

ERIC HOPLIN IS FEATURED BREAKFAST SPEAKER

FISA is delighted to announce that Eric Hoplin will be the featured breakfast speaker on Saturday, September 19, during the 2026 FISA Annual Conference. As President and CEO of National Association of Wholesaler-Distributors (NAW), Hoplin represents the \$8.2 trillion wholesale distribution industry, which powers nearly one-third of the American economy by delivering the essential products businesses rely on across virtually every sector.

A passionate advocate for the wholesale distribution industry and its critical role in America's economy and way of life, Hoplin is committed to positioning distributors for long-term success through advocacy, thought leadership, and innovation.

Remarkable Growth for NAW

Since joining NAW in 2020, he has led a remarkable period of growth, more than doubling the size of the organization. Under his leadership, NAW launched new capabilities in analytics and artificial intelligence and acquired Modern Distribution Management (MDM), significantly expanding the association's reach and industry impact. In the advocacy arena, NAW also launched its Legal Policy Center and broadened its focus to include state-based issues alongside federal initiatives.

Prior to joining NAW, Hoplin served as Head of External Relations for Wells Fargo, where he led efforts to strengthen the company's reputation and advance pro-growth policy initiatives through partnerships across the political spectrum.

Beyond his professional accomplishments, Hoplin is also deeply engaged in charitable and civic leadership. He serves on the



Eric Hoplin, President and CEO of National Association of Wholesaler-Distributors (NAW)

Board of the Trust for the National Mall, the Reagan Ranch Board of Governors, and the Corporate Advisory Board for So Others Might Eat (SOME). A dedicated philanthropist and accomplished fundraiser, he has helped raise millions of dollars for charitable organizations, NGOs, and community causes.

FISA attendees can look forward to an engaging and insightful presentation from one of today's most influential voices in wholesale distribution and association leadership.

NAW and FISA
To read about the relationship,
turn to page 5.



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 conversations
- 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 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 2026 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 Lansdowne Resort & Spa and 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.

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FROM THE PRESIDENT



FISA Members,

As we move into summer, one thing continues to stand out — this industry is changing fast.

AI is moving from theory into daily business application. Cybersecurity risks continue to grow. Supply chains remain pressured. Customer expectations continue to increase. At the same time, many of our member companies are developing the next generation of leaders while managing growth, labor shortages, and increasing operational complexity.

Yet despite all the change, the core of this industry still comes back to relationships. FISA has always been strongest when distributors and manufacturers work together, communicate openly, and invest in long-term partnerships rather than short-term transactions. In many ways, that partnership model becomes even more important during periods of uncertainty and change.

That is one reason I am looking forward to our 2026 FISA Annual Conference in Leesburg, Virginia this September. The theme, “Thrive Forward,” reflects exactly where many of our member companies are today. We are not standing still as an industry. We are adapting, evolving, and preparing for what comes next.

I believe this year’s conference will be one of our strongest yet. The speaker lineup is exceptional, practical, relevant, and built around real business challenges:

- Leadership and resilience
- Pricing and profitability
- AI and cybersecurity
- The Economy
- NAW & Distribution
- Preparing organizations for change

These are not abstract topics. They are affecting decisions inside our companies every day.

At the same time, the Conference is still about

something bigger than speakers and presentations. It is about relationships. It is about conversations that happen between sessions, during activities, over dinner, or simply reconnecting with people who understand both the opportunities and pressures inside our industry.

There is still tremendous value in getting people together face-to-face.

I also want to recognize an important accomplishment – Graduation! On May 20, the 2026 FISA Business Academy completed its spring program. Congratulations to all the participants who completed the Academy - nicely done! That continued growth says a great deal about where our membership is headed. Companies are investing in leadership development, financial understanding, communication skills, and business acumen because they recognize the future will demand stronger leaders at every level of the organization.

As we enter the final stretch for preparing for the Conference, I want to recognize the many members who continue investing their personal time into FISA through board leadership, committee involvement, conference planning, educational support, and member engagement. Associations only remain strong when people are willing to contribute beyond themselves. FISA is fortunate to have many members who continue to do exactly that. Thank you!

