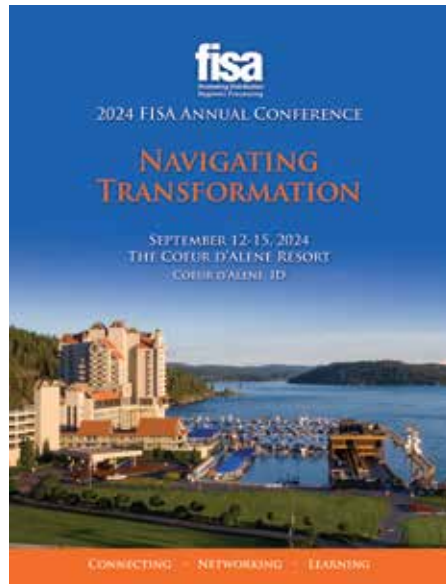


## REGISTER NOW FOR THE 2024 FISA ANNUAL CONFERENCE

The FISA Annual Conference provides an unprecedented opportunity for owners and decision makers of distribution firms to meet face to face with the top personnel of manufacturing firms. As one past president of FISA recently said, “There is just no substitute for meeting someone and putting a name with a face. If there ever is a problem or an issue to discuss, it is so much easier when you can talk with someone you’ve met.”

The objective of the FISA Annual Conference is to provide the venue for distributors and those manufacturers who go to market through distribution to meet.

Existing relationships are strengthened; new relationships are created; and together attendees learn about the major trends impacting their businesses. After all, this is what FISA is all about...bringing distributors and manufacturers together to strengthen their partnerships in order to more effectively serve their customers.



inspirational message about the Hero Effect. Several of our speakers will have time to participate in some of the activities giving members a chance to interact with speakers on an individual basis.

you want introductions to specific individuals, email Executive Director, Stella Jones at [stella@fisanet.org](mailto:stella@fisanet.org), or reach out to any member of the FISA Board of Directors.

In a survey after the 2023 FISA Annual Conference, 82% of the attendees said they did review the company profiles in advance of the Conference; 76% scheduled meetings during the conference and 99% said they met someone they planned to follow up with after the Conference.

And if you are coming for the first time, you will be warmly welcomed. Whether your company is new to FISA or you are new to your job and your company has been a long-time member, expect to receive a call prior to the Conference from a member of the FISA Board of Directors welcoming you. Also, make your travel plans so you and your spouse/guest can attend the First-timer’s Meeting from 4:00 pm - 5:00 pm on September 12. Experience the

*In a survey after the 2023 FISA Annual Conference, 82% of the attendees said they did review the company profiles in advance of the Conference; 76% scheduled meetings during the conference and 99% said they met someone they planned to follow up with after the Conference.*

Equally as important as being the ideal venue for networking, the FISA Annual Conference is the place to hear world class speakers address the pertinent issues currently affecting every business in today’s rapidly changing world. Because of your financial support, FISA is able to hire outstanding speakers and bring together leading-edge thinkers in a forum that an individual company could not afford to do. Navigating Transformation is the theme of the 2024 FISA Annual Conference where you will learn what’s happening in the economy, hear about evolving digital technologies and implementing AI, cybersecurity, how to sell more effectively, and be inspired with an

Communication is key for maximizing your time at the Annual Conference. Looking ahead here’s what you can expect. Several weeks before the Conference, you will get a link to the Conference App which will have the agenda and a list of all the attendees as well as a profile of each company attending describing what the company does. Download the app to your phone and have this information at your fingertips. Review the information in advance and plan to reach out to attendees prior to arriving in Coeur d’Alene to schedule meetings during the Conference. This is a cost-effective way to make connections with multiple people in one location. If

FISA Annual Conference, and you will find a friendly environment where industry professionals meet to learn and to network in a relaxed environment.

### 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



*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:**

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**Barry Dobbins**  
*Dobbins Company*

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*Triplex Sales*

**Deb Tracy**  
*Lighthouse Process Corporation*

**Ola Wesstrom**  
*Endress+ Hauser*

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

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

**FROM THE PRESIDENT**



FISA Members,  
I hope everyone is enjoying the Spring weather and looking forward to the upcoming Summer. As we are moving closer to our Annual Conference in beautiful Coeur d'Alene Idaho, it's

important that you register for the Conference. If you happen to be holding a room and have not registered for the Conference, please register soon. If you have decided not to use your room, please email [stella@fisanet.org](mailto:stella@fisanet.org) so we can retain the room in our room block. Our room block is filled, and other members want rooms.

