

## 2023 FISA PLANNING MEETING LOOKS TO FUTURE

**B**eth Kloos of Haynes Manufacturing and Ed Ciampi of Chicago Stainless were invited to participate in the 2023 FISA Planning Meeting when the FISA Board of Directors met in Orlando, Florida in early February. Each year, the Planning Meeting is a time to assess trends in the hygienic industry and specifically focus on how FISA is serving the membership in meeting the challenges of a changing marketplace. Trish Lilly, a consultant to NAW, was the facilitator of the meeting.

Participants opened the meeting with a business conditions roundtable including an assessment of 2022 business conditions, 2023 outlook and predictions on what will have the greatest impact on their business in 2023: In summary:

- Most attendees reported a record year in 2022
- Expectations for 2023 are running high

When reporting what will have the greatest impact on the industry in 2023, participants noted:

- Leveraging technology
- Human capital and workforce challenges
- Supply chain issues
- Increasing use of automation and robotics
- The economic uncertainty - inflation
- Work/Life balance
- Global implications
- Maintaining company culture in building company
- Employee empowerment

These issues are very similar to those noted in 2022 with an increased emphasis on challenges being faced in the workforce. New this year was an increasing emphasis on how to further the development and engagement of the NextGen group, who are FISA members under the age of 40 years.



**( Front L to R )** Andy Soukup, Triplex Sales; Jim Brink, SPX Flow; Joe Gamradt, Anderson-Negele; Jason Ryan, FCX;  
**( Standing L to R )** Barry Dobbins, Dobbins Company; Eric Perkins, Statco/DSI; Chris LoPresti, Andron Stainless; Ola Weststrom, Endress+ Hauser; Beth Kloos, Haynes Manufacturing; Ed Ciampi, Chicago Stainless; Debra Tracy, Lighthouse Process; Tony Roisen, Quality Stainless

Each year, Planning Meeting participants review data trends and it was interesting to note that member surveys from January, 2023 and January, 2017 were very similar in responding to the question of what is the biggest challenge you face in your business? In both surveys six years apart, the number one issue was hiring and retaining employees. FISA will be addressing this issue in sessions planned for the 2023 Annual Conference.

In addition, the group identified key trends that will have the greatest impact on the hygienic processing industry in 2023:

- Ready to drink cocktails
- THC-infused products
- Non-alcoholic beer
- Non-alcoholic craft spirits
- Oat, almond milks
- Sustainability
- Pharmaceutical documentation
- Pet food
- Alternative proteins

- Liquid drugs
- Gene therapy

In meeting the challenges in the hygienic processing industry, FISA members are focused on strengthening the partnerships between distributors and manufacturers. The commitment to distribution and these partnerships are what separates FISA from other trade associations.

### MISSION

FISA is the trade association dedicated to promoting distribution in serving hygienic processing industries.

### VISION

FISA strengthens and grows our member companies through relationships, connectivity, and education.



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**  
SPX Flow

**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

**FISA Address:**  
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Greensboro, NC 27408  
Phone 336-274-6311  
www.fisanet.org

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

# FROM THE PRESIDENT



To all,  
It is hard to believe that we are already entering into the second quarter of 2023. Where has the year gone already? Although there were many challenges that were unknown, we hope everyone ended

2022 with a successful year. The industry continues to be very strong, and I feel we were all very fortunate last year.

In February, the Board met in Florida for our annual Planning Meeting to review FISA's goals and plan the Annual Conference. I would like to thank our new board members, Deb Tracy of Lighthouse Process and Chris LoPresti of Andron Stainless for joining us. They are a great addition to the group. Also, our invited guests for the Planning Meeting, Beth Kloos of Haynes Manufacturing and Ed Ciampi of Chicago Stainless, were great contributors. During our meeting, we spent a lot of time analyzing the comments from member surveys and conference surveys. There were a lot of good ideas that helped us to plan our next conference.

Our only goal and challenge is: how do we improve this year's conference to be even better than 2022? Your comments helped guide us, and we appreciate your input. We also reviewed the keynote speakers in great detail. We feel we have a great line up and actually pushed it up to a new level which you will be hearing about soon. To all the Planning Meeting participants, I want to say thank you for sharing your expertise and volunteering your time.

I am very excited about the initiative of the

NextGen Group. This is the future. Not only for FISA, but our industry. We have added a NextGen panel discussion to the conference program agenda, and you will read in this newsletter about upcoming virtual meetings for our under 40 age group. Board member, Andy Soukup, is heading the NextGen group and is doing a fantastic job. I want to personally thank Andy for his contribution and direction.