The reality is this — our industry will continue to evolve. Technology will continue to change. Markets will shift. New opportunities will emerge. New challenges will come with them. Companies that continue learning, continue building relationships, and continue adapting will position themselves well for the future.

That is what it means to “Thrive Forward”!

Shannon and I look forward to seeing you in Leesburg!



Joe Reynolds
Central States Industrial (CSI)

INDUSTRY EXPERTS BRYAN DOWNER AND JULIE HART HELP DRIVE ACADEMY SUCCESS

The FISA Business Academy is a 10-week, digital-first program designed to help current and future leaders in the hygienic processing industry develop essential skills in organizational leadership, people management, and business finance. While participants complete coursework at their own pace, they also benefit from interactive 90-minute online sessions held every two weeks and led by experienced industry leaders. These sessions provide valuable real-world insights, encourage discussion, and allow students to ask questions, making the content especially relevant and practical.



Bryan Downer

For the 2026 session, which concluded on May 20, Bryan Downer, Vice President of Sales & Marketing at Sani-Matic, led virtual sessions focused on goal setting, coaching teams, and systems of management. Bryan began his career in the hygienic processing industry more than three decades ago as a process engineer and has since built an impressive career spanning both distribution and manufacturing. His experience includes serving as Vice President of Sales at CSI and, most recently, Vice President of Sales & Marketing at Sani-Matic.

Bryan holds a bachelor's degree in engineering and a master's degree in organizational leadership. In addition to his industry

experience, he is a sought-after speaker and trainer for numerous industrial associations and serves as a graduate-level instructor.



Julie Hart

The Academy's final two virtual sessions were led by Julie Hart, CPA, Vice President of Finance at M.G. Newell Corporation. Julie guided participants through the often-challenging topics of understanding financial statements and applying financial knowledge to improve business performance and grow the bottom line.

Julie began her career in public accounting, working in audit and tax services for manufacturing, distribution, and construction companies before joining M.G. Newell as Controller in 1996. During her nearly 30 years with the company, she has played a significant role in its evolution from primarily a distribution business to a full-service systems integration company. As a member of the leadership team, Julie brings extensive financial expertise and practical business insight to the Academy experience.

FISA extends its sincere appreciation to Bryan and Julie for generously sharing their knowledge, experience, and time with Academy participants. Their contributions played an important role in making the 2026 FISA Business Academy a successful and rewarding learning experience.

2026 FISA BUSINESS ACADEMY

This is the third year FISA has offered the FISA Business Academy, and this year there were 30 participants from nine different FISA Companies.

In commenting on the recently concluded 2026 session, Mike Borkowski of Sani-Matic, said, "I really liked the interactive questions in the big group. It was nice to see the perspective of others, and I would

like to see more sprinkled into the sessions. Throughout my career, I have come across a lot of the terms and concepts we covered in this course. What was valuable was that this course took all this and compiled it into a structured roadmap for me to follow. This allowed me to make connections I didn't see before and brought clarity and direction into how I see myself leading as a manager."

REFLECTIONS ON UID 2026



Jared Hively

By Jared Hively

"I wanted to sincerely thank FISA for the opportunity to attend the University of Industrial Distribution (UID) in Indianapolis in March. It was an incredible experi-

ence, and I am truly grateful for the investment my company and FISA made in my professional development.

The sessions provided a wealth of valuable, long-lasting information. In particular, the insights from Steve McClatchy on personal leadership and decision-making really resonated with me. His focus on moving beyond just "preventing pain" to driving "gain" is a mindset I'm already applying to my daily life and work.

Additionally, the information I learned regarding Artificial Intelligence was incredibly helpful. This is an area I have been studying for quite some time.

I also learned that by attending three University of Industrial Distribution programs, participants can earn a certificate in Innovative Distribution through Purdue University. They mentioned that each year offers different material, which makes it a valuable opportunity for continued learning and development."

Editor's Note: Jared Hively is in inside sales with FCX. He was one of two winners of a FISA Scholarship to UID in March 2025.

Five FISA members were part of the more than 425 participants from many different trade associations who attended UID this past March.

Each year FISA offers two scholarships to attend UID and the deadline for applying of the scholarships is November 1st. Information will be posted on the FISA website as soon as the date is finalized for UID in 2027.

