

PLANNING MEETING CHARTS THE FUTURE COURSE OF FISA

The 2024 FISA Planning Meeting took place in Lido Beach, Florida January 28th – 30th. In addition to the FISA Board of Directors, invited guests included Kevin Kurstin of Wayland Industries, Pete Herb of Fristam Pumps USA and Jason Ryan of FCX Performance. Trish Lilly, a consultant, who was formerly Vice President of Thought Leadership for NAW, was the facilitator. The purpose of the annual Planning Meeting was threefold:

- To discuss market conditions and how FISA should evolve to remain relevant
- To evaluate FISA's performance and set measurable goals
- To plan the 2024 Annual Conference in Coeur d'Alene

The group reaffirmed FISA's mission and vision:

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.

Participants opened the meeting with a business conditions roundtable including an assessment of 2023 business conditions, 2024 outlook and predictions on what will have the greatest impact on their business in 2024. When reporting what will have the greatest impact on the industry in 2024, participants noted:

- Customer experience, service and support
- Semiconductor industry growth
- Retiring workforce; loss of knowledge and experience
- Finding and hiring people with specific industry knowledge
- Disconnect in distributor/manufacturer strategies



(L to R) Chris LoPresti, Kevin Kurstin, Andy Soukup, Pete Herb, Ola Weststrom, Ali Legatt, Jason Ryan, John Georgen, Joe Reynolds, Deb Tracy, Dan Eldon, Stella Jones, Barry Dobbins

- Pipeline management
- Digital transformation
- Cell and plant-based proteins
- Election

In reviewing FISA's performance in 2023, the group noted that member benefits were expanded by having three economic webinars offered free of charge, Dr. Chris Kuehl produced two FISA Economic newsletters, and the new FISA Business Academy was introduced.

In addition, the NextGen group (members under 40) led by Andy Soukup had an active year with two virtual meetings, a special networking event to kick off the Colorado Springs Conference last fall and then a NextGen panel discussion during the Conference which was well received.

Also, in reviewing 2023, Stella noted that several FISA members mentioned in Colorado Springs that they wanted FISA to develop an initiative encouraging more participation from women in the hygienic industry and specifically within FISA. You can read more about this exciting new program on page 3 of this newsletter.

Deciding the content for the upcoming Annual Conference is always a major part of the Planning Meeting, and this year was no exception. Discussion about conference content starts with a careful review of member comments from the 2023 Conference

in Colorado Springs as well as the recent January member survey. Through both surveys, it was clear that innovation and digital transformation is on your mind.

The theme for the 2024 FISA Annual Conference will be **Navigating Transformation**. Speakers are being finalized and the exciting speaker line-up will be announced soon. You can expect shorter presentations than usual enabling us to have more speakers and cover more of the topics you requested. Watch for more information coming next month about when registration will open and when you can book your room at The Coeur d'Alene Resort.

FISA 2024 Goals

FISA's main goal is to strengthen the Distributor/Manufacturer partnership.

In support of that goal, FISA will continue working to:

- Grow the Association.
- Develop the next generation of leaders.
- Explore and expand membership benefits.
- Promote FISA members as the Channel of Choice.
- Advance thought leadership in hygienic processing.



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.

**2023 – 2024
FISA Board of Directors**

FISA Officers:

President

Barry Dobbins
Dobbins Company

Vice President

Joe Reynolds
CSI

Past President

Eric Perkins
Promach

Directors:

Dan Eldon
Oliver M. Dean, Inc.

John Georgen
VNE

Ali Legatt
DCI

Andy Soukup
Triplex Sales

Deb Tracy
Lighthouse Process Corporation

Ola Westrom
Endress+ Hauser

FROM THE PRESIDENT



In our recent Planning Meeting, new Board members Ali Legatt, Dan Eldon and John Georgen participated for the first time along with invited guests Kevin Kurstin, Pete Herb and Jason Ryan. The participants represented a cross section

of those members newer to FISA along with those who have been active participants in the planning process for many years. Getting diverse member input is essential to evolving FISA to meet your needs.

You know FISA has a commitment to continuing education and the Board is so pleased that we have 27 people signed up to participate in the first class of the FISA Business Academy which starts March 20th.

