



Connected to our customers

Emma Fosdick, Pittsfield Products

An invitation

Emma Fosdick, president of Pittsfield Products, takes her responsibilities to her company and her employees seriously, so frequent talks with her Sentry® account manager are not unexpected. Getting a call from John Hyland, president of our Direct Writer business segment, with an invitation to attend the 2018 Sentry Tournament of Champions certainly was.

“I was both flattered and shocked,” she remembers. “It was so thoughtful and generous. I had to go. I knew it would be a good chance to meet more Sentry leaders.”

Pittsfield Products and Sentry have a long history together.

“My first memories of Sentry date back to when I was a kid visiting my father at work,” Emma says. “I grew up seeing this relationship from the outside before I became the person in charge and had to make decisions about things like business insurance and our 401(k) plan.”

After arriving on Maui and meeting other guests—some from companies like hers, some from much larger businesses—she noticed a trend: “We were all there because we had strong connections to Sentry. No matter the size of our companies, each of us had a long-lasting, caring, and genuine business relationship, one beneficial to all parties.”

Shared values

Attending the Sentry Tournament of Champions is an unforgettable experience. For starters, it’s an elite, winners-only competition on a fantastic course, surrounded by lush Hawaiian vistas.

For Emma, the tournament was also memorable for other reasons.

“The conversations I had on Maui reminded me why I stay with Sentry,” she says. “Sentry values are our values. It was something everyone I met understands, and what they live up to. I’m proud of Sentry. I want others to see in them what I see.”

About Pittsfield Products

Pittsfield Products is a third-generation family company with nearly 150 employees. Emma Fosdick took over for her father as president more than a decade ago. Her grandfather started the company in the 1940s. It’s a healthy, strong, and profitable company that makes filters and other components that go into many products, from heavy industrial equipment to household refrigerators, even high-performance race cars. In other words, it’s a manufacturing company foundational to the U.S. economy—a core industry for Sentry business insurance.

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