I want to extend a special thank you to Ola and Faith Wesstrom for serving as Conference chairs. They are doing a fantastic job of organizing this event to ensure it will be a tremendous success, and they also wanted me to remind you to register soon if you are planning to attend the Conference. Register for your activities now so you won't be disappointed since many of the 12 activities offered are already filled.

When you read the company news in this issue of the newsletter, you will notice the word retirement mentioned several times as companies highlight many long-time FISA members who are retiring. FISA has been strengthened through the years by many of our members who are now retired. In 1997, the FISA By-laws were changed to make manufacturers full members of FISA rather than associate members. This change recognized the importance of a strong partnership between distributors and manufacturers that is critical to serving our customers. Since 1997, manufacturers have been serving on the FISA Board of Directors and continue to provide exceptional leadership in moving FISA forward. I want to personally extend my appreciation to each of the FISA members, whether working for a distributor or a manufacturer, who is retiring. We value your contributions to FISA and wish you health and happiness in the years ahead.

And as our members retire, we have new leaders stepping into those positions. This younger generation of FISA members is engaged and motivated to make a positive difference in the industry. We are seeing first-hand the capable

group of FISA NextGen members, under 40 years of age, who are actively participating in NextGen activities. Emily Gentile of OCS Process is in charge of NextGen this year, and she hosted a successful virtual meetup of members on May 22. And looking ahead, the NextGen group will have a special gathering in person in Coeur d'Alene on Wednesday, September 11th before the start of the Annual Conference. Making connections and getting to know each other better is not only fun but enhances developing business relationships.

In addition to providing networking opportunities, providing educational opportunities for our members is essential to FISA's future. New this year is the FISA Business Academy, a ten-week virtual learning experience that concluded on May 29. Twenty-seven of our members participated, and we particularly thank Pete Herb, President of Fristam Pumps USA, and Michael Spohn, CFO of M.G. Newell Corporation, for their participation in the live virtual learning sessions.

Another educational offering we've had for many years is the University of Innovative Distribution (UID). This in-person learning opportunity brings together more than 500 participants from many different lines of trades for three days of continuing education in Indianapolis, IN. Having options for virtual or in-person continuing education is important, and it is exciting to see our members eager to acquire new skills and position themselves for increasing responsibilities within their companies.

Also new this year is WISDOM, headed up by Ali Legatt and Deb Tracy. This initiative aims to bring fresh perspectives and innovative ideas for enhancing the participation of women in FISA. There are a lot of new and exciting things coming to FISA, and we encourage you to be on the lookout for more information.

Thank you for being a part of FISA. Your dedication and ideas continue to move our industry forward. We hope to see you at our upcoming events and encourage you to take advantage of the resources and opportunities available to you as an employee of a FISA member company.

Barry Dobbins, Dobbins Company

## FISA PROVIDES CONTINUING EDUCATION FOR MEMBERS

In a rapidly evolving distribution landscape, investing in your education is more than just a wise choice; it's a strategic investment. FISA offers two learning experiences that empower individuals to thrive in an ever-changing industry. Whether you choose in-person learning through the University of Innovative Distribution or virtual learning through the FISA Business Academy, consider FISA's opportunities for continuing your education.

### FISA Business Academy

The 10-week virtual FISA Business Academy concluded its last session on May 29th. The 27 participants in this first class of the FISA Business Academy came from both distribution and manufacturing companies with a number of companies sending multiple learners. Our thanks go to Anderson-Dahlen Inc., Chicago Stainless Equipment, CPE Systems Inc., Dixon Sanitary, Dobbins Company, F&H, GEA,

OCS Process Systems, Oliver M. Dean, Inc., Pentair, Quality Stainless Inc., Sani-Matic Inc., SPX Flow, Stuart W. Johnson & Co., and VNE for their support.



**Kiel Pohl**, Director of Technical Applications with Sani-Matic Inc. said, "I found the class to be extremely informative. The way the material was presented really reinforced how to get

started in leadership, and provided the building blocks needed to become an effective and respected leader within an organization. Through tools that logically make sense. I found the financial sections particularly interesting, in learning how to USE the numbers to make informed decisions. Thank you for the well-executed class, live learning sessions, and the downloadable materials!"