NAW PROVIDES FISA VALUABLE RESOURCES

If you are new to FISA, you may be wondering about the relationship between FISA and National Association of Wholesaler-Distributors (NAW).



Simply put, NAW, headquartered in Washington, D.C. and founded in 1946, serves as “the national voice of wholesale distribution,” supporting wholesale distribution companies across the United States through advocacy, industry research, education, and professional services. NAW provides a wide range of valuable resources and timely insights into the trends and issues impacting the wholesale distribution industry.

NAW’s membership includes both direct member companies and a federation of trade associations representing virtually every line of wholesale trade. Collectively, NAW represents more than 30,000 companies and employers through its direct and affiliated memberships.

At the core of NAW’s mission is advocacy. NAW champions policies that strengthen

free enterprise, protect the supply chain, promote economic growth, and ensure wholesale distributors have a strong voice in Washington and state capitals across the country. Through

government relations, public affairs, and the NAW Legal Policy Center, NAW works to advance the interests of distributors and defend the critical role they play in the American economy and way of life.

FISA is proud to be an Association Member of NAW. Through this partnership, FISA members gain access to many of NAW’s valuable resources and services, including business discounts, educational conferences, benchmarking reports, strategic management tools, and industry advocacy efforts that support and strengthen distribution businesses nationwide.

This partnership helps ensure that FISA members remain informed, connected, and well-positioned for success in an evolving business environment. For more information, visit www.naw.org.

YOUR SPONSORSHIPS MAKE THE CONFERENCE SUCCESSFUL

The success of the FISA Annual Conference each year is made possible in large part through the generous support of our sponsors. Your sponsorship reflects



Gray Sherrill

your company’s commitment to FISA’s mission of promoting distribution in hygienic processing industries. The 2026 Sponsorship Co-Chairs are Gray Sherrill, President of M.G. Newell Corporation and Dan Eldon, President of Oliver M. Dean, Inc., both of whose companies have been long-time supporters of FISA.



Dan Eldon

Gray said, “With the support of sponsors, the FISA conference can continue to grow and provide invaluable collaborations within the industry. Additional contributions will allow FISA the funds necessary to enlist the best speakers to educate and add value to our members.”

Dan added, “FISA’s ability to provide an outstanding Annual Conference is made possible through the generous support of our member sponsors. Sponsorship contributions help secure exceptional speakers, valuable educational sessions, and engaging networking activities that enhance the overall conference experience. These partnerships allow FISA to continue delivering meaningful opportunities for learning, collaboration, and industry connection. We sincerely appreciate the members whose support helps make this event possible.”

FISA 2026 CONFERENCE 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 will be appropriate. To facilitate networking, feel free to wear a company logo shirt to the meetings. Weather permitting, our cocktail receptions will be outside. Average high temperature in Leesburg in September is a high of 80 and a low of 60.

250TH ANNIVERSARY CELEBRATION

Saturday night is the closing night of the Conference with a special evening planned. We’ll start with cocktails and then have a short Annual Meeting when we recognize retiring Board members and the Nominating Committee presents the slate of new directors for a vote. Dinner follows and a special celebration of the 250th anniversary of our country.

DRESS FOR DINNER: In honor of our nation’s founding 250 years ago, we request appropriate attire for the evening will be jackets for the men and dressy attire for the ladies.

SPA RESERVATIONS

Advance Spa reservations are recommended. Guests can make an appointment online or by calling 703-729-4036. Online: <https://psmsspa-northcentral.azurewebsites.net/#/en-US/lansdowneSpa/SpaMinerale>. Identify yourself as a FISA member for 10% off Spa Minerale merchandise (services not included).

REGISTRATION INCLUDES

- All Meeting Materials
- Two Breakfasts & Three Cocktail Receptions
- Two Special Dinners
- Complimentary Professional Photos

OUTSTANDING SPEAKERS — THRIVE FORWARD

Motivating Leaders:

Live With Confidence to Build Strong Teams

As a speaker, entrepreneur, and former professional athlete, Tim knows what it takes to lead with purpose under pressure. From championship locker rooms to the boardroom, he challenges leaders and teams to rethink success - not by what they achieve, but by the impact they create. He brings the same mindset to every arena: develop confidence, create urgency, and maximize resiliency. When your team plays for the mission, your impact doesn't just grow - it multiplies.