In our industry, we should always be looking for new market trends. One area that is trending fast is plant-based beverages. The global plant-based beverages market size was valued at USD 24.42 billion and will expand further at a compound annual growth rate (CAGR) of 12.7% from 2023 to 2030. Plant-based beverages, such as Almond Milk, Soy Milk, Oat Milk, Rice Milk and smoothies, are seeing high demand due to their health benefits and nutritional properties. These beverages are not only consumed by health-conscious people but also by lactose-intolerant consumers. The increasing trend of veganism is also promoting the demand for plant-based beverages across the globe. Recent studies show that younger consumers aged between 18 and 40 years are more likely to choose a plant-based diet and are the primary promoter of plant-based beverage trends across the globe. This industry may be an area for your organization to concentrate on for the next several years. It seems to be growing fast and a niche.

I would like to wish everyone a prosperous 2023. Look forward to seeing everyone soon!!

Eric Perkins, Statco/DSI

## Promoting Distribution Is a Team Effort

Help FISA grow by recruiting new distributor members. FISA is focused on strengthening the distribution channel. Here are three reasons to join FISA:

- ▶ Improve the productivity, profitability and performance of your business. FISA offers outstanding educational opportunities through UID, provides excellent speakers at Annual Conferences, and has special discounts available for members.
- ▶ Advance the profession – Channel Leadership. FISA is committed to promoting the value

added services of distributors to manufacturers and end users.

- ▶ Stay connected. FISA offers networking opportunities, provides information about member companies through this newsletter and keeps up with industry trends through NAW.

FISA membership is an investment in your future. Reach out to your vendors who are not members and tell them about the benefits of membership. It's a team effort. Email the name of a prospective distributor member to stella@fisanet.org.



# FISA NEXTGEN NETWORKING EVENT SPONSORED BY THE WILLIAMS CARVER COMPANY



## NextGen Virtual Networking

Friday April 21, 2023

3:00 PM CST

To Register:

<https://forms.gle/KZYQZWrSjVue7D9W8>



Andy Soukup

We are excited to announce our upcoming networking event open to all FISA NextGen members under the age of 40 on Friday, April 21 at 3:00 PM CST. This event is designed to bring together young professionals throughout our industry and provide a platform for networking, learning, and collaboration. Our first virtual networking event will feature introductions and a moderated discussion centering on the latest industry trends, upcoming events, and issues shaping our industry.

Most importantly, this event will provide

a forum for networking and relationship-building. Attendees will have the opportunity to connect with peers, vendors, and customers who can share stories and knowledge that will help guide young professionals along their career path. We encourage everyone to come prepared to share their industry experiences and insights and to be open to learning from others.

Registration for the kick off NextGen virtual networking event is now open and we encourage all FISA members 40 and under to attend. This event is a unique opportunity to connect with peers in the industry and build relationships that can help further your career.

We look forward to seeing you at the event.

## WELCOME NEW MEMBERS

### HRS Heat Exchangers

Contact: **Waly Niane**

840 Kennesaw Avenue NW Ste 1

Marietta, GA 30060

Phone: +1 770 726 3540

[info@us.hrs-he.com](mailto:info@us.hrs-he.com)

[www.hrs-heatexchangers.com/us/](http://www.hrs-heatexchangers.com/us/)

HRS Heat Exchangers provide a range of heat exchangers, components, modules and complete processing systems that help you to optimize production, make the most of raw materials, whilst reducing energy consumption, waste and emissions. Sanitary processors around the globe rely on our technologies including heat exchangers, pumps and solutions for aseptic filling. These are supplied as stand-alone components or in customized process solutions designed to client specification. With over 40 years' experience specializing in design and manufacture of an extensive range of turnkey systems and components incorporating our corrugated tube and scraped

surface heat exchanger technology, in compliance with the Global Sanitary Standards. HRS has a global network of offices: USA, Canada, UK, Spain, Mexico, Australia, India and Malaysia; with manufacturing plants in Canada, India and Spain.