**Peter Barrie**, Product Management Director at Sani-Matic Inc. commented, "Great program that covers the strategy, management, and financial side of business. Would recommend for anyone getting into management or moving into more strategic roles within the company. Very insightful. Really prepared me for my management role."

Watch for more information about potential FISA Business Academy programs in the future. FISA will once again be offering two scholarships to UID which takes place March 10 – 13, 2025 in Indianapolis, IN. The scholarship application is posted on the FISA website under Targeted Education and deadline for submitting the scholarship application is November 1, 2024.

UID conference exceeded my expectations. I was surprised when I was signing up for classes how many different pathways were available, such as sales, management, and HR related classes. I also was under the assumption it would mostly be food equipment distributors. I quickly learned that it was distributors from many industries. The fellow attendees had a wide array of backgrounds that made for some excellent networking opportunities.



**By Jason Gudenauf**, Triplex Sales Co.

Thank you to FISA for selecting me for the UID Scholarship and making it possible for me to go this year. The 2024

UID conference exceeded my expectations. I was surprised when I was signing up for classes how many different pathways were available, such as sales, management, and HR related classes. I also was under the assumption it would mostly be food equipment distributors. I quickly learned that it was distributors from many industries. The fellow attendees had a wide array of backgrounds that made for some excellent networking opportunities.

One of the speakers I found most interesting was Sam Richter. I took several of his classes, with a focus on researching potential customers using technology such as AI.

## REFLECTIONS FROM 2024 UID

I focused mostly on the sales-based classes for my learning path. Other classes I took focused on learning how get to know your customer's needs and present solutions. This was a great opportunity for me to learn from the many knowledgeable speakers and fellow attendees. I look forward to putting the things I learned to good use in my career in food equipment distribution. Thank you!



**By Michael Wilkie**, Nelson-Jameson, Inc.

Two Nelson-Jameson sales managers and I attended UID, and all three of us were so impressed with the speakers' knowledge

and the information they presented. The sessions overflowed with takeaways which I was able to immediately use in my role as Director of Finance at Nelson-Jameson. UID offered diverse topics, and I focused

on sessions about finance, sales, and personal growth. All the speakers were impactful, but two really stood out.

Sean Glaze's session about building an exceptional workplace culture was just that — exceptional. He shared ways to grow teams and action points on how to run a more efficient department. He also talked about the importance of how to truly get to know employees by talking to them about more than just work. This, in turn, helps managers better relate to their teams.

Additionally, Albert Bates' sessions on improving the bottom line provided insights into exactly what makes companies profitable. He highlighted different scenarios that affect a company's bottom line, so companies know which levers to pull if they want to see major changes to their own profitability. Overall, the UID sessions were so rich with information that I look forward to coming back to future sessions that I didn't get to attend this time!

## Maximize Your FISA Conference Experience

As the number of attendees coming to the Conference grows each year, it's important to think in advance about what you want to accomplish. While the Conference offers great educational sessions and fun activities, most attendees say they attend for the tremendous value of networking.

### Ways FISA encourages interaction:

- Look for the complete attendee list which will be emailed to you a few weeks before the Conference and review it in advance.
- Read the one sentence description of each company attending which will also be emailed prior to the Conference. If you're not familiar with a company, visit their website and find out what they do.
- Contact people you'd like to meet prior to arriving in Coeur d'Alene and schedule time to talk during the Conference.
- If you do not know someone and want to be introduced, tell a member of the FISA Board of Directors who will be glad to facilitate the introduction.
- For breakfast on Friday and Saturday mornings, we draw numbers for tables to encourage meeting new people.
- Delegates will have white name tags and spouses/companions will have light green name tags.
- If you're looking for a distributor, look for a gold star. Distributors will have a gold star on the upper right of their name badges.

FISA is constantly looking for ways to encourage interaction and networking. If you have a suggestion, please contact a member of the Board of Directors or call FISA at 336-274-6311.