TIM TEBOW

Tim Tebow is a speaker, entrepreneur, college football analyst for ESPN and SEC Network, the author of six New York Times bestsellers, and the founder of the Tim Tebow Foundation—dedicated to bringing Faith, Hope, and Love to those needing a brighter day in their darkest hour of need. Prior

to his current endeavors, Tim was an NFL quarterback, a two-time NCAAF national champion, Heisman Trophy winner, and College Football Hall of Fame inductee.

Fearless Pricing:

How to Command the Prices You Deserve

Do you price from fear or from confidence? Do you price to win business or do you price not to lose? Even with a perfect pricing strategy, margins still shrink in the face of out-of-control discounting and fear-based pricing. The biggest obstacle to pricing success isn't competition, customers, insufficient business knowledge, lack of strategy, or lack of sophisticated cost and pricing analysis. It's a set of self-limiting beliefs, habits, and behaviors that sabotage pricing success. In this fast-paced, engaging presentation, Casey will demystify the real causes of underpricing to launch you onto a path to improve pricing, command what you deserve, and dramatically increase profits.



CASEY BROWN

Casey Brown is a 25-year pricing geek with a passion to help leaders, entrepreneurs, and sellers command the prices they deserve. Her decades-long reputation as a pricing expert arose from pioneering innovative pricing content, formulating and executing pricing strategies, and driving dramatic, sustainable results.

Her TED talk has been viewed nearly 4 million times. Casey is fluent in Spanish, is a certified Six Sigma Black Belt, and holds degrees in Chemical Engineering, Spanish, and Business. She volunteers hundreds of hours per year in Guatemala supporting children born with cleft lip and palate.

Staying AI Safe: What You Need to Know to Use AI Safely in Your Organization

AI is transforming how businesses operate, opening doors, and creating risks that many owners and executives haven't had time to fully understand. This session isn't about the future of AI. It isn't about how to use AI. It's about the AI security risks affecting your business right now and what you can do about them. You will gain a clear, practical understanding of the AI security risks that are most relevant to companies like yours, from family-owned to large organizations, manufacturers and distributors, and leave with specific steps you can implement immediately, regardless of your technical background.



MIKE FOSTER

*Mike Foster is a cybersecurity and AI consultant who has spent decades helping organizations across North America secure their digital assets. He holds CISSP® and CISA® certifications and is the author of *The Secure CEO*. As the founder of *The Foster Institute*, he has delivered over 1,500 keynote presentations*

and consulting engagements — equipping executives and IT leaders to strengthen their cybersecurity posture and defend against evolving threats.

FutureNomics: The Economic Snapshot You Need Now to Predict the Future, and What to Do Next

In a climate of uncertainty and rapid change, understanding economic signals is essential for strategic decision-making and sustainable growth. FutureNomics delivers a data-driven, forward-looking economic briefing purpose-built for the leaders working with customers in food and beverage manufacturing, pharmaceuticals, and the dairy value chain. Mary brings clarity to economic complexity by connecting macroeconomic trends with industry-specific demand drivers, emerging cost pressures, and opportunities for innovation and resilience.



MARY KELLY

Mary Kelly is an internationally known economist and leadership expert specializing in the fields of leadership, productivity, communication, and business profit growth. A graduate of the United States Naval Academy, Mary spent over 20 years on active duty in intelligence and logistics and she retired from the Navy as a commander. Mary has master's degrees in history and economics, and a PhD in economics. Drawing upon her 30 years as a professor, she loves helping others navigate the economy, build their businesses, become even better leaders, and accomplish more in less time. Mary speaks to 100+ organizations a year.

Be Ready for the Future:

Change is Inevitable, Accept and Embrace It

Companies go through reorganizations and changes to grow their businesses and prepare for future opportunities in the changing marketplace. Mike relates changes in the space program to changes in today's business world, and encourages audiences to embrace change as an opportunity for future greatness and success. He is an in-demand speaker for audiences seeking a unique perspective on teamwork, innovation, and leadership from a down-to-earth spaceman.