You can read more about that in this issue but it's not too late to sign up and join the 15 FISA companies who are sending participants. The discount for three or more people from one company is still available.

In addition to the ten-week virtual Business Academy, we also have four members attending the in-person University of Innovative Distribution program March 11th - 14th in Indianapolis, IN. FISA is one of the sponsoring Associations and for years we have been offering two scholarships to UID.

Another new program that the Board of Directors is excited about is an initiative to encourage more participation from women in the hygienic processing industry and specifically in FISA. Special thanks to Devon Vogel of Nelson-Jameson who created the acronym WISDOM which stands for Women In Sanitary Distribution Operations Management. You can read more about plans already underway on page 3 of this newsletter.

Our NextGen members (those under 40) had an active year last year under the leadership of Board member, Andy Soukup. The group

had two well attended webinars, a networking event in Colorado Springs prior to the start of the 2023 Conference and they participated in a panel discussion during the Conference. Emily Gentile will be heading up the NextGen group this year and will be announcing plans soon for a spring virtual event and a special NextGen activity to kick off the 2024 Conference.

Speaking of the 2024 Conference, we are finalizing speakers now and will be announcing the full agenda soon. We carefully reviewed your comments from member surveys and the Board is directly responding to topics you want. The theme of the Conference is Navigating Transformation and in addition to an Economic presentation, you'll hear about Digital Innovation, AI, Cybersecurity, How to Increase Sales and hear a captivating closing speaker with a message to remember.

As you know, the Conference is an outstanding networking opportunity with 75- 80 different companies in attendance. In Coeur d' Alene, we'll have beautiful, unique outdoor venues for networking and a variety of activities that will be announced when registration opens. Because of the interest in this Conference, we are working to open registration sooner than usual.

As you make your plans to attend the Conference, please plan to be a sponsor of the 2024 FISA Annual Conference. It is because of your generous sponsorships that we keep raising the bar and reinvesting in more speakers, more virtual meetings and more educational opportunities. By pooling our resources, we are able to offer more than any single company can provide its employees. Most importantly, we are strengthening the partnership between distributors and manufacturers in the hygienic processing industry and that is the foundation of FISA

Feel free to reach out to me at any time with your comments and suggestions.

Barry Dobbins, Dobbins Company

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



2024 FISA ANNUAL CONFERENCE
The Coeur d'Alene Resort
Coeur d'Alene, ID • September 12–15, 2024
www.cdaresort.com

BOARD BRIEFS

The FISA Board of Directors met on January 30th in Lido Beach, Florida.

- Stella Jones reported a current membership of 121 companies with 50 Distribution companies, 68 Manufacturing companies and three Associate members.
- A motion was made and passed that the 2024 budget be approved.
- A motion was made and passed that FISA member dues for the 2024-2025 fiscal year beginning July 1, 2024 will be \$850 for Distributor members, \$1,700 for Manufacturer members and \$1,000 for Associate members.
- A motion was made and passed that FISA sponsor two scholarships to UID in 2025 with one of the scholarships designated for a NextGen member (under 40). Deadline for applications is November 1, 2024.
- Ola & Faith Westrom of Endress + Hauser will chair the 2024 FISA Annual Conference.
- Pete Herb, Fristam Pumps USA and Joe Reynolds, CSI, are Co-chairs of the Sponsorship Committee.

- Jason Ryan, FCX Performance, is Cvent Registration Chair.
- Emily Gentile, OCS Process Systems, is the 2024 NextGen Chair.
- Ali Legatt, DCI and Deb Tracy, Lighthouse Process Corp. are WISDOM Coordinators.
- Andy Soukup, Triplex Sales, is the new Engagement Chair and will be responsible for the conference app, assisting with the FISA website and outreach to grow FISA membership through LinkedIn.

Reminder of Board Policies:

- In order to attend the 2024 FISA Annual Conference, a company must have dues paid for the 2024-25 fiscal year.
- A company considering FISA membership may attend only one Conference as a non-member and when attending, the guest company pays regular member registration fees for that conference.
- Separate companies operating under one holding company must have separate memberships.