## WHAT'S IT LIKE TO BE A FIRST-TIMER?



**Scott Beck** is Sales and Marketing Manager at Chicago Stainless Equipment, Inc. and attended the FISA Annual Conference for the first time in 2023. When asked about his experience,

Scott said, "As a first-time attendee last year, I was a bit nervous honestly because I did not know what to fully expect. Chicago Stainless Equipment has had representatives attend FISA for years and a member of our leadership team was on the Board of Directors more than 20 years ago, so I had heard plenty of good things but was not completely sure how my experience would be. From the moment I checked into the conference, I was greeted by extremely friendly attendees. It didn't matter if they were currently working with us, had never done business with us, or are a direct competitor, everybody is there to network and cultivate relationships across the industry."

"Not only was I a first-timer, but I also am in the NextGen group, so I had a full schedule of networking and getting to know other first-timers and Next-Geners. The activities scheduled made it very easy to break the ice and get to know other mem-

bers of our industry while having a great time doing so. My first FISA event was a memorable one for sure and it surpassed the expectations I had going into it. Stella and Charlie do an amazing job planning and hosting FISA and I am looking forward to seeing everybody in Idaho this year!"



**Karl Kieffer** is Manager Key Component Hub Americas for Tetra Pak Inc. He and his wife, Peggy, attended the Conference in Colorado Springs last year for their first

experience with FISA. Karl commented, "As a first timer at the 2023 FISA conference I enjoyed the chance to reconnect with some people, many of whom I hadn't met in person since before COVID. But I was surprised at how welcoming everyone was, even those that I didn't know personally. As a first-timer, many people went out of their way to make my wife and me feel included. The Conference was well organized, mixing business topics with a healthy dose of fun made a great environment with the chance to make both professional and personal connections. I look forward to continuing those in 2024."

## SPECIAL NETWORKING NIGHTS

The Coeur d'Alene Resort has multiple beautiful venues for us to gather for our networking and cocktails. We'll have the opportunity to visit three different locations so knowing how to dress and thinking about your footwear is important for you to know in advance. On Thursday evening from 5:00 – 6:30 pm, we will be on a grass lawn in front of the hotel with views of the lake and the town. High heels are not recommended. Friday evening, we board two double decker boats with drinks served on board to travel across the Lake to the Hagadone home and gardens in Casco Bay. While we won't be touring the house, we have full access to the lovely gardens and the exterior of the home including the garage. For moving around on the boats and walking uphill across grass, please wear



comfortable low heel shoes. Once again on Saturday night, we'll travel by boat to the Hagadone Event Center for a final night of networking, cocktails and dinner. There are a number of steps from the dock to the Event Center so for those wanting an alternative, transit by van will also be available if desired. Each night comfortable resort attire is appropriate but for Saturday night, plan to dress in Red, White or Blue!

# FISA COMPANIES FOCUS ON ADDRESSING WORKFORCE DEVELOPMENT

## Editor's Note:

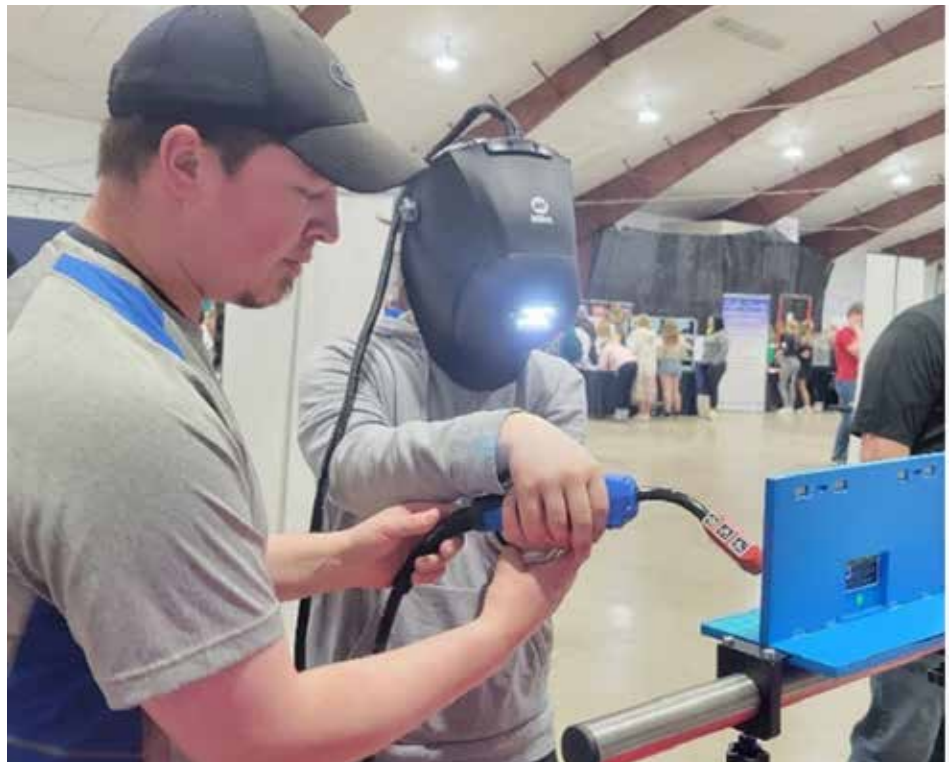
The future of work today is being shaped by a range of emerging trends such as the rise of remote work, the gig economy, automation, and artificial intelligence. These trends are creating new opportunities for companies to optimize their workforce with agility and flexibility. At the same time, these forces are introducing new challenges. The skills gap remains a major challenge for organizations, with many companies struggling to find employees with the right skills for their needs. This trend leads some to invest in upskilling and reskilling programs to ensure their workforce is equipped with the skills needed to succeed.

