

## REGISTER NOW FOR THE 2025 FISA ANNUAL CONFERENCE

The 2025 FISA Annual Conference, scheduled for September 11–14 at the Omni Amelia Island Resort in Florida, offers a unique opportunity for professionals in the hygienic processing industry to connect, learn, and grow. Existing relationships are strengthened, new relationships are created, and together attendees learn about the major trends impacting their businesses.

### Strengthening the Partnership

Distribution is a partnership and that's why the FISA Annual Conference is a unique opportunity bringing together decision makers from both distribution companies and manufacturing firms who go to market through distribution. In this current environment of uncertainty generated by the tariffs, communication within the channel is more important than ever.

Since the Pandemic, FISA members have embraced virtual meetings which prove to be effective communication tools in many situations. However, there is no substitute for meeting a decision maker personally and being able to put a name with a face. Conference attendees have the chance to connect with industry leaders, potential partners, and peers. First-time participants often express appreciation for the welcoming atmosphere and the balanced mix of networking, educational sessions, and engaging activities.

### First-Timer's Welcomed

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 representing 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, September 11<sup>th</sup>.

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.

Another helpful communication tool created by Andy Soukup of Triplex Sales is the FISA App which will include the full agenda, list of attendees, company profiles, recommended restaurants, etc. Several weeks before the Conference when you get the link for the app, be sure to download it and you will have access on your phone to any last-minute changes. In addition, plan to take photos throughout the meeting of different activities and share them on the app.

### Plan your Connections

Getting the most benefit from the Conference is about being intentional in advance about connections you would like to make. In a member survey conducted after the 2024 Conference in Coeur d'Alene, 89% of the attendees reported reviewing the company profiles in advance. 76% said they scheduled meetings during the conference, and best of all, 98% reported meeting someone with whom they would follow up for future business. This conference is all about connecting people in a casual setting and creating relationships.

Register today. Go online to [www.fisanet.org](http://www.fisanet.org) and click on the Meetings tab and Conference Registration where you can register for the Conference, choose your activities, select your sponsorship, and book your hotel room. Don't delay because some activities are limited and filling quickly. If you have questions, please call Stella at 336-274-6311 or email [stella@fisanet.org](mailto:stella@fisanet.org).



## 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

## TWO CLICKS WILL DO IT! REGISTRATION IS ONLINE. IT'S EASY AND CONVENIENT.

1. Go to [www.fisanet.org](http://www.fisanet.org) and click on the Meetings tab.
2. 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 2025 Conference, include your sponsorship.

After you register for the Conference, be sure to go back to the Meetings tab and click on the link that takes you directly to the Omni Amelia Island Resort & Spa to book your room.



*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.*

## 2024 – 2025 FISA Board of Directors

### FISA Officers:

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*Dobbins Company*

Vice President

**Joe Reynolds**

*CSI*

Past President

**Eric Perkins**

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*Rodem, Inc.*

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*VNE*

**Ali Legatt**

*DCI*

**Deb Tracy**

*Lighthouse Process Corp.*

**Devon Vogel**

*Nelson-Jameson, Inc.*

### FISA Address:

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Phone 336-274-6311  
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Stella L. Jones  
Executive Director

Email: [stella@fisanet.org](mailto:stella@fisanet.org)

## FROM THE PRESIDENT



Greetings,

I hope you're enjoying the beginning of the summer months—whether that means extended travel or simply soaking up some well-earned sun.

With our Annual Conference in Amelia Island quickly approaching, I'd like to extend a special thank you to John Georgen of VNE, who is serving as this year's conference chairman. With John's leadership, the 2025 program is shaping up to be one of our best. We have lined up a diverse group of speakers covering topics ranging from leading relationships, to negotiating skills, to the economy, to practical examples of how AI can readily be implemented into your business. The topics are chosen directly from your input on membership surveys, and the emphasis is on providing practical take-home value.

### Strengthening Connections through Sponsorships

Your sponsorships enable FISA to invest in outstanding speakers. We appreciate all levels of sponsorships but this year, we are offering a new connection in appreciation for your support. For those companies who participate at the Pinnacle level, or higher, your company logo, linked to your company, will be added to a tab on the FISA website and will be in place until May 1, 2026.

