would like to congratulate



Melissa Bauwens

**Melissa Bauwens** who has been

promoted to Project Coordinator. Melissa has nine years of knowledge and experience with VNE as a Customer Service Representative and fill-in Project Coordinator. Melissa will continue to give excellent Customer Service and support while focusing on our Customers Project needs.

## M.G. Newell Corporation



Brian Jones

**Brian Jones** has been named Vice-President of Engineering effective immediately. In this role, Brian will report to Gray Sherrill, President of M.G. Newell. Brian brings over 28 years of extensive experience in process and project management, automation, and team leadership to his new role. Prior to M.G. Newell, Brian worked for Gilbarco, Inc. as their Vice-President of Global. He graduated with an MBA from Elon University and has a Bachelor of Science degree in Electrical Engineering from N.C. State University. Brian is also a Licensed Professional Engineer (North Carolina).



Rob Robinson

**Rob Robinson** has joined the company as a Project Engineer in the Greensboro, NC office. In this position, Rob will report to Tony Saenz, Director of Engineering, Greensboro Division. Rob brings over 10 years of engineering experience to M.G. Newell. Previously, he worked for Industrial Air as a Project Engineer designing industrial HVAC and piping systems.



Audra Whitaker

**Audra Whitaker** has joined the company as a Project Engineer in their Louisville, KY office. In this position, Audra will report to **Aaron Sprowl**, Director of Engineering, Louisville Division. She has more than six years of engineering experience to M.G. Newell. Previously, she worked for MXD Process as an Application Engineer. Audra has a B.S. in Mechanical Engineering from the University of Louisville ([audra.whitaker@mgnewell.com](mailto:audra.whitaker@mgnewell.com)).



Joseph Graf

**Joseph Graf** has also joined the company as a Project Engineer in their Louisville, KY office. In this position, Joseph will report to **Aaron Sprowl**, Director of Engineering, Louisville Division. Joseph brings over four years

of engineering experience to M.G. Newell. Previously, he worked for Lockett & Farley as a Project Engineer, Joseph has a M.S. and a B.S. in Mechanical Engineering from the University of Louisville. Joseph has passed his P.E. exam in Thermal & Fluid Systems and will have his P.E. License this fall after completing his experience hours.

### Advance Fittings



Steve Forner

We are excited to welcome **Steve Forner** to the Advance Fittings team as our new Sales Manager. Steve will help drive our growth as a leader in high quality, stainless fittings, and

custom components. Steve is a graduate of the University of Wisconsin Oshkosh where he holds a Bachelor's degree in Business Marketing and a Bachelor of Science. Prior to joining the Advance Fittings team, Steve held a variety of sales roles for manufacturers including National Account Manager at Life Fitness where he worked with accounts such as Amazon, Costco, and Lowes. Most recently he worked at Big Chief Inc.

### United Industries



Leah Jackson

**Leah Jackson** joins United with more than 10 years of sales experience. She will be responsible for distributors in the hygienic and pharmaceutical industries.



Olivia Mortimer

**Olivia Mortimer** has been in sales for the last five years, and will be working with United's ferritic stainless steel customers. United Industries is a manufacturer of Stainless Steel laser welded tubing.

### Wayland Industries



Paul Youngren

Wayland Industries is pleased to announce that **Paul Youngren** has joined the company as their newest National Account Manager and will be based out of Los Angeles, CA. Paul has over 30 years of sales and management experience in the PVF industry at the master

distributor, and manufacturer levels. Paul began in the PVF industry in the mid 90's with a regional pipe nipple manufacturer in Los Angeles and then moved over to Smith-Cooper International where he held various sales management roles for over 23 years. Paul has an AS degree in General Sciences from Riverside City College, Riverside, CA.

### Rubber Fab



Gary Huether

**Gary Huether**, General Manager of Rubber Fab for the past seven years, retired at the end of March. Gary came to Rubber Fab when they were acquired in April of 2016 by Garlock.



Erika Randall

During his time at Rubber Fab he has doubled the business. Rubber Fab wishes him well in his retirement. The new General Manager is **Erika Randall**. Erika first joined Garlock in 2006 and has held various positions as Customer Service Manager, VP Business Excellence, and currently is VP of Operations at Stemco, one of their sister companies. Erika has been working closely with Gary so the transition of leadership will be smooth. Please join Rubber Fab in welcoming Erika.

### Steel & O'Brien



Karl Szacilowski

Steel & O'Brien Manufacturing is pleased to announce the addition of **Karl Szacilowski** as Product/Category Manager. In this role he will serve as Steel & O'Brien's sanitary valve, pump, and replacement parts expert with in-depth knowledge of the broader market, product lines and pricing. Karl has a background in engineering in the nutraceutical industry. In prior roles within the commercial IT/electrical industry, his responsibilities ranged from product management, high-level technical support, and development of various solutions, sometimes custom-tailored, to individual clients. Headquartered in Arcade, NY, Steel & O'Brien is a manufacturer of stainless-steel process equipment, including sanitary and BPE fittings, tubing and valves for industries with strict hygienic

and high-purity standards. For more information, visit [steelobrien.com](http://steelobrien.com).

### Tel-Tru Manufacturing



Jessica Frank

Tel-Tru Manufacturing is pleased to announce **Jessica Frank** has accepted the position of Director of Sales. Jessica holds an MBA from the University of Rochester.