TAKE ADVANTAGE OF THE BENEFITS NAW OFFERS

FISA pays annual dues to be a member of The National Association of Wholesaler-Distributors (NAW) and through your FISA membership, you have many NAW resources available.

Log in to www.naw.org today and check out the many resources available to you free of charge through your membership in FISA.

The Future of Distribution is Here: Harness the Power of Generative AI with NAW and *McKinsey & Company*! Join us for a FREE 4-part webinar series delving into the exciting world of Generative AI and its power to reshape your industry.

Session 1 on March 5: Unleashing the Power of Generative AI kicks off the series with expert insights from McKinsey leaders.

REGISTER NOW FOR ALL FOUR SESSIONS AND SECURE YOUR SPOT

[Click Here To Register](#)

WISDOM

By Ali Legatt, DCI

Thanks to Devon Vogel of Nelson-Jameson for creating the acronym for a women's initiative for FISA. I am delighted to announce that in addition to Devon, we have a Steering Committee of the following FISA members: Deb Tracy, Lighthouse Process Corp; Barbara Grayes, QualiTru; Glenda Taylor, Dobbins Company; and Marla Lane, GEA. Together we are introducing **WISDOM** — **Women In Sanitary Distribution Operations Management** — a new industry group to bring more women to the forefront within FISA, creating a supportive environment where women can thrive and excel within the industries that we serve.

You will be hearing more about WISDOM in the near future as we work to establish networking events, mentoring programs, and insightful discussions.

REGISTER NOW FOR FISA BUSINESS ACADEMY

PROGRAM STARTS MARCH 20

[Click to Register:
www.goalmakers.com/fisa](http://www.goalmakers.com/fisa)

It is not too late to register for this 10-week virtual program which begins March 20th. This is self-paced e-learning and bi-weekly live facilitations. The cost is \$995 per learner and if three or more register from one company, the cost is only \$775 per learner. **Register today.**

Here are the 27 FISA members currently registered representing seven Distribution companies and eight Manufacturing companies:

- **Bo Couch**, Anderson Dahlen, Inc.
- **Josh Andersen**, Anderson Dahlen, Inc.
- **Emma Mistarz**, Chicago Stainless
- **Scott Beck**, Chicago Stainless Equip.
- **Tony Grieco**, CPE Systems, Inc.
- **Morgana Byres**, CPE Systems, Inc.
- **Brian Nguyen**, Dixon Sanitary
- **Tony Myers**, Dixon Sanitary
- **Jeff Nitz**, Dixon Sanitary
- **Glenda Taylor**, Dobbins Company
- **Ryan Gott**, Dobbins Company
- **Brent Kempker**, F&H
- **James ODwyer**, GEA
- **Emily Gentile**, OCS Process Systems
- **Jeff Snow**, Oliver M. Dean, Inc.
- **Shawn Breeden**, Pentair
- **Josh Brown**, Quality Stainless, Inc.
- **Peter Barrie**, Sani-Matic, Inc.
- **Matt Bender**, Sani-Matic, Inc.
- **Kiel M. Pohl**, Sani-Matic, Inc.
- **Christopher Purvis**, Sani-Matic, Inc.
- **Jeffrey Pato**, SPX Flow
- **Sydney Wagner**, SPX Flow
- **Tanner Dahlhauser**, SPX Flow
- **Trey Morava**, Stuart W. Johnson & Co.
- **John J. Georgen**, VNE
- **Jessica Psiecznik**, VNE

THE SYNERGY OF CLOUD CONNECTIVITY AND CYBERSECURITY IN MODERN MANUFACTURING



By Sam J. Svitenko, COO,
ConSynSys Technologies, Inc

In the evolving landscape of Industry 4.0, the convergence of manufacturing processes with digital technologies is widely regarded as a critical step in unlocking the benefits of automation for companies of all sizes. As cloud adoption becomes increasingly integral to operational efficiency and innovation, cybersecurity concerns hinder wider or more rapid adoption of more connected systems. In this rapidly changing environment, it is essential to recognize the synergy between cloud connectivity and enhanced cybersecurity. As FISA members consider the adoption of these systems, this article is intended to not only outline several best practices for securing manufacturing processes connected to the cloud, but also delve into the reasons why such connectivity can offer superior cybersecurity compared to traditional air gap practices.