### Education Continues to Thrive

We are pleased to report another successful year for the FISA Business Academy. This year there are 29 participants from ten different companies. It was particularly gratifying to see that some companies who participated last year, sent different team members to participate this year. You'll find a list of the 2025 participants on page 3 of this newsletter.

A sincere thank you goes to Pete Herb, former president of Fristam Pumps USA, and Michael Spohn, CFO of M.G. Newell Corporation, for their continued contributions to our Business Academy live virtual sessions. Their insights help bring real-world value to our members. Based on feedback from last year, the live virtual sessions this spring were increased from 60 min-

utes to 90 minutes to provide more interaction.

We also had another outstanding year at the University of Innovative Distribution (UID). This unique, in-person educational event brought together hundreds of participants for three days of intensive learning and professional development. In addition to FISA's two scholarship winners, three other FISA members also attended UID in March. We are proud to support these opportunities that invest in our collective future.

### Reflections and Appreciation

As I close out my term as President of the FISA Board of Directors, I want to say what an honor it has been to serve this organization. Working alongside our dedicated Board and special committee members has been both a privilege and an inspiration.

On a personal note, this role has carried special meaning for me. Following in the footsteps of my father, Felix Dobbins, and my brother, Rodney Dobbins, both of whom also served as FISA President, has made this experience even more profound. They taught me not only about business, but about life—and about the importance of service, leadership, and community.

I also want to offer a heartfelt thank you to Stella Jones, who has been a constant source of guidance throughout this journey. What she means to me—and to FISA—simply cannot be measured.

### See You in Amelia Island!

If you have not yet registered for the conference or booked your hotel room, I encourage you to do so soon. Rooms are going fast, and we want to make sure everyone who wants to attend has the chance to be there. The room block will be dropped on August 11th, and a few of the activities listed in the brochure are already nearing capacity.

Linda and I look forward to seeing all of you in September as we gather once again to connect, learn, and celebrate what makes FISA so special. Until then, I wish you and your families a safe and enjoyable summer.

Warm regards,

Barry Dobbins, Dobbins Company

## FISA IS COMMITTED TO CONTINUING EDUCATION

**The 2025 FISA Business Academy completed its 10-week, entirely virtual learning and networking program on June 2nd. This is the second year FISA has offered the Business Academy which is designed to help participants master people & financial management.**

The advantage of this program is that participants do not have to travel and can interact with other FISA members in the virtual sessions that are held every two weeks. Past participants have found it is especially beneficial to have several participants from a company participate together so that off-line, they can apply what they have learned to their own company. Once in the program, participants have unlimited access to the course material.

### Participants in the 2025 FISA Business Academy included:

Brian Geary, Ideal Tridon  
Brian Davis, M.G. Newell Corporation  
Holly Fender, Ideal Tridon  
Andrew Snow, M.G. Newell Corporation  
Tom Paff, Jr., Ideal Tridon  
Rebecca Shanteau, Alfa Laval, Inc.  
Rich Wendt, Sani-Matic, Inc.  
Nathan Novack, Alfa Laval, Inc.  
Tou Vang, Sani-Matic, Inc.  
Charlotte Nodarse, Alfa Laval, Inc.  
Jerid Scott, Sani-Matic, Inc.  
LeighAnn Gunter, Rodem, Inc.  
Danny Cunningham, VNE Corporation  
Bryan Rumrill, Rodem, Inc.

Kevin Callahan, VNE Corporation  
Brad Munchel, Rodem, Inc.  
Antonio Cantu-Valencia, VNE Corporation  
Geoff Swank, Anderson Process  
David Letsch, Dixon Sanitary  
Chris Rarden, Anderson Process  
Patrick Scheurell, SPX Flow  
Dave Brown, Anderson Process  
Luke Jaax, SPX Flow  
Arturo Gomez Alfa Laval, Inc.  
Amanda Kadlec, SPX Flow  
Jennifer Davis, SPX Flow  
Chris Winkler, SPX Flow  
Nancy Hamilton, SPX Flow  
Eli Green, Central States Industrial

## REFLECTIONS FROM 2025 UID

By John Gaul,  
Twincos Inc.



