

IMPACT

Quarterly Newsletter



March 2020
Volume 9 | Issue 1

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Service Showcase

*Celebrating 35
years!*

Feature Article

Redefining who we are: Vision 2020

Come to our Open House!

Where: 18 Donway Court
Elmira, ON N0B 0B3

When: Tuesday, March 31, 2020
2-6 PM

WHO WE ARE

Our Mission

Families building innovative, high-quality, custom solutions through a culture of integrity and multi-trade excellence.

WHAT WE STRIVE FOR

Our Vision

To be the number 1 choice for employees and customers alike.

GUIDING PRINCIPLES

Our Values



ABOVE & BEYOND

We work together to overcome obstacles to our people and products with hard work, agility, perseverance, transparency, and a results-oriented attitude.



ACHIEVE THE UNTHINKABLE

We continuously develop our people and products to set a new standard for quality, expert design, and workmanship.



FAMILY-ORIENTED

We foster an employee-focused, respectful and open culture that is driven by long-term relationships.



RESPECT

We treat others the way we want to be treated. We view all employees as providing equally valuable contributions and as integral parts of the company.



SUPPORT

We are proud members of our community. We promote prosperity for our people, our troops, our economy, and our land.

For the Group of Companies, the new year is an exciting time for our organization's future. With 2019 being our most successful year to date, we saw an opportunity to redefine who we are and unite our family of companies in 2020 so we can continue to be successful, working as one, for years to come. The Group of Companies is showing no signs of slowing down and we are excited to launch our new Mission, Vision, and Values.

Tri-Mach Group, Advance Millwrights, and Industrial Contracting Solutions, while unique in what they work to accomplish, are all part of The Tri-Mach Group of Companies. Together, they provide fully integrated turn-key solutions to our customers.

In January, our family of companies participated in a one-day offsite employee event, uniting us as we launched our new mission, vision, and values. The group participated in axe throwing and bowling competitions, affirming our core values; family-oriented, respect, and support.

We truly believe that if our employees are happy, our customers will be happy as well. We will continue to lead by actions, bringing our best every day to achieve the unthinkable. The future is bright for the Tri-Mach Group of Companies and we are proud to share the guiding principles that unite us as one, with those who continue to support us!



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www.tri-mach.com

Industry Trends

2020 Vision: A Look into This Year's Food Trends



As we take a look into 2020, there are a plethora of grocers and food processors that are releasing their lists of what they think the new year will bring for the industry, but what's exciting? What's new? Where will this year actually take us? To help cut through the noise, here's a breakdown of three notable food trend predictions for 2020:

Flexitarian Blends: Flexitarianism, also known as casual vegetarianism, allows individuals to eat a plant-based diet without completely

eliminating meat. Consumers are making conscious decisions to cut down on the amount of meat they are eating, and meat-plant blends offer the taste of meat with the nutritional benefits of plant-based ingredients. Consumer tastes and trends are always changing and by having the option of buying meat-plant blended products, people can enjoy the benefits of both.

Transparency and Traceability: Consumers have become increasingly educated on the food supply chain, ingredients and the environmental impact of what they eat. Because of this, many brands are introducing source traceability into their packaging so that consumers can learn exactly where certain ingredients are sourced and how they're harvested.

Regenerative Agriculture: This is a relatively new concept aimed at combating the strain that traditional farming practices put on the environment.

Regenerative agriculture is used to restore degraded soil to improve biodiversity and increase carbon capture to create long-lasting environmental benefits. Essentially, it works to improve the resources used for farming rather than depleting them. When regenerative agriculture practices are adopted, it contributes to healthier crops and animals which results in more economically and environmentally sustainable farming practices.

This year's food trend predictions may have some long-lasting contenders as consumers habits evolve throughout the years and as fads become here to stay. Adopting promising trends is pivotal to help keep your business stay ahead of the demand curve, but it is important to have a long-term focus with growth strategies built upon sustainable trends, not short-lived fads.

1. <https://www.cnn.com/2019/10/23/top-food-trends-for-2020-according-to-whole-foods.html>
2. <https://www.foodbevc.com/news/2020-food-trends/>
3. <https://www.producebluebook.com/2019/11/13/freshdirect-reveals-top-food-trends-for-2020/>

New at Tri-Mach Group Inc.

Tri-Mach Welcomes New Director of Operations



Tri-Mach Group is pleased to welcome Luke Hambly to the company as Director of Operations. Luke will work to implement a standardized communication process to ensure all departments are aligned and working towards the same goal. With Tri-Mach Group experiencing remarkable growth and growth predicted along this same trajectory, having clear and concise information is the only way all employees will be accurately informed and can continue to deliver high satisfaction to our customers.

