

# FP&SA

FOOD PRODUCTION SOLUTIONS ASSOCIATION

WHERE **MEMBERSHIP** MEANS  
**MORE**



**MORE RESOURCES.**

**MORE SAVINGS.**

**MORE VALUE.**



FOOD PRODUCTION SOLUTIONS ASSOCIATION

WHERE MEMBERSHIP MEANS

# MORE



## LEADING INNOVATION IN FOOD PRODUCTION

The Food Production Solutions Association (FPSA) is dedicated to delivering innovative food and technology solutions, meaningful education, industry engagement, philanthropy, and advocacy to advance member companies and the greater food production industry.

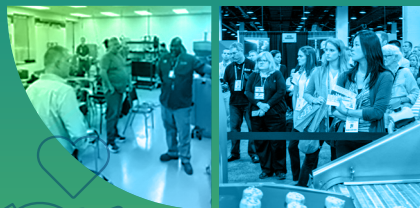
## WHO ARE OUR MEMBERS?

FPSA is a dynamic community of food production industry leaders and experts, where collaboration and innovation lead the future of food production.

We are a home for companies that provide solutions for food production – OEMs, processors, or other service providers – from the bakery, beverage, dairy, meat, pet food, and prepared foods sectors of the food production industry.

## WHY CHOOSE FPSA?

FPSA has always been an important resource for not only FPSA members but also the larger food and beverage production industry. We've been at the front edge of providing information to help navigate business decisions; facilitate meaningful connections; and provide industry updates, training, and more to stay focused on smart business.



### HEATHER DAVIS

Business Development Manager  
hdavis@fpsa.org | 703.663.1231

1451 Dolley Madison Blvd.  
McLean, VA 22101

■ [FPSA.ORG/MEMBERSHIP](https://www.fpsa.org/membership)



## FPSA CONNECTS

We connect members with potential partners, suppliers, and collaborators who share a commitment to innovation.



## FPSA INFORMS

We provide a range of resources that offer timely and specific insights that can help members anticipate changes in the industry, take advantage of opportunities as they arise, and plan strategic initiatives to grow their business in new sectors.



## FPSA LEADS

We lead the way by supporting your business growth with exclusive cost-saving programs that ensure your bottom line thrives, industry-leading research that keeps you ahead of the curve, and workforce development programs to cultivate talent within your organization.



## FPSA SERVES

We believe that we have a responsibility to give back to the community and work with a variety of partners to identify causes and organizations that align with our mission and values.



## MEMBER *checklist*

FPSA promotes innovation, safety, and growth through collaboration, education, and advocacy. We envision a sustainable future for members, driven by best practices and technological advancements.

### NETWORKING

- Sign in to update your contact information and add colleagues
- Follow us on Social Media
- Review email preferences and add @fpsa.org to your safe senders list
- Join FPSA Councils and Networks to collaborate with peers on practical solutions for industry challenges
- Attend FPSA Events at Member-Only rates
- Add our Member Logo to your website and marketing materials

### MARKETING

- Send your high-res logo and company blurb to be featured on the New Member Spotlight Schedule
- Schedule your Meet the Member interview to introduce your company
- Explore Sponsorship Opportunities
- Recieve reduced ad rates through Multiview
- Share breaking news from your company

### PROFESSIONAL DEVELOPMENT

- Watch FPSA webinars to learn more about industry issues and trends
- Sign up for the Mentor Circle
- Add your expertise to Network projects
- Access exclusive content through the members only website portal
- Download the Global Trend Study for 5-year market insights
- Read the monthly ITR Financial Report for short-term market impacts

### STRATEGIC SOLUTIONS

- Grow your workforce with FIT graduates
- Post openings on the Job Board
- Negotiate energy rates with Transparent Energy
- Protect your company with discounted legal services from Barnes & Thornberg LLP
- Get customized shipping rates from E-Shipping
- Ensure hygenic design with a 50% discount on 3-A Safety Standards

### PHILANTHROPY INITIATIVES

- Support higher education through FPSA Scholarships
- Participate in the Executive Conference Charity Auction. Proceeds support community projects
- Sign up for WAN's Pack-It Initiative
- Contribute to Defeat Hunger at Process Expo and reduce food insecurity



## COUNCILS

Industry Councils are the foundation blocks of FPSA

FPSA Councils lead improvements in trade shows, memberships, and conferences. Each council acts as a dynamic "mini-association," addressing opportunities and challenges for your sector. Come together to find common ground on critical issues and contribute to continuous industry improvement. Your participation fuels meaningful progress!

*All FPSA members are welcome to join any council aligning with their business sector. Meetings occur quarterly. Director-level or higher is encouraged for in-person event participation.*

### Strategize, Educate, Innovate: Your Council Influence

- Discover shared interests, fostering industry improvement through relationship-building.
- Guide FPSA programs, tackling industry concerns with expert perspectives at the forefront.
- Cultivate strategic opportunities in operations and market dynamics to elevate your sector's industry standing.
- Shape the future through philanthropy, elevating industry knowledge and uplifting communities.