Whether we are a manufacturer or a distributor, we all need to deal with economic uncertainty, talent shortages, and changing workforce demographics since many of our seasoned employees will be retiring. At the 2023 FISA Annual Conference, Ola Wessstrom, of Endress+Hauser, participated in a panel discussion on workforce development and shared innovative community programs in place to recruit and train future employees for his company.

Learn about how Enerquip is addressing a shortage of welders, and we encourage you to submit articles for how your company is reaching into your community in different ways to recruit and train future employees.

## Enerquip Uses Augmented Reality to Educate Welders

According to the Bureau of Labor Statistics, the U.S. has approximately 43,000 open welding jobs to fill each year. To help fill these vital roles and open students to the challenging but exciting world of welding, Enerquip has introduced augmented reality welding simulators to its internal and external training programs. With the purchase of the robust AugmentedArc® and the smaller MobileArc™ Augmented Reality Welding



Brady Loetscher (right), Enerquip Sales Engineer, tries out the MobileArc™ Augmented Reality Welding System from Miller as he receives guidance from Enerquip Welder Troy Komarek (left).

Systems from Miller, Enerquip is set to amplify welding education in central Wisconsin by offering safe, life-like, hands-on learning experiences for both student education and internal training.

This spring, Enerquip began demonstrating these simulators with hundreds of area students at various career fairs and speaking engagements. Students were given a firsthand glimpse into opportunities within the welding industry. By leveraging augmented reality technology, Enerquip and Miller are not only preparing the next generation of welders but also inspiring them to pursue fulfilling careers in welding. Furthermore, with the addition of these simulators, Enerquip is in the process of developing a welding curriculum to collaborate with local schools for the upcoming 2024 – 2025 academic year.



## About Enerquip

Headquartered in Medford, WI, Enerquip is a leading provider of sanitary and industrial heating and cooling solutions for customers in a variety of industries including food, beverage, pharmaceutical, asphalt, biofuels, tank terminals and more. Made in the USA, Enerquip's innovative line of products includes heat exchangers, condensers, thermal fluid heaters with serpentine coil technology, helical coil heaters, tank heating coils, steam generators, economizers, suction heaters, bayonet heaters and more. For more information, visit [www.enerquip.com](http://www.enerquip.com).



## Time to Renew Your FISA Membership

**July 1, 2024 is the deadline for renewing your company membership which will be effective until June 30, 2025. To attend the 2024 Annual Conference, your membership dues must be current.**

For your convenience, you may pay by credit card at [www.fisanet.org](http://www.fisanet.org) by clicking on 'Renew Membership' at bottom of homepage under 'Quick Links'.

If paying by check, make check payable to FISA and mail to 1207 Sunset Drive, Greensboro, NC 27408. For an ACH transfer, contact [stella@fisanet.org](mailto:stella@fisanet.org) for details.

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

## Girton Manufacturing Co.



Brian Stewart

Girton Manufacturing Co., Inc. is pleased to announce that **Brian Stewart** has been promoted to the position of Assistant Sales Manager for the Pharmaceutical Division.