1. Holistic Visibility and Control:

Cloud-connected manufacturing provides unparalleled visibility into the entire physical and virtual ecosystem. Many businesses have been using an approach known as “air gapping”, which involves not having any

network communications of any kind connected to the manufacturing equipment. This lack of any connectivity provides isolation, but that isolation cuts both ways—preventing visibility and monitoring as well. Unlike air-gapped systems, cloud platforms enable comprehensive monitoring of activities, facilitating real-time threat detection. This visibility empowers manufacturers to identify and respond swiftly to potential threats, ensuring a proactive defense strategy.

2. Rapid Threat Response and Patch Management:

Cloud-connected environments allow for swift deployment of security patches and updates. In contrast, air-gapped systems often suffer from delayed updates due to the manual intervention required for implementation. The cloud's ability to automate patch management ensures that vulnerabilities are addressed promptly, reducing the window of opportunity for cyber adversaries to exploit weaknesses.

3. Advanced Threat Intelligence and Analytics:

Cloud service providers invest heavily in advanced threat intelligence and analytics tools. Leveraging these resources, manufacturers can benefit from a constant stream of updated threat intelligence, enabling the identification of emerging cybersecurity risks. This proactive approach surpasses the reactive nature of air gap practices, providing manufacturers with the upper hand in anticipating and mitigating potential threats. In its 2020 annual report, Amazon Web Services stated that it spent in excess of \$1.6 billion on cybersecurity and compliance. With air gapped systems, you are failing to leverage that investment, and are carrying the risks of a far smaller investment yourself.

4. Scalable Security Infrastructure:

Cloud platforms offer scalable security infrastructure, adapting seamlessly to the evolving needs of manufacturing processes. This scalability ensures that cybersecurity measures can keep pace with the expansion of digital ecosystems, providing a robust defense against the complexities of modern cyber threats. In contrast, air gap practices may struggle to accommodate the dynamic nature of today's manufacturing environments. This difference in scalability and adaptability means cloud environments are often more secure than physical environments. A study by Alert Logic found that cloud environments had a lower rate of security incidents than on-premises environments, with 11.4% of on-premises environments experiencing security incidents, compared to just 4.6% of cloud environments.

5. Data Encryption and Access Controls:

Cloud-connected manufacturing benefits from advanced encryption technologies and granular access controls. These measures, when implemented at scale, surpass the security afforded by air-gapped systems. Often, when utilizing air-gapping to secure control systems, manufacturers must rely heavily on physical security measures that restrict access to control systems. When deploying Cloud security solutions in conjunction with physical security measures, your security posture is increased and far more effective at scale. Encryption ensures the confidentiality of sensitive data, while access controls restrict entry to authorized personnel only, mitigating the risks associated with insider threats and unauthorized access.

6. Collaborative Security Measures:

Cloud platforms facilitate collaborative security measures through shared threat intelligence and collective defense mechanisms. Manufacturers connected to the cloud can leverage the collective insights of a broader community, strengthening their cybersecurity posture. In contrast, air gap practices often rely solely on in-house expertise, limiting the diversity of perspectives in identifying and addressing potential threats. With air-gapped systems on premises, there is often only one person, or a very small team, who bears responsibility for security of the systems. This inability to scale and adapt quickly put the entire operation at risk, versus the “shared security model” made possible by leveraging the security expertise of major cloud providers.

7. Resilience Against Physical Threats:

Cloud-connected manufacturing offers resilience against physical threats, such as natural disasters or physical damage to infrastructure. Cloud-based redundancy and data backups ensure business continuity even in the face of catastrophic events, whereas air gap practices may struggle to recover quickly from such disruptions. With a modern control system that is connected to the cloud, direct control of systems can be shifted quickly from one facility to another outside the impacted area—allowing continuity of operations in minutes. This flexibility is simply not an option when critical systems are on-premise, and cannot be quickly duplicated and redeployed. In addition, modern compute edge devices are far more powerful, and far less expensive, than traditional PLC’s. This increase in power for less cost enables the option of deploying two edge devices in place of each traditional PLC. These two edge devices can be deployed as a 2-node cluster that enables hardware redundancy at the edge—with failover capability that allows your operations to continue in the event of an edge device failure. With traditional PLC’s, if the computer fails, your system stops until a replacement can be

sourced, programmed and validated again.