#### MEAT INDUSTRY SUPPLIERS ALLIANCE (MISA)

MISA strives for continuous improvement by fostering connections, advocating on industry issues, supporting event growth, dedicating resources to education, and actively seeking partnerships for mutual advancement.

#### BAKERY

Bakery Council members aim to amplify the bakery industry's impact, create top-notch educational programs, and foster relationships within the council and with key industry groups.

#### PREPARED FOODS

This Prepared Foods council champions growth for suppliers, producers, and consumers, guiding programs, ensuring event success, and leading networking and learning opportunities.

#### PET FOOD COUNCIL

The Pet Food Council passionately drives advocacy, education, and innovation by validating hygienic equipment design and fostering valuable connections with customers, suppliers, and synergistic associations.

#### DAIRY

The Dairy Council offers insight, facilitates connections, and strives for continuous improvement in drive enhancements in the association's programs and member benefits.

#### BEVERAGE

The Beverage Council shapes the beverage track of educational programming at FPSA events, delivering expert speakers for industry insights and essential supplier knowledge.



## NETWORKS

### FPSA Networks lead collaborative projects for industry improvement

FPSA Networks provide a responsive collaborative infrastructure where members actively exchange technical expertise, co-create educational content, and develop tools to propel the industry forward. This invaluable platform not only fosters professional development at all levels, but also cultivates meaningful relationships with business partners and customers.

*FPSA members are encouraged to join and expand their network participation - networks are open to all staff and have no restrictions on the number of members from a single company. Each network meets online bi-monthly and facilitates additional events and webinars throughout the year both in person and online.*

### Connect, Learn, Lead: Your Network Impact

- Enhance your company's reputation by forging strategic partnerships and showcasing its specialized expertise.
- Educate industry stakeholders by creating and curating resource libraries, tech talks, whitepapers, and webinars.
- Drive industry progress by collaborating with specialized working groups, addressing member-driven issues.
- Seize opportunities for professional development, building essential skills for industry leadership.

#### WOMEN'S ALLIANCE NETWORK (WAN)

WAN is open to all members, regardless of gender, position, or age. WAN offers tailored knowledge and strategies for members to thrive in their current roles and find inspiration for career advancement. Through education and networking, WAN promotes gender equity in hiring and career advancement.

#### YOUNG PROFESSIONALS GROUP (YPG)

YPG actively cultivates emerging leaders and professionals in the food and beverage industry. Open to members at all levels, YPG fuels professional development through skill-building, mentorship, and networking events, YPG extends its impact through career coaching to launch students and recent graduates on their employment path.

#### TECHNOLOGY

The Technology Network proactively provides specialized knowledge and effective strategies to members about cutting-edge tech advancements in the F&B industry—spanning AI, automation, software, equipment, and processes—and offering vital insights for seamless integration of new technology.

#### FOOD SAFETY

The Food Safety Network acts as a cornerstone for comprehensive food safety education across industry segments. FSN's mission is to provide a platform to share knowledge and address challenges in the food and beverage processing and packaging industry, with a primary focus on Regulatory and Hygienic Design.

#### PACKAGING

The Packaging Network is dedicated to offering expertise, solutions, and guidance for FPSA member companies, highlighting emerging trends in packaging design and materials. Current projects include the #UnpackSustainability Campaign, carbon footprint calculator, defining recyclable packaging, exploring plant-based polymers, and advancing traceability.

#### DESIGN-BUILD

The Design-Build Network unites industry experts in architecture, design, engineering, and construction to innovate through a design-build approach, fostering collaboration and knowledge-sharing to advance food production and facility development for industry and consumer benefit.



FOOD PRODUCTION SOLUTIONS ASSOCIATION

WHERE MEMBERSHIP MEANS

# MORE

MORE RESOURCES. MORE SAVINGS. MORE VALUE.



JOIN US

## Testimonials

Explore the Meaning Behind Our Members' Decision to Join FPSA

### **Brandon White** *Multivac*

Our membership in FPSA has introduced me to a wide variety of industry leaders and companies I might not have met otherwise. This has expanded my network in ways that help me be even more successful in our current and future business.

### **Jarrod McCarroll** *Weber*

My company joined FPSA as it is at the forefront of key issues in our industry, including the training and hiring of service technicians, which are in great demand. With its FIT Program, FPSA identified this acute need and pulled together various constituencies to build a hands-on curriculum that would serve food manufacturers in the plant as well as OEM's. The talent this program is attracting fills a significant gap for FPSA members and continues to grow to address a major need in our industry.

### **Brian Krumsee** *Handtmann*

One key benefit to FPSA Membership is the opportunity to work with colleagues of all stripes on critical topics for the industry, not only helping to address common problems but tapping into another level of expertise that I might not have and can learn from. Our Networks are a critical platform for this engagement that provide additional resources to tackle common issues.