Thanks to FISA, I had the privilege of attending the University of Innovative Distribution this year. I found the courses to be

similar to the FISA morning keynote speakers but with additional time for more in-depth discussions on their topics. The courses are organized into tracks, making it easy to focus on a particular subject if you choose to do so. I did not take that approach and instead picked courses that I thought would be interesting and relevant to my career. This led me to courses focused on distribution strategy and leadership.

There were a couple of speakers that I particularly liked. The first was Todd Cohen, and I attended two of his courses. He focused on workplace culture and leadership, which manifest easily in

companies that have the right people in place but can be a real struggle for those that don't. My main takeaways from these lectures are that a good culture stems from a unified mindset and a commitment to being easy to do business with. Additionally, good leaders need to be effective salespeople, as they must sell themselves to those they lead.

I also enjoyed two lectures by J. Michael Marks, who focused on the drivers of distribution and AI. These lectures contained much more information than the day allowed. Some key takeaways for me were that companies that market themselves well and are innovative in their tactics will achieve the best results. Furthermore, attracting the best employees and creating opportunities for them will lead to acquiring the best customers and, ultimately, the best vendors. While AI is a powerful tool, it's probably wise to wait for the dust to settle before making large investments. However, it is important to start educating your employees on how to leverage it in the workplace.



## APPLY FOR A UID SCHOLARSHIP

The University of Innovative Distribution (UID) is an annual, intensive four-day educational program focused on the unique needs of the wholesale distribution industry. FISA will once again offer two scholarships to the March 16-19, 2026 program in Indianapolis, IN. The scholarships cover the \$1295 tuition cost. Students select their own half or full-day courses each day with classes focused on distribution management, territory sales, marketing, negotiation skills, inventory management, sales management, human resources, leadership, information technologies and many more.

Any FISA employee of a member company is eligible to apply for the scholarship as long as he/she has been employed in the industry for two years. Applicants provide a letter of recommendation from a company principal or manager and write a short essay about their reasons for wanting to attend.

To download an application, go to [www.fisanet.org](http://www.fisanet.org) and click on Member Benefits. In the drop down menu, click on Targeted Education. Deadline for submission is November 1 and the winners will be announced December 1. If you have questions, call the FISA office at 336-274-6311.



# WHY HYGIENIC SYSTEM DESIGN IS IMPORTANT IN THE BEVERAGE & BREWING INDUSTRIES

**Dr. Alex Kontschev**

*Global Director of Engineering, Anderson-Negele*



The goal of hygienic design is to eliminate cross-contaminants of any type from food and beverage products. This is accomplished in the process design

and preventive controls along the supply chain from field to fork. Hygienic designs ensure the absence of harborage areas that could allow cross-contamination of products with unlabeled ingredients, microbes, or foreign material.

## Plant Design

Recent advancements in building information modeling (BIM) and computer-aided design (CAD) software are making it easier for plant designers to implement appropriate measures for hygienic operations from the ground up. These systems now have extensive object libraries, including screws, pipes, sensors, and brackets, allowing designers to place them exactly where they want.

The placement of line equipment and supporting items heavily influences the ease of cleaning operations. For instance, a silo tank needs to be accessed from different angles, and workers even need to get inside and look to make sure it has been cleaned properly. Those types of considerations, as well as ensuring sufficient clearance around the equipment, need to be factored into the design.

The rooms or “zones” where beverages are brewed, processed, bottled, and packaged have different hygienic requirements from the rest of the plant. Flooring, walls, ceilings, and entrances require special materials and considerations. Wet processing zones often have more stringent requirements for eliminating bacteria harbors than dry processing zones, such as more frequent wash-downs and clean-in-place (CIP) programs.

Additionally, the recent proliferation of food-based allergens has put greater emphasis on HVAC effectiveness for many food processing facilities. The increased

attention to eliminating potential allergens from manufacturing environments through enhanced filtration and HVAC adjustments directly affects the processing lines below, especially with companies that produce multiple SKUs in the same area or production lines. With potential allergens/ingredients like wheat, nuts, soy, oats, or almonds often in use, the need for flexibility across processing lines without cross-contamination is now a primary consideration in plant design.