She built her career in the scrap metal recycling industry on operational excellence and profit optimization. Jessica comes to us most recently from the optics manufacturing industry where she applied her transformational leadership skills.

### Dixon Valve



Scott Reimer

Dixon Valve is excited to announce **Scott Reimer** as the new inside sales representative for the Dixon Sanitary division as of June, 2023. With a strong industrial sales background spanning over 20+ years, including eight years at Robert James and 13 years at Columbia Pipe, Scott brings invaluable expertise to the team. As the inside sales representative, Scott will play a crucial role in strengthening customer relationships, driving sales, and providing exceptional support to Dixon Sanitary's valued customers.

### Andron Stainless

It is with mixed emotions that we announce the retirement of **Mary Brown**. Mary has been with Andron since 1996. During her 27 years at Andron, she has participated in almost every aspect of our business including shipping, administration, inventory control and sales. We wish Mary all the best in this next chapter of her life. The Andron Team will miss her greatly.

We are pleased to announce that **Kathy Schumpert** is the newest member of our Sales Team, effective May 1, 2023. Kathy is new to the food and beverage industry but has a diverse and successful background in sales, purchasing, operations and consulting. Kathy earned her Bachelor of Science in Management and Merchandising from Winthrop University. Her experience, professionalism and enthusiasm have enabled her to have an immediate impact with our team.

## WELCOME NEW MEMBERS

### ■ Emerson Automation Solutions

**Contact: Adam Lavallee**  
5321 Gibbon Rd Suite K  
Charlotte, NC 28269  
980-298-1519  
adam.lavallee@emerson.com  
www.emersonprocess.com

Emerson combines advanced technologies, industry-leading expertise and an insatiable curiosity about the world to create sustainable solutions for our customers. Emerson's comprehensive portfolio helps OEM's and distributors, together with their end users, create differentiated business outcomes. Emerson's experts can help meet ambitious sustainability and energy efficiency goals, assist with preventative or predictive maintenance to reduce downtime, and improve overall equipment effectiveness (OEE) and productivity for OEM's, distributors and end users. We're excited to announce that we're now part of FISA and we look forward to discussing a strategic partnership with you.

### ■ Fluid Flow

**Contact: Rick McDaniel**  
7255 E 46th St.  
Tulsa, OK 74145  
Phone: 918-691-1288  
rickmcdaniel@fluidflow.com

Fluid Flow Products Food Division is constantly expanding our footprint of Food focused, market specific salespeople. We started in the Central and South Central US and are adding people and sister companies throughout the Southeast, Mid-Atlantic and Ohio Valley. We sell mechanical process equipment, valves, and automation into a variety of plants, especially further processing (value added) plants. Our process equipment includes compressed air, Filtration, vacuum, Hygienic and specialty pumps and products, and process heating equipment. Whether you are a customer needing application assistance and expertise, or a manufacturer looking for a true partner, we would love to earn your trust.

### ■ Weidner

**Contact: Brad Colligan**  
135 West 7065  
South Middle, UT 84047  
801-565-9595  
brad.colligan@weidnerpro.com  
www.weidnerpro.com

Weidner provides world-class hygienic equipment services to the food & beverage industry. We stand apart as an industry leader through our unmatched capability to service large quantities of valves in a short period of time. Weidner adapts to changing market conditions and continuously disrupts our business, bringing the best possible solutions to our customers. We have a fierce commitment to exceeding customer expectations. In addition to providing hygienic equipment services in the food & beverage industry, Weidner supplies mission-critical instrumentation & controls to the following industries: oil & gas, mining, pharmaceutical, and power. The company also provides safety solutions to first responders and industrial workers. Established in 1959, Weidner is a family-owned and operated company based in Salt Lake City, Utah.

### ■ Koss Industrial

**Contact: Ty Patritto**  
1943 Commercial Way  
Green Bay, WI 54311  
Phone: 920-469-5300  
ty.patritto@kossindustrial.com  
www.kossindustrial.com

Koss is a leading manufacturer of custom stainless steel processing equipment and a preferred provider of quality products and services to the cheese, dairy, food, beverage, and other sanitary industries. High quality and durable equipment such as processed cheese equipment, CIP/ COP systems, Pasteurizer skids and much more.

## MARK YOUR CALENDAR

**JUNE 14, 2023 • 2:00 – 2:45 PM ET**  
B2B Capex, Inventories & Investments Considerations Webinar

**JULY 1, 2023**

Renew FISA Membership

**SEPTEMBER 21- 24, 2023**

FISA Annual Conference  
Colorado Springs, CO

**NOVEMBER 1, 2023**

UID Scholarship Applications Due

**NOTE:** If you have a Marketing Manager, email his/her contact information to [stella@fisaset.org](mailto:stella@fisaset.org) so that person can be added to database

## STAY CONNECTED ON LINKEDIN

**By Chris LoPresti,**  
*Andron Stainless*



- Want to stay up to date with industry news?
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Then follow the FISA company page on LinkedIn! Here you will find posts on the latest news from FISA and information about upcoming events.

Feel free to repost the news and help us spread the word about the exciting things happening with FISA.

Share this link with your fellow coworkers and promote FISA!

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## IN MEMORIAM

**FISA extends our sympathy to the family and friends of Rich Carver, co-owner of The Williams-Carver Company, who died on April 4th. For nearly 40 years, he served the company and the industry.**