As FISA members continue to evaluate their Industry 4.0 initiatives, and plan for increased automation, connecting to the cloud will become a vital evolution in their processes. According to PharmaTimes Online, as of February 2022, it takes the bio-pharma industry, with similar security models as the food service industry, an average of 277 days for manufacturers to identify and contain a security breach, while in the financial services industry, where almost all systems are connected to facilitate the movement of trillions of dollars every day, it only takes 16 hours to identify and respond to such a security breach (according to cybersecurity firm, Deep Impact’s, survey results from 1,500 security professionals from companies with 1,000+ employees). The difference between these two industries in the extent of their use of Cloud security solution and the extent to which their core business systems are connected to the Cloud. In traditional manufacturing environments, companies are generally finding out they have been breached when they get a ransomware demand—by then, it is too late. The integration of cloud connectivity into these manufacturing processes not only optimizes operational efficiency but also elevates cybersecurity to new heights. The benefits of holistic visibility, rapid threat response, advanced analytics, scalability, encryption, collaborative security measures, and resilience against physical threats collectively position cloud-connected environments as superior in safeguarding critical manufacturing operations in the digital era. It is not a question of “If”, or really, “When” this connectivity needs to happen—it does, or there is no Industry 4.0. The real questions are around “How?”. All FISA members will eventually arrive at the intersection of connectivity and cybersecurity, and this will remain a cornerstone of success in the modern manufacturing landscape.

<https://consynsys.com>

WELCOME NEW MEMBERS

■ Barnum Mechanical Inc.

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www.barnummechanical.com

Barnum Mechanical Inc. (BMI) is an industry leading full-service process engineering and design-build company specializing in sanitary process and utility piping solutions for the food and beverage industry. Since 1980, BMI’s team of design engineers, automation and controls engineers, project managers, and expert installers provide unsurpassed value and results. Regardless of the scale or complexity of the project, BMI delivers the right technology and automation solutions for high-performance sanitary processing and production. BMI is headquartered in Northern California and operates throughout the United States.

■ INOXPA

Contact: Ricky Bortz
1000 Jupiter Rd • Plano, TX 75074
Phone: 978-219-6801
rbortz@inoxpa.com
<https://www.inoxpa.com>

Founded in Banyoles, Spain, INOXPA is a renowned and long-standing business group specialized in the manufacture and sale of stainless-steel fluid handling components and equipment, management of processes and services in the food-processing, cosmetic and pharmaceutical industries. Inoxpa manufactures quarter turn valves, seat valves, centrifugal and PD pumps, filters, agitators, shear mixers, pigging/product recovery, and more. In addition to components, Inoxpa designs and fabricates a wide range of fluid solutions/systems ranging from CIP, mixing systems, WFI Loops, HTST, dilution skids, etc. Inoxpa also has a division that specializes in processes for the baking and pastry industry, offering customized solutions ranging from receiving and storing raw materials, through the pneumatic transportation of solids and micro ingredient dosing, to dosing in the mixers.

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 May 20, 2024. 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@fisanet.org

Schwartz Manufacturing



Mary Stuibler

Schwartz Manufacturing is pleased to announce **Mary Stuibler** has joined their team as the new Sales and Marketing Manager. Mary is eager to contribute her skills and expertise to drive the company's growth at Schwartz Manufacturing.

Mary brings with her over 30 years of experience in the manufacturing industry as New Business Development and Account Management. She has a Bachelor's degree in Accounting and Business Management and has worked in diverse markets for the defense, consumer, automotive, industrial, and medical industries.

Schwartz Manufacturing (www.schwartzmfg.com) provides an extensive line of filters for the dairy, food, and beverage industry. Their unique, proprietary nonwoven fabrics provide solutions that offer high wet strength and fast wet-out in increasing filtration efficiency. All Schwartz Manufacturing products are FDA compliant and 3-A standards compatible.