## Facilitating Easy Cleaning

Hygienic design incorporates clean-in-place and steam-in-place (SIP) systems, which enable thorough cleaning and sanitation without the need to disassemble equipment. Cleaning liquids and rinse water must be able to flow smoothly through all elements of the production line. Thus, one aspect of hygienic system design is ensuring there are no gaps, holes, grooves, or “dead areas” that can’t be reached or where it might sit and stagnate or contaminate subsequent production runs. This requires smooth surfaces, curves that direct liquids in the right direction, and seals and gaskets that fit perfectly.

Stainless steel is widely used for brewing and beverage processing due to its high corrosion resistance and ease of cleaning. However, customers should consider every system component’s ingress protection (IP) rating before implementing them in a production line. The higher the rating, the more difficult it is for dust particulates and moisture to penetrate the device. This is particularly relevant for SIP systems due to water sprays’ high pressure and temperature. Over time, repeated cleaning cycles can start to pit the surface of stainless steel, introducing potential attachment points for unwanted particulates. Some foodborne pathogens can form biofilms that enable them to attach to the surface of stainless steel and lead to food spoilage and transmission of diseases. Although highly strain-dependent, accurately detecting these surface-attached microbes is crucial in producing high-quality beverages and beer.

## Regulatory Compliance

Hygienic design ensures that beverage and

brewing facilities comply with stringent global hygiene standards, such as those set by the FDA, USDA, EHEDG, and 3-A Sanitary Standards. In fact, the FDA has made it mandatory for all breweries to have a Good Manufacturing Practices (GMP) program in place. Breweries must ensure that their production equipment, drains, and floors are sanitized daily as per the GMP standards.

Hygienic design is the cornerstone for compliance. Contractors must ensure that each part of the design adheres to food safety protocols, such as the Hazard Analysis Critical Control Point (HACCP) system, which identifies and controls potential hazards in the manufacturing process. It’s imperative for beverage manufacturers and brewers to thoroughly train employees on HACCP and safe food handling practices to prevent taking shortcuts and misusing equipment, both of which can lead to creating potential bacteria harbors in the process.

## How Meters & Sensors Can Help

Meters and sensors help in many ways for brewing and beverage processing, including CIP monitoring. CIP enables fast and efficient cleaning of production equipment without disassembling devices, requiring less labor, reducing production downtime, and protecting employees from direct contact with cleaning chemicals.

Analytical sensors like turbidity and conductivity meters can be used in CIP processes to automate aspects of the process by continuously measuring the quality of the inline liquids. For example, each cleaning agent must be of a particular concentration — approximately 0.5 to 1.5 % for caustic solutions and 0.5 to 1.0 % for nitric acid solutions — and this percentage can be precisely monitored via conductivity measurement. As the measurement of the flushed product reaches a certain (low) threshold, the sensors can automatically route the expensive cleaners back to the batch tank, and the low-contaminated rinse water can be reused for pre-rinsing in the next process.

Turbidity sensors can detect the shift between milk, beer, juices, and other fluids and rinse water. They measure the

## WELCOME NEW MEMBERS

### ■ ICEGEN Corp.

Carlos Cobian  
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www.icegen.com

ICEGEN Corp. designs and manufactures advanced Plate Scraped Surface Heat Exchangers (PSSHE) used as crystallizers for high-performance cooling of food products. Our technology delivers rapid and uniform temperature reduction, ideal for heat-sensitive, viscous products with particles such as juices, purees, sauces, and concentrates. The system's extended scraped surface area, combined with efficient wall scraping at both low and high RPM, ensures consistent thermal transfer without damaging delicate product structures. ICEGEN solutions reduce energy use, minimize final freezing requirements, and preserve product quality. With hygienic design and modular scalability, our crystallizers meet the highest industry standards. Trusted in over 200 installations globally, ICEGEN empowers food processors with speed, efficiency, and control across a wide range of demanding applications.