Previously, Brian held the position of Mechanical Engineer for 27 years. In his new position he will assist **Rick Davis**, Pharmaceutical Sales Manager, promoting the design and sales of washing equipment to the pharmaceutical industry worldwide.

Girton Manufacturing Co., Inc. is celebrating their 97th year as a leading global manufacturer of equipment for the food, pharmaceutical, and health care markets, as well as thermal energy storage systems.

## VNE Corporation



Dan Larsen

After 35 years, **Dan Larsen** is stepping into the exciting world of retirement. Dan has embodied the core values of VNE Corporation, inspiring those around him to strive for greatness. He has guided the company through numerous challenges, ensuring its resilience and continued growth in an ever-evolving marketplace. Countless individuals have benefitted from his wisdom and guidance, shaping their own careers. As we bid farewell to Dan, we express our deepest gratitude for his invaluable contributions to VNE Corporation. May his retirement be filled with joy, fulfillment, and endless possibilities. Cheers to a remarkable career and the beginning of a new chapter. With Dan's retirement VNE is pleased to announce that **Jim LeClair**



Jim LeClair

has accepted the position as CEO. Jim brings with him a wealth of experience in our industry. His experiences with various sales channels are important to VNE's success. His leadership and strategic vision will be invaluable as we continue to grow and navigate new opportunities in our industry. In his role as CEO, Jim will be responsible for ensuring a successful transition of generations in the company and to keep developing VNE as a market leader in the US. We are confident that his expertise and passion for engineering and sales will greatly benefit our organization.

## M.G. Newell Corporation

M.G. Newell received the 2023 Spirit of North Carolina award from United Way of NC for their fundraising activities. The reward was presented to **Gray** and **Michael Sherrill**, along with our campaign organizers **Ashley Smith**, **Donna Rayfield** and **Lyric Holt** (not pictured). "For over 135 years, M.G. Newell has showcased the power of community collaboration and family unity in achieving collective success," said **Frank McCain**, President, and CEO of United Way of Greater Greensboro. "We are deeply grateful to the Sherrill family and every member of the M.G. Newell team for their thoughtful contributions, boundless creativity, and enduring support of the community's goal to end local poverty."



(L to R) M.G. Newell employees **Ashley Smith**, **Gray Sherrill**, **Michael Sherrill**, **Donna Rayfield**, and **Samuel Vaughn** and **Nadine Malpass**, from United Way Greensboro.



Tony Saenz

M.G. Newell is both delighted and disheartened to announce that **Tony Saenz** is retiring on May 31, 2024. Tony has served as our Head of Engineering for over 24 years and has been a tremendous associate, director, mentor, colleague, and friend to many. Tony has established numerous projects and helped design our engineering department into what it is today. His contribution and experience to the company has been beyond measure.

## Fristam Pumps USA



Zach Winterhalter

Fristam Pumps USA is pleased to announce **Zach Winterhalter** has been promoted to the position of Sales Manager - Americas. In his new position, Zach will oversee Fristam's North, South, and Central American Sales Departments as well as the Customer Service Department. Zach has been with Fristam for four years and previously held

the position of Regional Sales Manager, Ohio Valley. He has 10 years of distribution sales experience in the fluid process equipment industry and holds a Bachelor of Business Administration degree from Davenport University.



Sam Gonzalez

Fristam Pumps USA is pleased to announce **Sam Gonzalez** has re-joined the company as Regional Sales Manager, Ohio Valley. In his new position, Sam will

manage and coordinate Fristam's distribution sales network within the Ohio Valley region. Sam previously held the positions of Bilingual Technical Inside Sales Representative and Applications Engineer during his previous 6+ years at Fristam. Sam is bilingual in Spanish and English and has a B.A. in Spanish Language and Literature from the University of Wisconsin-Madison.

Fristam Pumps USA, Middleton, WI, is a leading global manufacturer of sanitary centrifugal and positive displacement pumps, blenders and mixers used by the beverage, dairy, food and pharmaceutical/biotech industries.

### Zwirner Equipment Company



Jason Phillips

Zwirner Equipment Company is pleased to welcome **Jason Phillips**. Jason comes to Zwirner with 29 years' experience in the Industrial Machinery Supply Business. As Vice

President of Interactive Technology, Inc. he was responsible for all phases of the operation. At Zwirner Equipment, Jason will be handling Inside Sales for all Processing Equipment. Jason lives in Watertown with his wife, Rebekah, and son Jordan.