### System Cleaners, Inc.

Contact: **James Whelan**

909 South Vista Ave. Suite B

Independence MO, 64056

Phone: 816-285-0700

[jaw@systemcleaners.com](mailto:jaw@systemcleaners.com)

[www.systemcleaners.com](http://www.systemcleaners.com)

For over 30 years, System Cleaners has been a trusted provider of top-quality cleaning solutions for food and beverage processors worldwide. With headquarters in Denmark and a subsidiary in the US, we design and provide state-of-the-art manual and automated cleaning solutions for open plant cleaning and a variety of applications, such as conveyor belts, filling machines, spin chillers, and spiral freezers. We under-

stand the importance of listening to our customers and offering tailored cleaning systems that meet their unique requirements and standards for hygiene and food safety. At System Cleaners, we work closely with our customers to understand their challenges and design optimal solutions that deliver results. Our cleaning solutions leverage innovative technology for surface cleaning. Our customers can achieve high levels of food safety and hygiene while reducing cleaning time and operational costs. As the global leading manufacturer of open plant cleaning solutions, we have an extensive network of distributors and service providers in more than 100 locations worldwide, and in close collaboration, we deliver the best cleaning solutions for the food and beverage industry.

We're excited to announce that we're now part of FISA and we look forward to meeting and networking with other industry leaders at the next conference.

# LOOKING AT THE FUTURE OF WORK

At a recent NAW meeting for association executives, futurist Scott Steinberg, said that according to SHRM (Society for Human Resource Management), half of all workers want their next position to be a remote one. Additionally, 97% of respondents to the SHRM survey indicated they would like to work remotely at least part-time. As Steinberg said, the “genie is out of the bottle.” Combining this with continuing labor shortages, business leaders need to give their HR and workforce management strategies a next-gen upgrade. In other words, it is going to be critical to invest equally heavily in workforce-related training, education, and support in the years ahead, and think about how to offer workers more flexible work opportunities, working models, and benefits that are better tailored to their individual needs, career goals, and lifestyles. Likewise, game-changing innovations like AI and machine learning are now gaining in prominence and prevalence, and business leaders must keep an eye on what advancements fit their needs.

Steinberg suggested that as you start to look at what the future of work looks like for your company, four key areas of strategic thinking can help guide your planning efforts:

- **Vision** – establish a more future-focused and flexible plan for how your business will work and operate in an unpredictable business environment.
- **Productivity** – contemplate how to best leverage technology and connectivity to optimize employee empowerment, support, and productivity.
- **Culture** – embrace greater diversity and inclusion at every turn to bring non-traditional voices to the table to help drive added engagement and innovation.
- **Oversight** – work to build strong, resilient, and accountable cultures and prepare your business to adapt to growing workforce issue complexity and the growing demands of regulatory compliance and oversight.

For the first time in history, we now have five generations in the workforce, all of whom learn, work, communicate, and consume information in vastly different fashions. Finally, Steinberg outlined the business trends he is seeing that will have

the greatest impact on businesses:

- Artificial intelligence (AI) and automation will play a greater role.
- In a world of growing distance collaboration, where schedules, working setups, and work hours may differ by individual, it will become more challenging to secure time on others’ schedules and build meaningful relationships with them.
- People are increasingly distracted, and it is becoming harder to capture and hold their attention.
- Employees are putting a heightened emphasis on work-life balance and learning, growth, mentorship, and career advancement.

**And in conclusion, you should think in the coming years:**

- Which tasks will be performed by humans, machines, or both in the coming years?
- How will automation, artificial intelligence, and digital transformation technologies change the fundamental nature of the work that you do?
- What skills, resources, and capabilities will you need to cultivate internally in the future to drive continuing growth – how well do your current workforce capabilities map to them?
- What more flexible and elastic plans can you put in place for managing remote, hybrid, and on-site workforces?

- Do you have the technology and operating infrastructure in place that’s needed to effectively help your team and partners collaborate, work and remain productive under any circumstance?



## Get Ready to... Push It Up!

Mark this date on your Calendar.

**When?** September 21-24, 2023

**What?** 2023 FISA Annual Conference

**Where?** Cheyenne Mountain Resort  
Colorado Springs, CO  
[www.cheyennemountain.com](http://www.cheyennemountain.com)

Details are coming soon about the dynamic program planned for FISA members to **Push It Up** and take your businesses to the next level.

Inspired by our speakers and the natural surroundings in Colorado Springs, you will leave this Conference energized, invigorated and inspired.

## FISA to Offer Three Economic Webinars

FISA, in conjunction with the Association Education Alliance (AEA), will be offering a series of three webinars this spring with Alex Chausovsky, who is Vice President, Analytics & Consulting Miller Resource Group. He is a highly experienced market researcher and analyst with more than twenty years of expertise across subjects including economics, industrial manufacturing, automation, and advanced technology trends. Alex was the host last year for a popular series of six economic webinars.