### ■ ifm efector, Inc.

John Isabell  
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ifm USA is one of the world's largest manu-

facturers of industrial sensors and controls products. We offer a complete family of process sensors, diagnostic systems, networking products, and wiring solutions for food and beverage industry. The ifm product development process incorporates specific testing for sensors and controls to withstand harsh environments. Our dedication to innovation, quality and customer support has made us a global leader. The use of ifm automation solutions can help you:

- Improve product quality
- Improve food safety
- Eliminate or reduce recalls
- Improve batch consistency
- Improve machine availability
- Reduce planned downtime
- Eliminate unplanned downtime
- Achieve sustainability goals
- Reduce resource consumption
- Increase sustainability

### ■ ProXES

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ProXES is a global leader in processing equipment, offering innovative solutions through its brands FrymaKoruma, Stephan, and Terlet. With a strong commitment to quality, sustainability, and customer support, ProXES drives advancements in processing technology to support custom-

ers in achieving their production goals efficiently and effectively. With five global technology centers and a mission to turn bold ideas into sustainable products, ProXES delivers processing and automation solutions for the food, healthcare, pharmaceutical, personal care, and advanced materials industries.

### ■ ISUDepot

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Founded in Fort Lauderdale, Florida, in 2022, ISUDepot is proud to be a trusted provider of advanced processing solutions for the food and beverage industry. With a strong focus on hygiene and quality, we specialize in turnkey systems, high-performance equipment, and individual pieces and parts tailored to dairy, juice, sodas, and more. Our nationwide network of manufacturing partners enables localized support, fast delivery, and consistent excellence across the United States. From project design and engineering to installation and commissioning, no project is too small or too large for our expert team, helping producers achieve efficient, reliable, and compliant operations. Combining industry knowledge, innovative technology, and dedicated service, ISUDepot supports customers in delivering safe, high-quality products to consumers.

*Continued from page 4...*

cloudiness or haziness of a liquid caused by suspended particles. Some turbidity sensors have a subsecond response time and high measuring accuracy. This means they can identify a transition from product to water or from a cleaning agent to rinse water and initiate cutoffs or transitions to/from waste disposal, helping to reduce CIP costs.

### Final Thoughts

Not all food products are equally sensitive. For example, beer is less critical than dairy

products because alcohol kills pathogenic bacteria. The contamination that may be found in beer makes it taste bad but is not life-threatening. Contamination can be more serious in dairy products, and cleaning is crucial. Additionally, food trends like the move away from artificial preservatives have made hygiene increasingly important.

Hygienic design also aligns with sustainability goals. Facilities minimize the need for harsh chemicals and excessive water by

using easy-to-clean surfaces and efficient waste control systems. Well-thought-out plant design reduces waste, helping facilities operate more sustainably while maintaining high cleanliness standards.

By minimizing the risk of contamination, hygienic design reduces the likelihood of product recalls — which can be very costly and damaging — while improving production line efficiencies and, therefore, company profits.

# 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 15, 2025. 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](mailto:stella@fisanet.org)*

## Alfa Laval, Inc.



Amy Schmidt

Alfa Laval, a global leader in heat transfer, fluid handling and centrifugal separation, is pleased to announce the appointment of **Amy Schmidt** as our new Director of Sales – Hygienic Fluid Handling (HFH). Schmidt brings more than

24 years of leadership experience in sales and customer service and is poised to drive mutual growth for Alfa Laval and its channel partners. As Director of Sales, Schmidt will lead HFH's Sales, Product & Applications, and Customer Service teams through a culture of continuous improvement and customer-centricity. Schmidt is passionate about delivering innovative solutions that help clients enhance operational effectiveness, improve quality, achieve sustainability targets, and optimize processes through Alfa Laval's advanced HFH solutions. Amy's



Zino Lappas

onboarding will be supported by **Zino Lappas**, who will retire from Alfa Laval at the end of June after nearly four decades of dedicated and impactful service. Lappas joined Alfa Laval in 1991 and has held various roles throughout his time at the company, demonstrating invaluable expertise and commitment in all of them. His immeasurable contributions include building one of the finest channel networks in the world, attracting and growing top-notch talent, and leading his team to be recognized as global business unit sales company of the year on multiple occasions. Lappas has also served on the board of the Food Industry Suppliers Association (FISA). Alfa Laval extends its deepest gratitude to Zino Lappas for his significant impact on the organization, its employees and its customers.