Zwirner Equipment Company offers a variety of new and used machinery, equipment, and parts to industries requiring sanitary grade stainless steel equipment including, but not limited to, food processing, dairy, brewing, beverage, pharmaceutical, and HVAC. In addition to reconditioning and custom fabrication, our array of equipment maintenance, transportation, and additional services are tailored to meet the needs of your operation. <https://www.zwirnerequipment.com/>

### Wayland Industries



Howard Fyock

**Howard Fyock** serves as National Sales Manager and is responsible for leading the Wayland Industries sales efforts and new product development. He brings to Wayland

extensive sales and management experience, along with more than ten years' experience in the food, beverage and pharmaceutical industries. A U.S. Air Force veteran, Howard served during the Persian Gulf War in Information Management. He has been a business owner and business consultant for more than 100 small businesses in North Western Pennsylvania. Howard graduated with honors from Trinity College, where he received a Bachelor of Science degree in Business Administration/Marketing.

### Steel & O'Brien



Kevin Kuhn

We are excited to announce that **Kevin Kuhn** joined our team as Division President of Engineered Components, Kevin was previously employed at

AllClear Aerospace, where he was Vice President and GM of the Engineered Products business. Kevin is an accomplished and highly effective leader who brings a wealth of experience running organizations and multi-disciplined teams.

Steel & O'Brien also announces that Andron Stainless Ltd. is now Steel & O'Brien Canada. Canadian customers now have direct access to Steel & O'Brien's full catalog and a much broader line of stainless-steel sanitary products and replacement parts. The combined CRN offering available through Steel & O'Brien Canada will more than double in size to now include all products offered previously by Andron as well as Steel & O'Brien products with CRN certifications.

Headquartered in Arcade, NY, Steel & O'Brien is a manufacturer of stainless-steel process equipment, including sanitary and BPE fittings, tubing, and valves for industries with strict hygienic and high-purity standards. For more information, visit [steelobrien.com](http://steelobrien.com).

### Rodem Inc.

Rodem announces a number of promotions: **Barry Coleman** from Warehouse Manager to Supply Chain Manager; **John Diener** from Installation Foreman to Project Manager; **Kristyn Morrison**, **Joe Arlinghaus**, and **Rachel Childers** have been promoted to Senior Engineers.



Russ Smith

Recent new hires include **Russ Smith** who joined Rodem Inc. as an Account Manager for Northeastern Ohio and Western Pennsylvania. Russ holds a Mechanical Engineering

Technology degree from Youngstown State



Ken Ruckriegel

University and brings a wealth of professional expertise to the Rodem team. **Ken Ruckriegel** joined Rodem Inc. as an Account Manager and Sales Engineer for North Carolina.

Ken's early career years were spent designing process plant expansion projects for C&I engineering, and sanitary process skid systems for Waukesha Cherry



Matthew Neely

Burell. **Matthew Neely** joined Rodem Inc. as an Account Manager for Central Ohio. Matthew comes to Rodem with years of sales and industry experience in

the Beverage Alcohol industry, especially focused on the Brewery world all over North America. Matthew holds a District Officer position in his local MBAA (Master Brewers Association of the Americas) District.

**Noah Cave** joined Rodem Inc. as a Project Engineer and is an Ohio State alum with a Bachelor's degree in Chemical Engineering.

Rodem extends congratulations and gratitude to the employees who have recently retired. **Greg Watkins** served processors in Northeastern Ohio for more than two decades. Greg was a wealth of knowledge to his customers as he shared his industry and process expertise during countless plant expansions and process improvement projects. **Greg Goebel** served processors in Southwestern Indiana and Western Kentucky for more than 10 years. With extensive in-plant experience Greg was an asset to his customers during his tenure

at Rodem. **Tom Korte**, Director of Sales, has been a cornerstone of Rodem's Sales Department for more than 40 years. Hired in 1979, Tom has been instrumental in the growth and success of Rodem. He was one of Rodem's original sales team members before most recently serving in a management role for more than a decade. Tom's contributions to the Rodem team, organization, customers, and the industry in general are impossible to quantify. We would like to thank Tom for his enduring loyalty to our organization and wish him happiness in his well-deserved retirement. Rodem also wants to congratulate and thank Account Manager, **Jim Frey**, for 40 years of service with our organization. Jim

joined Rodem in 1984 as an Inside Sales rep before moving into an outside sales role. Jim has been an invaluable resource for his customers and our organization.