Ampco Pumps



Michael Boyd

Ampco Pumps Company is thrilled to announce the appointment of **Michael Boyd** to the Board of Directors for 3-A Sanitary Standards Inc. (3-A SSI). Boyd's extensive experience in the sanitary processing equipment industry, coupled with his deep understanding of food safety principles, makes him an invaluable addition to the board. His current role as Business Development Manager for Ampco Applied Products, a division of Ampco Pumps, and his academic background in mechanical engineering, with 25 years providing mixing and blending solutions provides him with a unique perspective on the science and engineering behind sanitary equipment design.

3-A SSI is a non-profit organization dedicated to advancing food safety through the development and implementation of hygienic equipment design standards. As a representative of the Food Processing Suppliers Association (FPSA), Boyd will join forces with members from the International Dairy Foods Association (IDFA), the International Association for Food Protection (IAFP), and representatives from the U.S. Department of Agriculture (USDA) and the U.S. Food & Drug Administration (FDA). This diverse board ensures that 3-A

SSI's standards reflect the needs and concerns of all stakeholders in the food chain.

Ampco Pumps Company is a global manufacturer of centrifugal and positive displacement pumps and mixing & blending equipment. Headquartered in Glendale, Wisconsin with a subsidiary in Herxheim Germany, Ampco serves the sanitary, marine, and industrial markets. More information about Ampco Pumps Company and the full line of product offerings can be found online at www.ampcopumps.com Ampco Pumps Company LLC is a member of the Krones Group.

Enerquip Thermal Solutions



Tom Steen

Enerquip Thermal Solutions is pleased to announce the promotion of **Tom Steen** to the position of Process & Analytics Manager. This change in title and duties reflects the significant additional responsibilities Steen has assumed over the past year. As a seasoned professional with a history of commitment to Enerquip, Steen has been an integral part of the team since 2001, holding various roles that have contributed to its growth and success. A native of Westboro, WI, Steen studied



Walker Leonhardt

mechanical engineering at the University of Wisconsin-Madison. Enerquip also is pleased to announce **Walker Leonhardt** is the newest member of its Design Engineering team. Leonhardt joined Enerquip as a skilled welder in 2018, demonstrating exceptional dedication, craftsmanship, and innovation in welding techniques. A native of Medford, WI, Leonhardt holds a welding certificate from Northcentral Technical College in Wausau, WI, where he also completed courses in CAD design.

Rodem, Inc.



Brock Beach

Rodem is pleased to announce that **Brock Beach** has been promoted to the role of president. As president, Beach will serve as the strategic connection between all departments as well as Rodem's CEO and owner, **Susan Kerr**, and the board of directors. Beach will also lead Rodem's Executive Leadership Team, where he, along with the team members, focus on Rodem's future vision. Prior to joining Rodem as vice president of sales and marketing, Beach served as vice president of

sales and marketing for ICM Inc., a biofuels technology company. Before embarking on his professional career, Beach spent four years serving in the United States Army. He also earned a Master of Science in Management from Baker University, as well as a bachelor's degree in Agricultural Science from West Virginia University.

Founded in 1971 by **Bob and Helen Diener**, Rodem distributes, installs, and engineers sanitary processing systems for the dairy, food, beverage, personal care, pharmaceutical and other high-purity industries. Their product offerings include pumps, valves, instrumentation, homogenizers, heat exchangers, cleaning equipment, plant supplies, tanks, processors, and much more. Still owned by the Diener family, Rodem is headquartered in Harrison, Ohio with additional locations across the Midwest and Southeast. www.rodem.com or call 800-543-7312.

Alfa Laval, Inc.



Kyle Croft

Kyle Croft has rejoined the Food Heat Transfer Team as the Central Region Channel Manager working with the Alfa Laval Sanitary Distributor Channel. Kyle has spent the last 1.5

years managing Contherm Scraped Surface Heat Exchangers for Europe, based out of Lund, Sweden. He and his wife have returned and are living in the Houston, TX vicinity. Previously, Kyle had focused on Contherm sales for the entire US. He will now be responsible for all products in the Central Region. We are extremely excited for Kyle's return... Welcome Back Kyle!