## FCH – Ace Sanitary



Mark Hess



Todd Starr

After more than two decades, our President, **Mark Hess**, is transitioning to a Senior Advisor role, with plans to fully retire by the end of 2025. As he hands over the reins to our new President, **Todd Starr**, we reflect on the incredible journey Mark has had with us over his 22 dedicated years at Ace Sanitary and the sustaining impact he has made to hygienic processing around the globe. Mark and Todd have collaborated closely since FCH's acquisition of Ace five years ago. We are truly thankful for Mark's ongoing support during this

transition, ensuring a seamless handoff for both our customers and our dedicated team. In the coming months, we will take the time to celebrate Mark's exceptional career and the unwavering commitment he has shown to our customers and company. At the same time, we warmly welcome Todd, who will be integrating into his new role. With a career spanning 30 years across progressive product, sales, and marketing roles, Todd brings a wealth of leadership experience and a strong vision for future growth. Given his prior roles within FCH, Todd is no stranger to Ace. We are confident he is well-equipped to lead us into this exciting new chapter.

## Rodem, Inc.



Derek Brewer

**Derek Brewer**, new Network Administrator at Rodem, Inc., brings decades of experience. He began his career in the Navy as an Electronics Technician and previously spent 29 years at Ricoh USA where he worked his way up from Copier Technician to a Senior Solutions Engineer. At Rodem, Derek will be responsible for maintaining their computer networks. Justin Deutsch recently joined Rodem as a Senior Project Manager. He brings a wealth of valuable experience in operations, manufacturing, and project management, gained from his time in the aerospace and steam power industries. Justin will be based in their Harrison, OH office.

## ProXES



Carla Guzman

ProXES, a global leader in processing technology for food, pharmaceutical and cosmetics, is pleased to announce the appointment of **Carla Guzman** as the new Managing Director and President of ProXES North America, overseeing operations in Canada, Mexico, and the USA. Carla Guzman's extensive experience and innovative mindset make her the ideal leader to drive ProXES North America towards new heights. Her career spans over two decades in the food industry, during which she has held key leadership positions at several renowned companies, managing processing solutions for diverse applications.

## Anderson Process



Ryan Domino

Anderson Process is excited to announce an important leadership transition that marks a new and promising chapter in the continued growth of the company. Effective March 17, 2025, **Ryan Domino**, current Vice President of Sales and



Marketing, has been appointed President of Anderson Process. Ryan has been an integral part of Anderson Process, consistently demonstrating outstanding leadership, strategic insight, and a deep commitment to employees, customers, and partners. Having grown within the organization, Ryan brings not only a wealth of experience, but also a



Brad Wimmer

strong alignment with our core mission and values. Also, effective March 17, 2025, **Brad Wimmer** has been appointed Vice President of Sales. In his new role, Brad will oversee sales strategy and execution across all regions. Brad joined Anderson Process just over three years ago as the Wisconsin Sales Manager. Through his outstanding performance and leadership, he was quickly promoted to Regional Sales Manager and now takes on the role of Vice President of Sales.

### M.G. Newell Corporation



Scott Cook

M.G. Newell is pleased to announce that **Scott Cook** has joined the company as an Outside Sales Representative for the Louisville Division. In this position, Scott will report to David Brink, VP and General Manager of that division. Scott brings over 20 years of sales experience to M.G. Newell. Previously, Scott worked for Safety-Kleen for six years as an Outside Sales Representative. Scott has a B.S. in Psychology from Central Michigan University.