### Enerquip Thermal Solutions



Emily Schafer

Enerquip is excited to introduce **Emily Schafer** as its newest Design Engineer. As an Enerquip Design Engineer, Schafer crafts detailed fabrication drawings for various equipment, ranging from heat exchangers to condensers and bayonet heaters. With a strong interest in engineering, Schafer began her journey with Enerquip as a mentorship student back

in 2020 as a Medford High School Senior. Throughout her college years, she further developed her skills at Enerquip during winter and summer breaks away from college. Now, as a recent graduate of UW-Stout's engineering technology program and armed with her completion of the SolidWorks Associate's Exam, she's joined Enerquip full-time as a Design Engineer. A native of Medford, Wisconsin, Schafer is thrilled to kickstart her career at Enerquip. "Returning home to launch my career is incredibly exciting," remarks Emily. "I chose Enerquip for its collaborative atmosphere, team of talented colleagues, fantastic work/life balance, and the opportunity to tackle custom projects that push my boundaries."

## WELCOME NEW MEMBERS

### ■ Erie Industrial Group

Contact Mike Kern  
27953 E. Broadway St.  
Walbridge, OH 43465  
(419) 630-7051  
ereind@outlook.com  
<https://allsecurecloud.net.eig>

Erie Industrial Group, or EIG of Toledo, OH was founded in 2023 with the vision of providing prompt, customer-centric service to sanitary & industrial companies in the Great Lakes and Northeastern United States. Our services and capabilities range from machining, fabrication, PM services, sanitary & industrial distribution, and computerized maintenance software. EIG has been at the forefront of providing disruptive technology, innovative solutions, and niche job-shop alternatives from small-to-medium sized companies to larger, global conglomerates. We are grateful and opportunistic towards the inclusion of the Food Industry Suppliers Association and look forward to the annual conference in September.

### ■ Fluid Gauge Company

Contact: Caroline Bozin  
483 Cabot Rd.  
S. San Francisco, CA 94080  
(415) 285-0648  
caroline@fluidgaugeco.com  
www.fluidgaugeco.com

Fluid Gauge Company is a family-owned

business founded in 1932, which excels in the Industrial, Sanitary and Process industries with a strong focus on quality and customer service. Located in South San Francisco and expanded to Murrieta, California as of 2020, it efficiently serves customers across the state and nearby areas. The company offers a unique mix of products including the standard pipe, valve, and fitting commodities, as well as specialized items in steam, stainless steel, instrumentation, and valve actuation. With a broad range of expertise, it supports various sectors from water reclamation plants to biopharmaceutical facilities, showcasing its versatility. Fluid Gauge Company is committed to comprehensive customer service, engaging in all project phases from design to facility maintenance, ensuring high levels of satisfaction along the way.

### ■ Harrington Process Solutions

Contact: Michael Brown  
14480 Yorba Avenue  
Chino, CA 91710  
(832) 969-6037  
www.hipco.com

Harrington is a market-leading distributor of high purity and corrosion resistant process solutions. We partner with top-tier manufacturers to provide a comprehensive flow control solution across all sanitary and high purity industrial markets. For over 60 years, our employees have delivered a differenti-

ated, first-responder service level. This track record is built upon our 'One Harrington' approach. 'One Harrington' is a people-first mindset; we partner with our customers, suppliers and most critically our employees who drive customer success. We maintain high levels of inventory in our 65+ warehouses nationwide, and strive to be the fastest growing channel to market for our suppliers. We are a go-to partner for project and emergency flow control needs with specialists who can assist in Filtration, Pumps, Tanks, Valves and Automation, Instrumentation and specialty PVF needs for any sanitary or high-purity application.

## MARK YOUR CALENDAR

**JULY 1, 2024**

Renew FISA Membership

**SEPTEMBER 12- 15, 2024**

2024 FISA Annual Conference

**NOVEMBER 1, 2024**

UID Scholarship Application due

**NOTE:** *Your FISA corporate membership must be paid to attend the Annual Conference*