This year, the webinars will deal with Macroeconomics and each session will be thirty minutes in length with an additional 15 minutes for questions and

answers. Mark your calendars and the Zoom links for registration will be coming.

### Session 1: Macroeconomics I – Inflation and Interest Rates

**Date:** Thursday, April 13, 2023  
Time: 2:00 – 2:45 PM ET

### Session 2: Macroeconomics II – Commodity and Input Prices

**Date:** Wednesday, May 10, 2023  
Time: 2:00 – 2:45 PM ET

### Session 3: Macroeconomics III: B2B Capex, Inventories, and Investment Considerations

**Date:** Wednesday, June 14, 2023  
Time: 2:00 – 2:45 PM ET

# 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 June 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*

## Statco/DSI



John Piazza

We are pleased to announce that effective March 1, 2023, **John Piazza** has joined Statco-DSI as the Vice President of Operations, reporting directly to **Eric Perkins**. Due to his location, John will be working out of the St.

Louis office. John's background is in Chemical Engineering, completed at the University of Illinois, and the Agri-industry. He has spent the past 20 years working for Alfa Laval and for the last 11 years, he held a role as Senior Vice President of the Food & Water division in the USA. In this role, he managed a team of 125 sales professionals, engineers, and customer service representatives in a variety of departments including food, beverage, dairy, personal care, pharma/biotech, and industrial/municipal wastewater. His focus was on new equipment sales including pumps, valves, heat exchanger, separators, and membranes, and services sales including parts, field service, and service center repairs.

## QualiTru Sampling Systems



Samantha Welch

QualiTru Sampling Systems is excited to announce that **Samantha Welch** has joined QualiTru as their new Quality Manager. Samantha graduated from the University of Minnesota with a degree in Bioproducts and Biosystems Engineering, specializing in Food Engineering. She has experience as a brewer in a Milwaukee craft brewery and most recently worked in the quality department at a dairy production facility in the Minneapolis area. She brings hands-on beverage production and quality experience and is looking forward to applying that knowledge at QualiTru. Welcome, Samantha.

## M.G. Newell Corporation



M.G. Newell Corporation, a distributor and full-service systems integrator of hygienic processing solutions, has opened a second location in Greensboro. The new location at 7004

Cessna Drive will house the Greensboro Division and the Newell Automation Division. The 40,400 sq ft of additional space includes 17,700 sq ft of skid fabrication and testing space as well as 5,300 sq ft for their UL508A Certified panel shop. The Corporate headquarters will remain at the original location on Citation Court.

## Ampco Pumps Company



Lori Neisner

Ampco Pumps Company announces the promotion of **Lori Neisner** to Executive Vice President. Neisner, who has supplied Ampco Pumps with more than 30+ years of business leadership, has been a driving force within

the company helping it to grow into one of the leading pump and process equipment manufacturers serving the sanitary, pharma, marine and industrial markets. Ampco also announces the promotion of **Joel Wilde** to Vice President of Operations. Wilde's 14-year tenure with Ampco and his performance in his recent role as Operations Manager for the company was pivotal in streamlining production practices for increased manufacturing output, maintaining efficient production schedules and controlling operational expenses in the face of recent industry supply chain issues. Joel's success in this area helped Ampco to structure an efficient expanded manufacturing workforce and production output to meet the increased demand.

**About Ampco Pumps Company:** Ampco Pumps Company, is a global manufacturer of centrifugal and positive displacement pumps, including the Ampco Applied Products division of mixing & blending and product unloading equipment. Headquartered in Glendale, Wisconsin and internationally positioned from the Ampco Pumps Company GmbH facility, located in Herxheim Germany, the Ampco Pumps Company serves the sanitary, marine and industrial markets. [www.ampcopumps.com](http://www.ampcopumps.com)

## Enerquip

Enerquip is excited to announce the addition of **Shailendra Secharan** to its Sales team. Secharan will be a central point of contact for customers seeking industrial heating equipment, including thermal fluid heaters, tank



Shailendra Secharan

heating coils, economizers, and more. Enerquip's sales team performs thermal calculations, product design, and ongoing project management. "Shailendra comes to Enerquip with over a decade of industry thermal design experience," says **Ron Herman**, Director of Business Development. While Secharan has spent much of his recent work in sales, his career began in the technical design of heat exchangers and heat transfer technology. Secharan is a native of the island of Trinidad & Tobago. In high school, he majored in physics, mathematics, and applied mathematics which allowed him to pursue a bachelor's degree in Mechanical Engineering at the University of the West Indies, St. Augustine (Trinidad & Tobago). Following college graduation, he moved to the U.S. and now resides on the Texas gulf coast. Secharan said. "After meeting with the Enerquip team, I saw that the company culture was very tight-knit and supportive. Company culture ranks at the top when working with a team since open dialogue and communication are important in being successful as a company."