Luke comes to Tri-Mach Group with an Advance Diploma in Mechanical Engineering — Automated Manufacturing, as

well as previous experience in a Director of Operations role in the manufacturing field. His experience and knowledge will improve lead times, quality and will create new efficient processes.

Tri-Mach Group is excited to have Luke join our team. His arrival comes at a pivotal time for Tri-Mach Group as we are now moved into our 80,000 square foot headquarters that provides us the manufacturing space to allow us to take on more customer projects. His vast experience in operations coupled with his entrepreneurial mindset makes him an excellent addition to our growing and evolving business.

Food Safety 101

Ontario Government Contributes Funds to Food Processors

Each year, the Ontario agri-food sector supports almost one million jobs and contributes more than \$47.5 billion to the province's economy. With growing population sizes and a constant need for food, it is important the agri-food sector continues to support jobs, boost the economy, and bring safe food to domestic and international markets.

The Canadian Agricultural Partnership's investment totals \$3 billion provided by federal, provincial, and territorial governments to strengthen the agriculture and agri-food sector. Their investments will provide simplified and streamlined programs and services that are easier to access. It will also include key enhancements to programs that will help farmers manage significant risks that threaten the viability of their farms that are beyond their capacity to manage. This partnership aims to generate economic growth in the agricultural sector and offer programs that are tailor-made to

meet regional needs.

To help Ontario food processors grow their businesses, the provincial government has committed more than \$6.5 million in funding to support areas such as food safety, labour productivity, and waste reduction to ensure the province can continue to be competitive in their markets and to produce high-quality foods. The joint investment in these projects is expected to total \$28 million and will help boost innovation, enhance productivity and increase sales for the province's food processing sector, working to reinforce the foundation for public trust through improved assurance systems in food safety.

Some projects supported through this programming include:

- Implementing technology or other systems to enhance food safety
- Helping the move to advanced manufacturing technology to enhance labour productivity
- Developing new products

or processes designed to lead to significantly increased sales

With over 30 years of experience, Tri-Mach Group has the expertise to design custom systems to enhance the food safety of your production process. Tri-Mach Group's sanitary equipment was created to address the gap between equipment design, food safety and sanitation, and our focus continues to be keeping food safe for Canadians and beyond. Contact our sales department today at sales@tri-mach.com to begin your first step to implement a new system that is tailor-made to meet your regional needs.



1. <https://www.foodincanada.com/food-in-canada/ontario-government-contributes-funds-to-food-processors-143066/>
2. <https://news.ontario.ca/omafra/en/2019/11/helping-ontario-food-processors-grow-their-businesses-1.html>
3. <http://www.agric.gc.ca/eng/about-us/key-departmental-initiatives/canadian-agricultural-partnership/?id=1461767369849>

Service Showcase

Tri-Mach's After Sales Support & Parts Coordinator



Tri-Mach Group is pleased to announce that Pierre Baril will be taking on the new role of After Sales Support and Parts Coordinator. Pierre will be responsible for being the main point of contact in assisting customers with minimizing performance disruption, promoting efficiency,

and reducing carrying costs in their facilities.

This functionality within our sales team works to offer comprehensive packages to our customers. We realize that while we do our very best to ensure our products are working properly, some problems can arise during and/or after installation. This is when purchasing a critical spare parts package is an ideal decision to reduce costs and mitigate downtime while maintaining the performance and efficiency of plant operations.

Taking the time to calculate risk of downtime can help ease the decision on whether or not having

stock parts is beneficial to your operation. To calculate risk, it is necessary to know what one hour of downtime will cost your company. With this information and factoring in lead times, you can determine the cost of an unexpected shutdown and compare that to the cost of purchasing and stocking critical spare parts.

Predictive spare part management will help your company make better use of its resources by cutting the time and costs associated with fixing a faulty line. If you would like to learn more about purchasing a critical spare parts package and how it will keep your operation run smoothly, contact insidesales@tri-mach.com.

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A Message From Our President

A year ago, the Group of Companies looked very different. We were just breaking ground at our new headquarters, we were welcoming Industrial Contracting Solutions (ICS) to our family, and our Western Canada Division was hitting the ground running. When you fast forward to today, you will see us moved into our new home at 18 Donway Court, the successful growth of ICS, a thriving Western Division, and much more. 2019 was truly a great year for the Group of Companies and we eagerly await the challenges that 2020 will bring.