### **Darin Zehr** *Commercial Food Sanitation LLC*

My work on FPSA's Food Safety Network and the Prepared Foods Council not only provides an avenue to share my technical expertise, but also to continue learning from others and their unique perspectives.

### **Kate Rome** *Rome Grinding*

Being a member of FPSA's has helped me expand my professional network among other food industry executives, helping me to be more effective within my own business, getting more insight and being more prepared to take advantage of new opportunities. The benefit of this engagement has also extended to my staff who participate in FPSA's councils, networks and events.

### **Dana Summerour** *Intralox*

FPSA Membership has strengthened Intralox's connections with OEMs and provided access to colleagues with different industry perspectives and experience. Over the 10-year partnership between Intralox and FPSA, many members of our internal team have taken advantage of the educational opportunities, networking and workforce development created by FPSA.

### **Dante Pietrinferni** *PacProInc*

Membership in FPSA helps me to stay engaged with colleagues across all segments of the industry. This keeps me in the loop on what is going on in the industry and helps me to take advantage of a variety of opportunities I might not be aware of otherwise.

### **Patrick McGady** *Handtmann*

The Annual FPSA Trend Study is an important resource that my company uses while developing my business plan for next year. The study's five-year projections give us a good idea of what we can expect in our industry segments and allow us to take advantage of growth opportunities. Getting this information updated year after year helps us to stay ahead of the competition.

### **Steve Radke** *JBT*

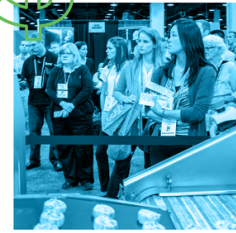
I enjoy attending FPSA's conferences as they offer the perfect blend of educational content and networking with colleagues and potential new partners. These events provide useful insight for doing business in this industry, in terms of technology, trends, and lead generation, while also connecting me with other successful professionals as we all work to meet our goals.



WHERE **MEMBERSHIP** MEANS

# MORE

**MORE RESOURCES. MORE SAVINGS. MORE VALUE.**



**JOIN US**



# Testimonials

Explore the Meaning Behind Our Members' Decision to Join FPSA

### **Erik Brainard - Anritsu Infivis, Inc.**

Membership in FPSA provides our company with valuable resources such as market reports and networking opportunities with industry leaders at the OEM and customer levels. Through the conferences, we engage our younger professionals to expand their own leadership skills providing further impact within our organization. Simply, we are a stronger company through our membership with FPSA.

### **Bob Price - Haskell**

Since joining FPSA, my colleagues and I have benefitted as a result of the increased engagement with other suppliers and food manufacturers in the industry by way of FPSA's Councils and Networks. These groups enable us to stay on top of what is happening in the industry and be informed on substantive areas that affect the entire spectrum of the food and beverage industry.

### **Matthew Malott - Multivac**

FPSA brings together a wide variety of food industry professionals from companies of all sizes, across all segments of the industry, and hitting every link in the supply chain. As such, this community is a great resource to push the industry forward in ways that benefit all.

### **Jim Bonatakis - FlexLink**

Membership in the FPSA community creates new opportunities for my business as it provides a platform to engage with new customers and colleagues to address critical issues. This support helps me to continue growing my professional network in the food processing industry.

### **Tony Graves - Dennis Group**

Market intelligence, professional development and having a seat at the table during important discussions about industry trends provide my company with a competitive advantage over my competitors. FPSA membership is a resource that helps my company be even more successful.

### **Bob Grote - Grote Company**

I am proud to have worked on FPSA's Giving Back efforts since joining FPSA. Over that time, we have touched countless lives with support for education, career opportunities, and veterans. These philanthropic efforts create positive change for those who need it most.

### **Martin Lutz - ProLeiT Corp.**

Membership in FPSA has helped me to learn much about the American market firsthand by putting me in direct contact with food industry leaders here. This network has created tremendous opportunities in our business.

### **Marie Stalewski - Haskell**

Being a member of FPSA has helped me to expand my professional network among other food industry executives, helping me to be more effective within my own business as well as gaining more insight and preparing me to take advantage of new opportunities.

### **Michael B. Mas - JBT**

My company joined FPSA to participate in its trade show exhibition. We stayed for all the other benefits we receive such as valuable market data, significant cost savings on goods and services, and exceptional networking among peers. The ROI from this decision is beyond what we could have hoped for.

### **Gil Williams Poly-Clip System**

Being a member of FPSA has complemented my career and helped me to be a better leader in my own business. Valuable contacts, important market intelligence, and the opportunity to make an impact in the food industry are all core benefits to this membership.



**FP&SA**  
FOOD PRODUCTION SOLUTIONS ASSOCIATION

LEADING INNOVATION  
IN FOOD PRODUCTION



# MEET THE MEMBER

Behind the scenes of food production.

[fpsa.org/meet-the-member](https://fpsa.org/meet-the-member)



Get the inside scoop on the food & beverage equipment manufacturing industry's movers and shakers with Meet the Member - the interview series that introduces you to the people, processes, and companies behind your favorite foods and drinks!