### Stuart W. Johnson & Co., Inc.



Jeff Miller

**Jeff Miller** has joined Stuart W. Johnson & Co., Inc. as an inside sales representative. He comes to SWJ with over 20 years of sales and sales management experience in the areas of

bearings, plastics and pumps. A graduate of Southern Illinois University with a degree in business administration, he recently served in distribution and district sales manager roles with Peer Bearing.

### VNE Corporation



John Georgen

VNE Corporation has named **John Georgen** as Vice President of Sales and Marketing. VNE Corporation is the U. S. Subsidiary of the Neumo Ehrenberg Group operating with over

30 companies worldwide. John has 22 years

of experience working for VNE Corporation in various roles. John is a member of the American Society of Mechanical Engineers, Bioprocess Equipment Dimensions and Tolerances (DT) and Surface Finish (SF) subcommittees. ASME BPE is an international standard used throughout the world for the standardization of fittings, valves and piping components for biopharmaceutical, API, hygienic process, and personal care industries. He is also a member of the Boston chapter of the International Society of Pharmaceutical Engineers (ISPE) and 3A SSI Working Group 3 (Fittings & Valves). "John was selected for this role because of his long dedication and continuing top sales performance in the areas of biopharmaceutical, valves and other hygienic piping applications," **Dan Larsen** the CEO of VNE, said. "He is uniquely qualified to lead our sales team with continued growth in all the markets that we serve."



Tom Olsen

VNE is pleased to announce that **Tom Olsen** is joining the company as Regional Sales Manager. Tom will be covering the Midwest Region of the US and will be responsible for maintaining a solid

distribution network with sales strategies for continued growth. Tom has an electronics background as well as sales and marketing experience and has worked in many aspects of the dairy industry.

### Perrigo Inc.

Perrigo Inc. would like to announce the addition of our four new team members.



Jim Oscovitch

**Jim Oscovitch** is their new Mid-Atlantic Sales Manager, covering New Jersey, New York and the Long Island area. He has over 20 years of experience in sales working within the Bio-Tech and Pharmaceutical Industries. LinkedIn: <https://www.linkedin.com/in/jim-oscovitch-4367231> Email: [joscovitch@perrigo-inc.com](mailto:joscovitch@perrigo-inc.com).

**Brian Scalata** is new Northeast Director of Sales. He has over 30 years of experience in



Brian Scalata

sales within this industry and has joined Jeff Marshall in covering New England. LinkedIn: <https://www.linkedin.com/in/brian-scalata> Email: [bscalata@perrigo-inc.com](mailto:bscalata@perrigo-inc.com)



Heather Webber

**Heather Webber** is a new Inside Sales Representative. She has over 20 years of experience in sales and technical support. Email: [hwebber@perrigo-inc.com](mailto:hwebber@perrigo-inc.com)



Austen Green

**Austen Green** is their new Outside Sales Representative, covering Connecticut. Prior to this, he was a summer intern at Perrigo Inc. for two years. LinkedIn: <https://www.linkedin.com/in/austen-green-36936b1b1> Email: [agreen@perrigo-inc.com](mailto:agreen@perrigo-inc.com).

All four new employees hit the ground running and look forward to continuing to meet both existing & new customers, along with Perrigo's OEM partners.

### Dixon Valve



Tyler Lear

Dixon Valve, manufacturer and supplier of hose fittings and accessories, welcomed **Tyler Lear** as the new Southwest Territory Sales Manager for Dixon Sanitary at the start of January,

2023. After graduating from Texas Tech University with a degree in Restaurant, Hotel and Institutional Management, Tyler entered the sales world and has been working in numerous roles the past five years. The most recent position being a Southern Territory Manager for Rubble Master. Tyler will be serving as the key point of contact for all new and existing customers in the southwest region of the US.