### Nelson-Jameson



Brian Hanson

Nelson-Jameson, is proud to announce the appointment of **Brian Hanson** as its Director of Operations – West. In this role, Hanson will be located in Marshfield, WI. and oversee Nelson-Jameson's operations teams at its Amarillo, TX, Jerome, ID, and Turlock, CA distribution center locations. Hanson will help these teams achieve goals of growth and operational excellence. Before joining Nelson-Jameson as the Director of Operations – West, Hanson spent more than 30 years in e-commerce, logistics, and food manufacturing, serving in roles such as Vice President and Director. **Ty Patritto**



Ty Patritto

has been appointed Director of Category Strategy – Sanitary Process & Maintenance. In this role, Ty will provide strategic oversight for the Service & Repair Department, Sanitary Process & Maintenance Product Department, and Sanitary Process & Maintenance Specialists. Patritto also will focus on identifying emerging trends, addressing industry challenges, uncovering opportunities, expanding processes and services, and working with strategic supplier partners. Before joining Nelson-Jameson as the sanitary process and maintenance director, Patritto spent five years as a sales manager and engineering project manager. **Devon Vogel** has been promoted to Vice President of Corporate Strategy. In the role, Vogel will nurture strategic partnerships with key customers and lead initiatives that aid



Devon Vogel

Nelson-Jameson in meeting the industry's changing demands. Those initiatives include driving efficiency via technology, exploring and identifying new product and service markets, and building relationships with key strategic partners. Vogel joined Nelson-Jameson in 2009 and continued her career progression in sales and marketing roles since then, most recently serving as Vice President of Customer Solutions. Vogel is an active industry member of the International Dairy Foods Association (IDFA) Women in Dairy and is a Cohort 6 member of the IDFA NextGen Leadership Program. She is a mentor in the Women in Dairy Mentoring Circle, and in September 2024, she was elected to the FISA Board of Directors.

### About Nelson-Jameson

Nelson-Jameson is a fourth-generation, family-owned distributor to the food processing industry. From the company's roots in dairy production supplies, it has expanded to offer a broad range of food processing products and services that help food and beverage organizations operate efficiently with the highest quality, food safety, and compliance standards. The food processing industry leader also operates NEXT Logistics, a transportation arm that provides delivery services from its Wisconsin, California, Idaho, Pennsylvania, and Texas strategic distribution centers.

### FCH

FCH Engineered Components Division (Steel & O'Brien, Flowtrend, DSO) is excited to introduce the newest faces driving our commitment to Simplifying Sanitary



Piyush Kumar

through Superior Service throughout North America. **Piyush Kumar** has been appointed Regional Sales Manager, Eastern Canada. In his new role, Piyush will be responsible for managing channel partner relationships and driving business growth across the Eastern Canadian Provinces. He joins Steel & O'Brien with an impressive career in Industrial Sales, having worked across various sectors. **Jennifer Louck** has assumed the role of Regional Sales Manager for the Northwest, BC, and Alberta regions. She is an accomplished sales and marketing leader with over two decades of experience driving revenue growth across the



Jennifer Louck

consumer goods, medical, and industrial sectors. **Cory Sauerwein** has joined the team in the role of Regional Sales Manager, Midwest. He brings over 15 years of experience, expanding market share, leading high-performance teams, and optimizing operational performance across multiple industries, including industrial equipment, security systems, and technology solutions. **Corey Vance** has been appointed Regional Sales Manager, Southeast. He brings over 15 years of experience driving business development and technical sales in the sanitary processing, food & beverage, biopharma, and industrial manufacturing sectors.



Cory Sauerwein



Corey Vance

### Dixon Sanitary



John Medeiros

After over a decade of service, **John Medeiros** is retiring from his role as West Coast Regional Sales Manager for Dixon Sanitary at the end of June. John has made a lasting impact on our business and the relationships we've built throughout the region. His deep industry knowledge and commitment to customer success have set a high standard, and he will be greatly missed. Stepping into the role is **Gregg Thelen**, who brings more



Gregg Thelen

than 20 years of sales and leadership experience in the industrial and sanitary processing markets. Gregg's background in building distributor partnerships, driving growth, and supporting technical solutions positions him well to carry forward Dixon's commitment to Uncommon Excellence.