MIKE MASSIMINO

*An astronaut, the first person to tweet from space, a recurring character on *The Big Bang Theory*, and now a New York Times bestselling author, Mike grew up a working class kid whose seemingly unreachable dream of becoming an astronaut and flying in space was realized in an unlikely journey that was driven*

by determination and commitment, and accomplished with hard work and humor. After two missions to the Hubble Telescope and four space walks to make critical repairs to the telescope, Mike is now a Columbia University professor, a television host, a frequent guest on morning shows, news programs, talk shows, and late-night television.

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 20, 2026. 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

Dobbins Company



Michael Dobbins

Dobbins Company is proud to announce **Michael Dobbins**, PhD, has purchased the company, effective June 15th.

Michael, the son of Barry and Linda Dobbins, and nephew of Rodney Dobbins, is the grandson of Felix Dobbins, who founded Dobbins Company in 1971. As the third generation of the Dobbins family to lead the company, Michael brings a unique combination of business expertise and strategic leadership to Dobbins.

For more than five years, Michael has served as a Senior Manager with Bain & Company in Atlanta, where he has led teams of consultants advising C-suite executives at Fortune 100 companies on their most critical strategic and operational challenges. His experience includes developing growth strategies, driving performance improvements, leading partner and supplier negotiations, and conducting commercial due diligence engagements for private equity clients across a variety of industries.

Michael earned a PhD in Quantitative Ecology from the University of Florida and has held postdoctoral positions at the University of California, Davis and the College of the Sequoias in Visalia, California. He also holds a Master of Science in Geography, a Bachelor of Science in Biology, and a Bachelor of Arts in Business Administration from the University of Alabama. His research has taken him around the world, while his consulting career has provided broad exposure to diverse business opportunities and challenges.

Having grown up in the family business, Michael spent summers working at Dobbins Company and, prior to graduate school, worked for two years in inside sales. Reflecting on his new role, Michael said, "I am excited for the opportunity to work with our dedicated employees, whose industry knowledge is invaluable, and I look forward to meeting FISA members in Leesburg this September."

DCI, Inc.

DCI, Inc. is pleased to announce the acquisition of ILS Automation, a leader in fermentation and bioreactor control systems. For more than two decades, ILS has been recognized for its Batch Expert+ software platform and AFC

Series controllers, trusted across bench-scale and pilot-scale bioreactor and fermentation systems. Their expertise in scalable control solutions for microbial and cell culture applications complements DCI's strengths in stainless steel tanks, bioreactors, and integrated process systems. This acquisition enhances DCI's ability to deliver fully integrated, end-to-end solutions to the life sciences, food and beverage, and industrial markets. They are also pleased to welcome the ILS team—**Doug Myers**, **Jeffrey DeCicco**, **Peter Hassler**, and **Scott Freedman**—to the DCI family.

Fristam Pumps USA



(L-R) Scott Dillner, Director of Marketing, Kris Schmitt, Director of HR, Kevin Femal, President

Fristam Pumps has been awarded a Top Workplaces 2026 honor by Wisconsin State Journal. This list is based solely on employee feedback gathered through a third-party survey administered by employee engagement technology partner Energage. **Kevin Femal**, President of Fristam Pumps USA, said, "We are honored to be recognized as a Top Workplace and especially proud to have placed second among mid-sized companies in our region. With so many organizations participating, this recognition is a true reflection of our people and the culture we've built together."

Nelson-Jameson, Inc.

Nelson-Jameson, a leading distributor in the food processing industry, and NEXT Logistics have announced that several of its drivers have been selected for the Wisconsin Motor Carriers Association (WMCA) President's Safe Driver Club. This significant achievement reflects the drivers' daily dedication, professionalism, and commitment to road safety.

To be eligible for the first year of membership in the President's Safe Driver Club, drivers must

have 36 continuous months of service with the same employer. Additionally, they must maintain a clean Motor Vehicle Record indicating no traffic citations and zero accidents, both on and off duty, during those years. After earning initial membership, drivers can accrue additional credits for each consecutive year of safe driving in compliance with these rules.