This past summer Alfa Laval welcomed six new college graduates to its Graduate Placement Program (GPP). The program is designed to attract, engage and equip graduating seniors to kick-start their careers at Alfa Laval. GPP participants will complete almost a year of training, guidance and relationship-building across the organization. Two of these students have been assigned to the Alfa Laval food heat transfer and hygienic fluid handling teams and will be diving into those businesses while also continuing to participate in GPP group activities during the rest of the program in 2024. They will work in those teams at Alfa Laval's Food Hub



Josie Coulthurst

in Kenosha, Wisconsin. We are proud to introduce them: **Josie Coulthurst** – Hygienic Fluid Handling (Pumps) comes to Alfa Laval with a chemical engineering and chemistry degree from the University of Wisconsin-

Madison. While in school, Josie was an undergraduate researcher and completed an internship at the largest nuclear power generation station in the country, Palo Verde Nuclear Generating Station near Phoenix. She chose to join Alfa Laval because they aligned with her personal goals and values for the future.



Ramses Banda Romero

Ramses Banda Romero - Food Heat Transfer is a graduate of the Illinois Institute of Technology, holding a Chemical Engineering degree. He worked as a Reliability Maintenance intern for E&J Gallo, creating maintenance plans for an anaerobic treatment system at E&J Gallo, and helped establish lubrication identification tasks. He is excited about working with Alfa Laval and bringing innovative equipment to the food and water industries.

Tetra Pak



Patrick Lakin

Tetra Pak® is pleased to announce some organizational changes to the Processing Solutions & Equipment Division. **Patrick Lakin** has been appointed Key Components and Channels Sales Manager for the US & Canada, and they will add two sales engineers to the team in the near future. Patrick is new to Tetra Pak but comes with over 20 years of experience in the sanitary processing industry, having worked with both distributors and manufacturers. Patrick will have the responsibility to manage Tetra Pak's relationships with integrators and distributors, and support growth of Tetra Pak key component sales through channels.

Sani-Matic, Inc.

Sani-Matic, Inc., a Sun Prairie, WI-based manufacturer of automated cleaning technology, hygienic component solutions, services, and digital solutions for the food, beverage, and pharmaceutical industries, has announced the appointment of



Pete Ensch

Pete Ensch as CEO. The strategic executive brings 30+ years of experience growing businesses through innovation and engineered solutions. With an extensive background in business development, continuous

improvement, and the international market, he joins Sani-Matic after selling a private equity-based automation controls company to a strategic buyer. A process-driven leader, he has experience with companies such as Rexnord and WEM Automation. He takes over the role from former CEO **Aaron Zell** who announced his retirement earlier in the year. Sani-Matic thanks Zell for his years of service and continued support as a member of the Board of Directors.

Sani-Matic, Inc. delivers sanitary process cleaning solutions with custom engineering, automation, and manufacturing. Founded in 1943, the Wisconsin-based manufacturer serves food, beverage, personal care, nutraceutical, and biopharmaceutical industries with products including CIP systems, COP parts washers, cabinet washers, automated reporting software, tunnel washers, 3-A certified strainers and spray devices.

Endress+Hauser USA



Gary Ratajczak

Gary Ratajczak has joined Endress+Hauser USA as a Regional Industry Manager for Food and Beverage. Gary will be supporting the Eastern region while working from his home base in Broadalbin, NY. Many may

already know Gary as he comes from a 30+ year career at Anderson-Negele where he helped develop and bring to market many pieces of equipment currently found in use within the dairy and food industries. In his new role, Gary will be working to bring solutions to modernize, create efficiency and digitize the never-ending flow of information within our modern production plants.

Qualitru Sampling Systems

QualiTru Sampling Systems (formerly known as QMI), a global leader in aseptic and representative sampling solutions for the food and dairy industries, is pleased to announce the recent additions of two Sales Account Executives and a Quality Manager to its growing team. QualiTru



Rikka Kerber

has welcomed two accomplished Strategic Account Executives to its team. The new additions, **Rikka Kerber** and **Sheila Berger**, bring a wealth of experience in sales and customer service and will play integral roles in supporting their existing partners and customers while opening new market verticals. QualiTru has appointed **Andy Gioino** to enhance quality assurance processes and accelerate their product pipeline. The new hires come at a time when QualiTru is experiencing significant growth, marked by recent expansions in its headquarters and warehouse space



Sheila Berger



Andy Gioino

in Oakdale, Minnesota. The company's commitment to innovation and excellence is further underscored by certifications to ISO 9001:2015 and 3-A Sanitary Standards.

