

# IMPACT

Quarterly Newsletter



August 2019  
Volume 8 | Issue 2

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## Feature Article

### Growing and Expanding Tri-Mach Group of Companies



Tri-Mach Group of Companies has witnessed growth above industry norms as a result of their vertically integrated acquisition strategy which began in 2016. The continued success of the organization has resulted in office expansions, new state-of-the-art manufacturing equipment, and upgraded technology to help customers stay ahead of the demand curve.

As a group, Advance Millwrights, Industrial Contracting Solutions, and Tri-Mach Group offer more controlled and efficient processes for customer projects, with one point of contact for each of their needs. The company provides its customers with full turnkey solutions for multi-trade needs including custom fabrication, millwrighting, and electrical services, ranging in industries from agriculture through to recycling.

Currently, Canada's consumer industry is booming. Unemployment rates are at an all-time low<sup>1</sup>, the retail industry is prospering<sup>2</sup>, costs of goods are rising<sup>3</sup>, and food trends continue to expand their demographic. Tri-Mach Group of Companies can attribute a portion of their success to these movements as there is a greater



demand for investment in automation and technology. The advancements in these sectors allow companies to keep up with the changes within the food processing industry as populations grow bigger and eating habits evolve.

With skilled trades experiencing a labour shortage, more companies are turning to automation within their facilities to keep up with the demand and boost efficiency. These automated food processing systems allow companies to increase their production levels while simultaneously raising safety standards. Moreover, due to new trends in the market such as a focus on natural food, meal kits, and decreased waste, more companies are introducing new products and packaging into their operations. To

integrate these projects into current facilities, custom solutions are needed to meet the specific needs and dimensions of each launch.

The economic changes happening today make it imperative for companies to stay up-to-date with technology in the market. Tri-Mach Group of Companies is a one-stop solution provider for all your equipment needs. With the various customization capabilities, the three companies offer tailor-made solutions for your products. Visit our website at [www.tri-machgroupofcompanies.com](http://www.tri-machgroupofcompanies.com) to find out more.

1. <https://www.theglobeandmail.com/business/article-canadas-unemployment-rate-sinks-to-new-low-as-hiring-gains-continue/>  
2. <https://www.retail-insider.com/retail-insider/2019/6/-canadian-retail-sales-growth-in-recovery-mode>  
3. <https://www150.statcan.gc.ca/t1/tbl1/en/tvaction?pid=1810000413>

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# Industry Trends

## Millennials Impact on the F&B Industry



As the last of the millennials now graduate from college, the generation is beginning to have a larger influence on the food and beverage industry than ever before. It is clear the want for environmentally sustainable and healthier food choices has already been emerging in market trends, however this generation's impact will continue to shape the industry through other factors which food producers should keep their eye on.<sup>1</sup>

Technology is one of the largest tools in adapting to the millennial trends by becoming more responsive to the fast changing market. Implementing a quality control

system is crucial for companies in helping to maintain freshness, taste, and visual appeal, which have each proven to be a large indicator in what millennials purchase. Connected supply chain networks can help companies implement traceability programs, which in turn helps millennials know where their ingredients come from.

Localized offerings are becoming more sought after by the younger demographic, especially fresh ready-to-eat kits such as salads. To keep up with this demand, more regional greenhouses will be needed in order to meet the demand 12 months of the year.

Greater authenticity is now a trend to keep in mind, which stems from millennials wanting more chef-inspired meals at home. These meals combine the freshness of a from-scratch meal with the ease of a meal kit.

New companies challenging traditions are continually having

a larger impact on the market. In the past only a select few major companies have led the industry, introducing new products and ideas which others would follow. Now newer companies and start-ups are the innovative players in the market, continually pushing the limit for bold ideas. It can often be beneficial for established companies to acquire these newer small companies to boost innovation, rather than researching and developing from scratch.