### Ampco Pumps



Patrick Stemper

Ampco Pumps announces the promotion of **Patrick Stemper** to the role of Assistant Vice President. This advancement recognizes Stemper's significant contributions and 18 years of dedicated service to the company. In his new role as Assistant Vice President, Stemper will leverage his

proven aptitude for process improvement to focus on enhancing operational efficiency and contributing to the strategic direction of Ampco Pumps. He will play a key role in optimizing internal operations and ensuring the company remains at the forefront of the industry.

### About Ampco Pumps Company

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. Ampco Pumps Company LLC is a member of the Krones Group.

## MARK YOUR CALENDAR

**JULY 1, 2025**

Renew FISA Membership

**SEPTEMBER 11-14, 2025**

2025 FISA Annual Conference  
Amelia Island, FL

**NOVEMBER 1, 2025**

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 the database.

## 2025 FISA ANNUAL CONFERENCE AGENDA

### WEDNESDAY, SEPTEMBER 10

4:00 pm – 5:00 pm Conference Committee  
5:00 pm – 6:30 pm Board of Directors Meeting  
6:00 pm – 8:00 pm NextGen Event

### THURSDAY, SEPTEMBER 11

7:30 am – 12:30 pm Backwater Fishing  
8:00 FISA Golf Tournament  
9:30 am – 3:00 pm Amelia Island River Cruise  
4:00 pm – 5:00 pm First-Timer's Meeting  
5:00 pm – 6:30 pm Cocktail Reception/Dinner on your own

### FRIDAY, SEPTEMBER 12

7:15 am – 8:15 am Breakfast & Program  
8:30 am – 10:00 am Spouse/Companion Breakfast  
8:30 am – 10:00 am *Leading Relationships* – **Steve McClatchy**  
10:30 am – 12:00 *What the Leading Indicators Are Saying About 2026* – **Lauren Saidel-Baker**  
12:30 pm – 3:30 pm Trolley Tour of Fernandina Beach  
12:30 pm – 4:00 pm Sporting Clays  
2:00 pm – 4:00 pm Pickleball Experience  
2:00 pm – 4:00 pm Naturalist Segway Experience  
5:00 pm – 6:30 pm Cocktail Reception/Dinner on your own

### SATURDAY, SEPTEMBER 13

7:15 am – 8:00 am Breakfast & Program  
8:30 am – 10:00 am *From Hype to Hustle: Practical AI for Distribution Professionals* – **Brooks Hamilton**  
9:00 am – 5:00 pm FISA Beach Fun  
10:30 am – noon *Tactical Influence: Elevating Negotiating Success* – **Pamela Barnum**  
1:30 pm – 4:00 pm Fort Clinch Tour  
2:00 pm – 4:00 pm Nature Kayak Experience  
2:00 pm – 4:00 pm Bike Tour  
2:00 pm – 4:00 pm Ecology of Amelia Walking Tour  
6:30 pm – 9:30 pm Cocktails/Dinner /Polynesian Show

## 2025 FISA ANNUAL CONFERENCE

SEPTEMBER 11–14 • AMELIA ISLAND, FL

### Things to Know

During the Conference, dress in comfortable resort attire. Collared shirts for the men and shorts or slacks; and for the ladies, shorts, slacks or casual dresses for the ladies will be appropriate. To facilitate networking, feel free to wear a company logo shirt to the meetings. Weather permitting, our cocktail receptions each night will be outside. Average high temperature in Amelia Island in September is a high of 87° and a low of 73°. On Saturday night, you will love the Polynesian theme for cocktails, dinner and the entertaining show that follows dinner. Plan to dress in colorful, casual attire and enjoy the celebration.

### Registration Includes

- All Meeting Materials
- 2 Breakfasts & 3 Cocktail Receptions
- Saturday Evening Cocktails/Dinner
- One Spouse/Companion Breakfast
- Complimentary Professional Photos



For those under 40 years of age, be sure to register for the NextGen event on Wednesday, Sept 10 from 6 pm – 8 pm.

Have fun, meet, and network with the next generation of industry leaders.

### JUST A REMINDER OF JULY 1, 2025 DEADLINE

Remember to renew your FISA membership by July 1, 2025. This is a corporate membership which entitles anyone in your company to all the benefits of FISA membership. Also, in order to attend the 2025 FISA Annual Conference, your company dues must be paid.