Since 1983, QualiTru has been a pioneering leader in the science of aseptic and representative sampling. QualiTru's innovative sampling technologies are used to help the dairy and liquid food industries produce safe, high-quality products in over 30 countries worldwide. www.qualitru.com.

Burkert Fluid Handling



Nicole Fick

Burkert is pleased to announce that **Nicole Fick** has joined the company as an Area Sales Manager specializing in hygienic systems in the Wisconsin territory. Nicole studied mechanical engineering at Michigan State University before moving to Chicago where she obtained a M.S. in Energy Engineering from the University of Illinois. Nicole worked as an engineer before switching to technical sales and has more than 15 years of experience in the dairy, food, beverage, and brewing industries.

Nelson-Jameson, Inc.

Nelson-Jameson, a leading food processing distributor with roots in dairy production supplies, announced that its current distribution operation in Twin Falls, Idaho, is re-locating to its new strategic distribu-



tion center in Jerome. Jerome is one of five Nelson-Jameson distribution centers in the U.S. to support its core operation of offering a broad range of food processing products and services that help companies uphold the highest standards of safety and compliance. The Jerome facility includes approximately 1.5 million cubic feet of combined storage, office space, refrigerated and frozen storage areas, and a service and maintenance area. The company designed the center to align with its forward-thinking environmental goals, including efforts to reduce its carbon footprint and improve sustainability for the food processing industry overall. Construction of the facility includes architecturally embedded, energy-saving features, including insulated concrete tilt wall panels, all LED lighting, occupancy sensors for lighting, high-efficiency HVAC systems, electronically controlled warehouse ventilation, and energy-efficient warehouse storage systems. The Jerome distribution center is located at 2423 South Garfield Street, Jerome, ID 83338. It has transitioned operations of the Twin Falls location as of February 1, 2024. A grand opening event is planned for the spring. www.nelsonjameson.com.

VNE



Sam Hayes

VNE is pleased to announce that **Sam Hayes** has joined the company as their new Product Manager. With seven years of experience in distribution and 20 years in the dairy industry, Sam will help maximize customer experiences and satisfaction. Sam will help with marketing, product sourcing, new product development, and many other projects for VNE.



Kevin Callahan

VNE is pleased to announce that **Kevin Callahan** has joined the company as the new Regional Sales Manager for the Northeast Region & Canada.

Kevin comes to VNE from the packaging industry, where he worked in several roles from production maintenance management, application engineering, and sales. Kevin is also a Navy Veteran of eight years, and with his diverse background, he is poised to help VNE's partners and customers.

Steel & O'Brien

Steel & O'Brien Manufacturing is pleased to announce the addition of **Sal Iaccino** as Vice President of Sales to their team. Sal comes to Steel & O'Brien with a proven



Sal Iaccino

track record of success in driving growth and maximizing sales team effectiveness. His primary focus will be to ensure their teams are providing a best-in-class customer experience and

consistently strengthening relationships in the market. The company also announces the opening of their new, larger Fresno Fulfillment Center located at 3440 S. East Avenue. The new facility will stock a broad selection of Steel & O'Brien products, including sanitary and BPE fittings, tubing, valves, and more. The over 20,000 sq. ft. fulfillment center houses more inventory – three times the number of SKUs – than any previous location. 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. www.steelobrien.com.

MARK YOUR CALENDAR

MARCH 11- 14, 2024
UID – Indianapolis, IN

MARCH 20, 2024
FISA Business Academy
Virtual 10-week Program

JULY 1, 2024
Renew FISA Membership

SEPTEMBER 12- 15, 2024
2024 FISA Annual Conference

NOTE: If you have a Marketing Manager, email his/her contact information to stella@fisagnet.org so that person can be added to database