Careful consumers have changed over the past few years, and now read into different information when looking at which products to purchase. No longer are calories and grams of fat the leading factors to look for on a container, but rather the locality, carbon footprint, and livestock treatment. Little details such as excessive use of plastic are now the leading turnoffs for the millennial consumer.<sup>1</sup>

1. <https://www.manufacturing.net/article/2019/03/millennials-food-fascination-drives-disruptive-innovation-Fb-manufacturers>

## New at Tri-Mach Group Inc.

### Tri-Mach Welcomes New Director of Engineering



Tri-Mach Group is pleased to welcome Rob Frappier to the company as Director of Engineering. Rob will be responsible for strategic direction, innovation, and development of the Engineering Department. Moreover, Rob will

be assisting with the integration of the Group of Companies, helping to improve engineering workflow process across each of the three companies.

Rob comes to Tri-Mach with a Diploma in Mechanical Engineering, Bachelor of Applied Science, and MBA, as well as over 20 years of engineering experience with a primary focus on automation. In his previous roles Rob has completed projects within various industries including food and beverage, energy, technology, transportation, and more. This experience and knowledge will bring new technologies to the company and improve productivity overall.

Rob's arrival comes as a result

of the continuous growth Tri-Mach Group has seen over the past years, resulting in a higher number of projects and designers within our engineering department. Rob will lead this department through its growth moving forward, ensuring all of our projects are met with the highest safety, quality, and innovation possible. This leadership aligns with the company's strategic five year plan, which includes the department doubling in size.

Tri-Mach Group is thrilled to have Rob join our team. With this growth to our engineering department Tri-Mach Group will be better able to meet the needs of our customers and develop new and innovative projects never before created.

# Food Safety 101

## The Global Impact of African Swine Fever

As the outbreak of African Swine Fever continues to spread, the impact of the disease is now being felt around the world. In China, an estimated 200 million hogs will be killed due to the disease by the end of the year. With China representing 49% of the pork industry's global market share, this pig decline has had a large global impression with the potential to worsen over time.<sup>1</sup>

African Swine Fever is a highly contagious livestock virus which is spread both directly and indirectly between domestic and wild hogs.



The illness causes fever, internal bleeding, and often death within the animals. Though this disease cannot be contracted by humans, there is currently no cure for it in pigs, which can result in a death rate of up to 90% of a herd once the disease has been developed on a farm.

As of now no cases of African Swine Fever have been recorded in North America; however the disease is rapidly spreading around other regions including Mongolia, Vietnam, China, Japan, and parts of Europe. As a result of this pork decline, the global meat supply has experienced a decrease of 5%, and pork prices have risen up to 30% in Europe and 50% in China.<sup>2</sup> With this decrease in supply, the demand for pork from uncontaminated countries has risen drastically, with Canada expecting to increase pork exports by 40% this year.<sup>3</sup> Due to this, it is now more important than ever to ensure all safety and sanitary precautions are being taken by North American pork



farmers and producers.

When dealing with raw or ready-to-eat pork products, it is essential to maintain a clean work area, consisting of regular equipment cleanings. With Tri-Mach Group's different levels of sanitation designs, your processing conveyors can be easily taken apart down to the frame in minutes, without the use of any tools. Because of this, routine cleanings to prevent bacteria buildup will result in minimal downtime, and no technician is needed.

1. <https://politics.ca/2019/04/30/african-swine-fever-would-be-catastrophic-says-pork-industry/>
2. <https://www.channelnewsasia.com/news/world/swine-fever-sending-pork-prices-higher-11548860>
3. <https://www.farmersweekly.co.za/agri-news/world/global-exporters-scramble-to-fill-chinese-pork-supply-gap/>

## Project Showcase

### Iron Will Raw Inc. - Pet Food



Iron Will Raw is a producer of raw pet food based out of St. Catharines, Ontario. Iron Will Raw's products are natural, high in protein, and absent of any fillers or preservatives, resulting in a healthy diet for all pets. Over the past 5 years, Iron Will Raw (and the raw food industry as a whole) have seen exponential growth, with the

company's products now in close to 200 retail stores across Canada.<sup>1</sup> Within the last year Iron Will Raw has moved into a new facility due to their significant growth, which has resulted in the need for a new production line that will provide increased productivity and the sanitation requirements for their HACCP certification.