### Flow Control Holdings

Flow Control Holdings ("FCH"), a leading provider of sanitary flow components to producers of foods, beverages and pharmaceuticals, announced in December, 2022,

*Continued on next page...*



Scott Kerns

the appointment of **Scott Kerns** to the position of Chief Executive Officer. Kerns succeeds **Phil Pejovich**, who has served as CEO since 2018 and will stay on with the company in an advisory capacity as a member of the company's board of directors. Kerns has a diverse set of experiences, with extensive commercial and operations background, that has resulted in a track record of driving profitable growth while leading international businesses at Alcoa, IDEX Corporation and Control Devices. Kerns holds an MBA from the Fuqua School of Business, Duke University, and a bachelor's degree from University of North Carolina at Greensboro. He commented, "I look forward to working closely with the team at Audax to execute against the compelling opportunity in front us and leverage the resources Audax brings to the table to pursue a buy and build strategy that we expect to accelerate growth in the future." **FCH also recently announced the acquisition of three companies. Andron Stainless, a provider of sanitary stainless steel fittings, valves, tubing and accessories based in Columbia, SC, and Mississauga, ON was a recent acquisition.** The deal includes Andron Stainless Ltd., comprised of the company's Canadian operations, and Andron Stainless Corp., based in the U.S. "We are excited to welcome Andron to the FCH family," said Kerns, "This acquisition further expands our presence and capabilities in the food, beverage, and pharmaceutical markets that we serve. We are particularly excited about Andron's competency in machining and fabricating stainless steel components and assemblies for sanitary applications. **In addition, FCH announced the acquisitions of DSO Fluid Handling Company, Inc. and Flowtrend, Inc.** Terms of the transactions were not disclosed. "We are thrilled to welcome two of the leading names for sanitary-aftermarket parts to FCH," said Kerns, CEO of Flow Control Holdings. DSO **President Darrin Oppen-**

## News & Views, continued from page 7.

**heim** and Flowtrend President **Jan Hansen** have been appointed to leadership roles as members of the expanded FCH executive team. DSO will maintain an office in New Jersey, where DSO was previously based, while product fulfillment will be migrated to the Steel & O'Brien Manufacturing division of FCH, based in Arcade, New York. Flowtrend will operate out of its existing facility in Houston. FCH has expanded rapidly in recent months. "The acquisitions of DSO and Flowtrend, coupled with our prior acquisitions, provide considerable momentum as we become a leader in the sanitary flow control market," added Kerns. "These two businesses expand our product portfolio and improve our ability to service our existing customer base and prospective customers. We've taken an important step in executing against our strategic plans and remain intently focused on acquiring complementary businesses that enhance our offering of components and solutions. We will continue to evaluate opportunities to expand our family of FCH brands in the sanitary flow market."

**About Flow Control Holdings:** founded in 2018, Flow Control Holdings specializes in providing highly engineered sanitary and high purity flow components for market-critical applications within the food, beverage, and pharmaceutical industries. [www.flowcontrolholdings.com](http://www.flowcontrolholdings.com).

**About Audax Private Equity:** Audax Group is a leading alternative investment manager with offices in Boston, New York, San Francisco and London. Since its founding in 1999, the firm has raised over \$32 billion in capital across its Private Equity and Private Debt businesses. Audax Private Equity has invested over \$9 billion in more than 150 platforms and over 1,100 add-on companies and is currently investing in add-ons out of its \$3.5 billion, sixth private equity fund. With more than 360 employees and over 150 investment professionals, the firm is a leading capital partner for North American middle market companies. [www.audaxprivateequity.com](http://www.audaxprivateequity.com)

## ACE Sanitary



Peter Connery

ACE Sanitary is pleased to announce the addition of **Peter Connery** to the Ace Sanitary Sales Team. Peter will focus on growing his distribution accounts while cultivating Single Use Opportunities in the areas of Boston, Northern NJ and PA. Located in Woodbury CT, Peter brings over 14 years of PVF sales experience working in Bio-Pharm, Sanitary, Instrumentation and Industrial Markets. Ace Sanitary is headquartered in Cincinnati, Ohio and manufactures hose assemblies and Single Use Systems.

## IN MEMORIAM

**FISA sends our sympathy to the family and friends of Robert Davis (Rob) who passed away in November, 2022. Rob was Sales Manager for Northern California for Ferguson Industrial, formerly Duhig Stainless.**

## MARK YOUR CALENDAR

**APRIL 23, 2023 • 2:00 – 2:45 PM ET**  
Inflation & Interest Rates Webinar

**MAY 10, 2023 • 2:00 – 2:45 PM ET**  
Commodity & Input Prices Webinar

**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@fisanet.org](mailto:stella@fisanet.org) so that person can be added to database