Nelson-Jameson is committed to worker safety and food safety across its entire organization. Last year, the company was awarded the International Dairy Foods Association (IDFA) Dairy Industry Safety Recognition Award for outstanding worker safety at its Marshfield, Wisconsin, and Turlock, California facilities. Additionally, NEXT Logistics, part of the Nelson-Jameson family of companies, won the Truckload Carriers Association Fleet Safety Award. The TCA Fleet Safety Award, which recognizes the safest truckload fleets in North America. In its first year participating, NEXT Logistics logged 1.5 million accident-free miles during the fiscal year.

Masterleo



Rick Plis

Masterleo, a Rodem Inc. Company, introduces our new Technical Sales addition, **Rick Plis**. Rick joins the Masterleo team with over 30 years of experience in technical sales and a solid foundation in Electrical Engineering Technology from the University of Pittsburgh at Johnstown.

QualiTru



Evan Henke

QualiTru Sampling Systems is pleased to welcome **Evan Henke**, PhD, MPH, as Senior Account Executive. Evan will support dairy customers in strengthening food safety and quality programs across the supply chain. Evan holds advanced degrees in Environmental Health Sciences from the University of Minnesota and is passionate about translating complex challenges into practical, results-driven solutions for dairy producers and processors.

VNE



Tim Deschaines

VNE Corporation announces the appointment of **Timothy (Tim) Deschaines**, Ph.D. as our new BPE and Special Alloys Product Manager. Tim has more than 16 years of product management and marketing experience as well as direct experience with process equipment and corrosion control. Tim holds a B.A. in Chemistry from Colorado College and a Ph.D. in Chemistry, with a specialty in analytical chemistry, from the



Trapper Parsons

University of Wyoming in Laramie. **Thomas “Trapper” Parsons** has joined VNE as Regional Sales Manager. In this role, he will be responsible for driving sales growth by developing and maintaining relationships with distributors, contractors, engineers, OEMs, and end users within the Western United States. Trapper has more than six years of experience serving the food, beverage, and pharmaceutical industries.

Stuart W. Johnson & Company

Stuart W. Johnson & Co., Inc. located in Lake Geneva, WI is pleased



Raymond Trimble

to announce key changes to our team: **Raymond Trimble** joined us as General Manager in May of 2026. His system expertise will benefit processes across inside sales and training, drive our CRM rollout, support our field service organization and support IT in general. Raymond served in the U.S. Army and graduated from Elgin Community College.



Taylor Langan

Taylor Langan joined our team as Inside Sales Associate in December of 2024. He had great success in that role, was promoted to Inside Sales Manager and is now transitioning to Field Sales to better serve our customers in Wisconsin. Taylor graduated from Blackhawk Technical College and came to us from a sales role.

SPX FLOW



Jim Brink

SPX FLOW is pleased to recognize the retirement of **Jim Brink**. Jim, who officially retired on May 1, 2026, following 40 years of dedicated service to the company and the broader fluid handling industry. Throughout his career, Jim was widely respected for his deep industry knowledge, strong customer relationships, and steady leadership. His contributions helped shape longstanding partnerships across the market and supported SPX FLOW’s reputation for reliability and technical excellence.

In addition to his professional role, Jim was an active and valued member of the Food Industry Suppliers Association (FISA), where he served on the Board and contributed meaningfully to the organization’s mission. His engagement with FISA and the industry at large reflected his commitment to collaboration, best practices, and the longterm health of the Food Industry community.

“Jim’s impact extends well beyond SPX FLOW,” said Rudy Calderon. “He has been a trusted colleague, mentor, and industry advocate for decades. We are grateful for his many contributions and wish him the very best in retirement.”

SPX FLOW thanks Jim for his 40 years of service and leadership and congratulates him on a well-earned retirement.

M.G. Newell Corporation



David Brink

After more than four decades of leadership, service, and dedication to our industry, M.G. Newell Corporation proudly recognizes the retirement of **David Brink**.

After building a successful career with Brink’s Inc. as an Outside Sales Representative, David joined M.G. Newell on March 1st, 1994 to lead our newly formed Louisville Division. From his first days in our Louisville office with one admin and one engineer, he brought vision, integrity, and

Continued on page 8

an unwavering commitment to excellence that helped shape the division into what it is today. His leadership not only strengthened our business, but also built lasting relationships with customers, partners, and colleagues across the industry.