This year, we are also celebrating Tri-Mach Group Inc.'s 35th year in business. With humble beginnings, came great things. What began in 1985 as a local machine shop with 3 employees called Tri-Mach Custom Machining and Fabrication has transformed into what we now call the Tri-Mach Group of Companies that is driven by multi-trade excellence. It's incredible to look back to our roots as a machine shop and reflect on how far we have come and how much further we have to go, still.

I can feel the excitement throughout our new facility and our teams are excited to see the possibilities that 2020 has in store for us. We are confident that the New Year will be another record-breaker for the Group of Companies.

Thank you for reading this edition of IMPACT.


Ryan Marlin
 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.

STAY IN-TOUCH:

- Facebook (facebook.com/trimachgroup)
- Twitter (@TriMachGroup)
- YouTube (youtube.com/trimachgroup)
- LinkedIn (linkedin.com/company/tri-mach-group-inc-)
- Instagram (@trimachgroup)



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Our Vision

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Our Values



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BEYOND



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ORIENTED



RESPECT



SUPPORT

Career Opportunities

Tri-Mach Group Inc.

- IT Support Specialist
- Accounts Receivable Clerk
- Business Functional Analyst
- Millwright
- Mechanical Designer
- Sales Representative

Advance Millwrights Inc.

- Millwright Foreman
- Millwright Lead Hand
- Millwright Apprentice
- Sales Representative
- Fabricator

Industrial Contracting Solutions Inc.

- Licensed Electrician
- Electrical Foreman

Visit: www.tri-mach.com/careers to learn more about these opportunities!

SAVE THE DATE!

The Canadian Meat Council will be hosting a conference in Ottawa to celebrate their 100 year anniversary, stay tuned for more details!



Non-Ferrous Laser Cutting



Step up your operation with our Trumpf TruLaser 3030 laser cut parts.

Safe for the food, liquid processing, and pharmaceutical industry sanitation needs. The laser is exclusively operated within our non-ferrous facility to ensure a sanitary end-product.

Tri-Mach Group is able to cut non-ferrous materials and parts to meet any specific design or function. With amazing accuracy and tight tolerances, any design idea can become a reality.

Material Options

-  Stainless Steel
-  Bronze
-  Titanium
-  Brass

Our Capabilities Include:

With an array of laser cutting services at your fingertips, your next solution can be something the market has never seen before. Tri-Mach Group is ready to provide you with best-in-class services to help make it happen.

Ability to process stainless steel material up to 1" thick

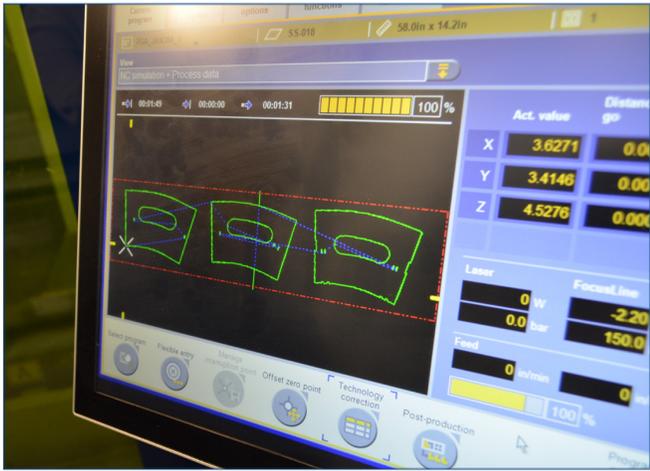
Capable of handling sheets or plates up to 60" x 120" in size

Dedicated to non-ferrous parts & materials

Inventory of 304 and 316 sheets from 22-7ga & plates 1/4" to 3/4"

BrightLine Fiber technology guarantees the highest edge quality

Skilled engineers offer expert drafting services, working with dxf. & dwg. files



 Ability to cut large sheets, allowing for various sizes in parts to meet your needs.

 Parts can be bent post-cutting, ensuring all design specifications are met.

Our Products Include:

With a focus on our non-ferrous shop and materials Tri-Mach Group guarantees the highest quality and sanitation in your products resulting in **no contamination**. With maximum cutting flexibility, the TruLaser 3030 Fiber is the perfect machine for all of your custom stainless parts from the food and pharmaceutical industries, to aerospace.

Guarding

Floor Drains

Brackets

Carts

SS Racking

Chutes

Shelving

Tables

And Much More!

Get a Quote Online within 24 Hours!
tri-mach.com/laser-cutting