

# FP&A

FOOD PRODUCTION SOLUTIONS ASSOCIATION

WHERE **MEMBERSHIP** MEANS

# MORE



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

## MEMBERSHIP BENEFITS

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

## EXPERIENCE MORE WITH FPSA

**FPSA's annual membership offers MORE benefits that ever before, making a membership EVEN MORE valuable. WHY? Because we want our members to MORE EASILY access and experience the unbeatable benefits and value that FPSA provides.**

Our programs, services, and resources support members' success, visibility, and growth by:

- Enhancing company visibility as an industry leader
- Building professional networks leading to new partnerships and business prospects
- Expanding avenues for marketing products and services
- Sharing market intelligence, research, and pivotal business practices
- Offering educational opportunities to grow industry knowledge
- Cultivating the next generation of industry leaders

“

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.”

– Dante Pietrinferni,  
PacProInc





# FPSA CONNECTS

In the FPSA community, collaboration and new ideas shape the future of food production. FPSA connects members with potential partners, suppliers, and collaborators who share a commitment to innovation.

- FPSA offers two membership types – Supplier and Associate – connecting food production companies, equipment suppliers, and other solutions providers and fostering a collaborative environment that supports the greater food production industry.
- FPSA's six industry Councils serve as the foundation for the organization, facilitating connections with industry stakeholders while also guiding programs and content online and at key FPSA events.
- FPSA's Networks address critical issues across all segments to encourage cross-industry collaboration and to create new avenues of participation for FPSA members. The Networks generate content and expertise for FPSA's events and resources and allow food and beverage professionals to share technical and specialized knowledge with their peers.
- Members can expand their networks, increase their company's visibility, and generate new leads by attending or exhibiting at FPSA's events, such as the Equipment Automation Technology Show (EATS) and the Food Solutions Exchange & Conference (FSX).



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."

– Steve Radke, JBT



# FPSA INFORMS

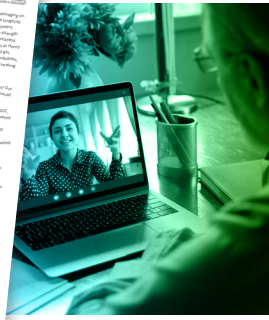
In today's fast-paced marketplace, being up to date on the latest trends and market dynamics is essential to growth and success. FPSA provides a range of resources that help members plan strategic initiatives to grow business, even in the most unpredictable and changing markets.

- Published every spring, The FPSA Global Trend Study is a comprehensive report that covers all key segments of the industry for the next five years. It provides critical market intelligence that can help you anticipate changes in the market, identify new opportunities, and develop effective strategies.
- FPSA members can also benefit from the ITR Economics Newsletter. This member-only benefit provides the best economic intelligence to help reduce risk and drive practical and profitable business decisions. The monthly newsletter offers valuable insights into the current economic climate, market-specific updates, and a snapshot of U.S. macroeconomic indicators.
- Access educational resources, such as webinars and newsletters, that allow you to stay ahead of the curve with learning opportunities that empower you and your team to drive innovation.



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."

– Patrick McGady, Handtmann





## FPSA LEADS

**FPSA is dedicated to our members' success. 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.**

- To help maximize your budget by saving money, FPSA has leveraged the tremendous purchasing power of our members to negotiate several affinity programs. These programs support members' pursuit of operational and safety excellence at better rates than they could typically get on their own, which is particularly helpful for small to medium-size businesses. FPSA members have access to excellent services from these partners, who understand our industry's unique needs.
- FPSA provides members access to the industry's most expansive online workforce development program, Workforge. This training program features over 800 technical and soft skills courses designed for manufacturing companies' employees at all levels.
- The Food Industry Technician (FIT) program is a partnership between the Food Production Solutions Association (FPSA), leading food companies, and academic program providers. Through this program, students receive the training and certification they need to become qualified technicians for the food and beverage manufacturing, processing, and packaging industries.



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 OEMs. 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."

– Jarrod McCarroll, Weber



## FPSA SERVES

**FPSA believes that we have a responsibility to give back to the community and works with a variety of partners to identify causes and organizations that align with our mission and values. Through our philanthropic initiatives, we aim to create positive change and support those who need it most. Whether it's through donations, volunteering, or education, we believe that everyone has the power to make a difference.**

- The DEFEAT HUNGER® Campaign is a partnership between FPSA, the FPSA Foundation, and the Greater Chicago Food Depository to combat food insecurity in EATS' host city.
- The six FPSA Councils contribute to increasing food security and support causes affecting communities in the food and beverage industry through volunteer efforts and donations.
- Because supporting students through higher education is important to maintain the sustainability and future of FPSA and its member companies, FPSA offers three scholarships: Career Development, MISA Foundation Scholarship, and the Tom Imbordino Dairy Science Scholarship.



I am proud to have worked on FPSA's Giving Back efforts since joining the Association. 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."

– Bob Grote, Grote Company





# FPSA

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## DISCOVER HOW MUCH **MORE** YOU CAN DO WITH FPSA

Whether you're curious about the unparalleled benefits FPSA offers or ready to dive right in, our team is here to guide you.



**Connect today to seize every opportunity  
an FPSA membership has to offer!**

[membership@fpsa.org](mailto:membership@fpsa.org)

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