David also generously shared his leadership skills with FISA by serving on the Board of Directors from 2001- 2004. He returned to the Board in 2009 when elected Vice President, was President from 2011 – 2013, and then served as Past President until 2016.

Throughout his professional journey, David was widely respected for his industry knowledge, steady leadership, and genuine character. Those who have worked alongside David know him not only as a trusted leader, but as a mentor, advocate, and friend. His wisdom, professionalism, and calm presence have left a lasting impact on countless people throughout his career.

While we will certainly miss David's leadership and daily presence, we are deeply grateful for the legacy he leaves behind at M.G. Newell and within the food and beverage industry as a whole. Please join us in congratulating David Brink on an extraordinary career and wishing him and Julie a well-earned retirement filled with health, happiness, and new adventures.



John Kelly

In addition to David Brink's retirement, M.G. Newell also announces a number of new hires for the company. **John Kelly** has joined the company as their Director of Business Development. John has more than 20 years of experience in product marketing and business development and earned a B.A.



Al Paolillo

in Political Science from the University of North Carolina at Chapel Hill. **Alphonse (Al) Paolillo** has joined the company as a Senior Control Systems Engineer. Al reports to Will

Castrey, Director of Engineering for Newell Automation. Al has more than 35 years of engineering and system controls experience and has an A.S. in Electrical Engineering



Barry Lyons

from Greater New Haven College in New Haven, CT. **Barry Lyons** is a new Control Systems Engineer also reporting to Will Castrey. Barry has 26 years experience and received



Gabriel Johnson

a B.S. in electrical engineering from ITT Technical Institute. **Gabriel Johnson** is a new Project Engineer in the Louisville Division. Gabriel has more than three years of process

and project engineering experience and earned a B.S. in Chemical Engineering from Tennessee Technical College and his



Blake Kinnett

M.B.A. from the University of North Alabama. **Blake Kinnett** has re-joined the company as their Outside Sales Representative for NE Georgia. Blake has 13 years of experience in outside

sales. Stan Anderson has joined the company as an Outside Sales Representative in the Nashville Division and will cover Alabama. Stan has a B.S in Psychology from the University of Alabama.

MARK YOUR CALENDAR

JULY 1, 2026

Renew FISA Membership

SEPTEMBER 17 – 20, 2026

FISA Annual Conference
Lansdowne Resort – Leesburg, VA

NOVEMBER 1, 2026

UID Applications Due

NOTE: Email stella@fisanet.org the name of your Marketing Manager to add to the FISA database.

WELCOME NEW MEMBERS

Circuit.AI

Contact: Robb Misso
1111 WEST 7th Street
Austin, TX 78703
(512)626-4308
robb.misso@circuit.ai.com
www.circuit.ai

In hygienic processing, precision is essential. Manufacturers and independent distributors are under constant pressure to deliver accurate and timely technical information. Circuit AI was built specifically for this industry with a focus on accuracy, speed, and reliability.

Circuit converts fragmented technical documentation such as manuals, specifications, drawings, bulletins, and schematics into verifiable, citable answers and repeatable workflows. This helps manufacturer and distributor teams move faster on RFP reviews, quoting, installation support, service, and warranty questions. The result is fewer back-and-forth emails, faster responses, and clearer communication between manufacturers and distributors. Teams working with hygienic processing equipment have reduced RFP review timelines from days or weeks to minutes without increasing headcount.

As new FISA members, we look forward to sharing practical insights on where AI can support distributor and manufacturer teams across the industry.

AGC Heat Transfer

Contact: Penny Vander Veden
10129 Piper Lane
Bristow, VA 20136
(715) 409-6952
penny@agcheattransfer.com
www.agcheattransfer.com

AGC Heat Transfer, Inc. is the leading supplier of sanitary plate heat exchangers in North America. By manufacturing plate heat exchangers specifically designed for sanitary applications, we've designed and developed plates that outperform those made by other brands. Customers looking to upgrade their sanitary applications, increase process efficiencies, and reduce overhead expenses have a lot to benefit from choosing AGC as their heat exchanger manufacturer.