Knowing the high sanitation risks related to raw food, Iron Will Raw reached out to Tri-Mach Group to ensure their new packaging line attains the highest sanitary levels possible. Tri-Mach designed an end packaging conveyor for their new line, which improves productivity and decreases downtime during

production. With the new packaging conveyor in place, employees at Iron Will Raw will have much less manual labour to complete during their operations, resulting in higher production volumes and boosting efficiency by up to three times.

When working with raw food, sanitation standards are of utmost importance to prevent bacteria buildup. Tri-Mach Group's sanitary technology ensures all products are kept clean during their packaging process, making it safe for both the pets and pet owners to be around. Contact our sales team today to find out more about our sanitary equipment tailored for the pet food industry.

1. <https://ironwillrawdogfood.com/>

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## A Message From Our President

It has been a very successful half of the year with some amazing leaps forward taking place over the past few months. Our new headquarters has come along significantly, with the building structure now in place and the shop beginning to take shape. Our team eagerly looks forward to the winter move in.

In the beginning of June we held our company barbecue and Health & Safety Meeting, gathering the whole Tri-Mach Group team together. In this meeting we were able to discuss employee safety and introduce new projects coming in the near future. I would like to thank each of our employees for attending the meeting, and putting in the hours to keep our production on track and our customers satisfied.

We have done some restructuring within our Engineering Department recently that will help us to improve our process and innovate more moving forward. With Rob leading our engineering team, we will be better equipped to meet the needs of our customers and create cutting-edge projects never before seen.

We have much to look forward to in the second half of the year, and many large projects approaching in the near future.

Thank you for reading this edition of IMPACT.



**Ryan Martin**  
President  
Tri-Mach Group



## Focused on Food Safety Through Innovation and Quality Equipment Manufacturing

Tri-Mach Group Inc. is a multi-trade, turn-key solution provider specializing in millwrighting, stainless steel fabrication, custom machining, equipment installations and relocations, process piping and electrical services.

We are most noted for our revolutionary Ever-Kleen® Conveyor handling systems; a registered design which offers maximum protection in food safety.

Through innovative and quality manufacturing, we have become an industry leader in the food, beverage and pharmaceutical industries. Our reputation is the key to our success.

We are committed to personal service, top-quality craftsmanship and food safety. Our professional, experienced management and tradespeople are passionate about what we do.

Each Tri-Mach Group Inc. employee exemplifies Best-In-Class service. They are all trained to be HACCP compliant and have received Food Safety and GMP training through The Guelph Food Technology Centre.

## Socialize With Us!

Stay up-to-date with the latest in news and insider information from Tri-Mach Group.

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## Our Mission is to Create an **IMPACT**

### INTEGRITY

Carry out all tasks with complete dedication to excellence and food safety.

### MOTIVATION

Encourage our people to explore new practices and technology to foster innovation and maintain a competitive edge.

### PROFESSIONALISM

Uphold the highest standards of quality in everything we do.

### ATTITUDE

Maintain a positive approach demonstrating respect and fairness towards our associates, clients, the community and environment.

### COMMITMENT

Dedicated to delivering maximum value and responsive service to our clients.

### TEAMWORK

Work in partnership with our customers to achieve the highest level of success.



## Career Opportunities

We are currently seeking enthusiastic individuals to fill the following positions:

- Project Manager/Estimator
- Licensed Millwrights
- Millwright Apprentices
- Health & Safety Coordinator

Visit: [www.tri-mach.com/careers](http://www.tri-mach.com/careers) to learn more about these opportunities!