AGC plates and frames are designed, engineered, and manufactured in the USA.

BRINK FAMILY CREATES A LEGACY



(L-R) Jim, Hank, David and John Brink

With the retirements of brothers, Jim and David Brink, a remarkable family legacy of leadership and service within FISA spanning more than 60 years is coming to an end. That legacy began with George Brink, who founded Brink's, Inc., a distribution company, in 1955. George actively participated in FISA and served as President of FISA from 1972–1974. In recognition of his contributions to the industry, George was honored as a FISA Life Member in 1987.

A cornerstone of the Brink family, which included nine children, was their belief in faith, family, and the value of hard work. Three of the nine children followed in their father's footsteps into the hygienic processing industry and into becoming actively involved in FISA's leadership as well. The oldest son, Hank Brink, who passed away in 2023, served two terms on FISA's Board and was President from 2005-2007.

David Brink, who is retiring August 1 from M.G. Newell Corporation was FISA President from 2011-2013.

Jim Brink, who says with a laugh, "I was the brother who went to the dark side and into the manufacturing side of hygienic processing" retired from SPX Flow on May 1st. He actively participated in FISA for many years and served on the FISA Board of Directors from 2019 - 2022.

John Brink, a graduate of the Naval Academy, also worked in the industry for several years as a project manager for a few engineering firms and retired from Power Engineers in 2022.

The Brink family's dedication to leadership, service, and community has helped shape FISA for generations and leaves an enduring mark on the industry. Few families have contributed so profoundly and consistently to the advancement of the food and beverage industry.

CONFERENCE AGENDA

WEDNESDAY, SEPTEMBER 16

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

THURSDAY, SEPTEMBER 17

9:30am – 3:00pm FISA Golf Tournament
10:30am – 4:00pm Washington, DC Highlights Tour
5:00pm – 6:00pm First-Timer's Meeting
6:00pm – 7:00pm Cocktail Reception
7:00pm – 9:00pm **Dinner with Tim Tebow** –
Motivating Leaders: Live With Confidence to Build Strong Teams

FRIDAY, SEPTEMBER 18

7:30am – 8:15am Breakfast & Program
8:30am – 10:00am **Casey Brown** – *Fearless Pricing: How to Command the Prices You Deserve*
10:15am – 11:45am **Mike Foster** – *Staying AI Safe: What You Need to Know to Use AI Safely in Your Organization*
12:00pm – 1:00pm *Optional Cybersecurity Workshop With Mike Foster - Registration Required*
1:30pm – 4:30pm Stone Tower Winery Tasting & Tour
2:00pm – 4:00pm Leesburg Walking Tour
2:00pm – 4:00pm Croquet Tournament
2:00pm – 4:00pm Guac-Off Challenge
2:30pm – 4:00pm Volleyball
5:30pm – 6:30pm Cocktail Reception/Dinner on your own

SATURDAY, SEPTEMBER 19

7:30am – 8:15am Breakfast & **Eric Hoplin** of NAW
8:30am – 10:00am **Mary Kelly** – *FutureNomics: The Economic Snapshot You Need to Predict the Future and What to Do Next*
10:30am – 12:00pm **Mike Massimino** – *Be Ready for the Future: Change is Inevitable, Accept and Embrace It*
12:30pm – 4:00pm Udvar-Hazy Museum Tour
2:00pm – 4:00pm Paint & Pinot
2:00pm – 4:00pm Leesburg Walking Tour
2:00pm – 4:00pm Pickleball Tournament
6:30pm – 9:30pm Cocktails/Celebration Dinner & Annual Meeting

Time to Renew Your FISA Membership

July 1, 2026 is the deadline for renewing your company membership which will be effective until June 30, 2027.

For your convenience, you may pay by credit card at www.fisanet.org by clicking on the Renew Membership under Quick Links at bottom of www.fisanet.org home page.

If paying by check, please **make check payable to FISA** and mail to:

1207 Sunset Drive, Greensboro, NC 27408. If you want to make an ACH transfer, contact stella@fisanet.org for details. As a reminder, it is a Board policy that in order to attend the Annual Conference, dues must be current.