

IMPACT

Quarterly Newsletter

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Feature Article

F-16 Case Former Debuts at Tri-Mach Group HQ



Throughout the first week of March, the parking lot at Tri-Mach Group's headquarters was packed. The buzz surrounding the Tri-Mach headquarters that week? The new washdown-ready F-16 case former, from Blue Water Automation.

Tri-Mach Group was home to the F-16's debut, in the form of a week-long open house organized by Blue Water Automation. Along with equipment partners Beckhoff Automation, Festo Pneumatics and Shurtape, Blue Water Automation unveiled the F-16 and provided extensive demonstrations to display its ground-breaking design – a design that was held from the market until it was perfected.

"The F-16 that's down on the [production] floor... is certainly not version one and I think it's really

important that people realize that. This machine has been developed and redeveloped," says Mike Hahn, President and CEO of Tri-Mach Group Inc.

Constructed with a stainless steel open form frame with an adjustable discharge height, the F-16 is capable of forming up to 16 boxes per minute. To improve efficiency, it sports a walk-in "no-guide" magazine for case blank replenishment. The F-16's adaptive design can compensate for various corrugated wall thicknesses, and the apparatus also includes a case blank "Integrity Test" station to ensure case quality prior to forming. This case former can be equipped with a tape or hot melt glue system, and tape rolls can be removed without using tools.

Alongside efficiency, safety and sanitation are also top priorities. Designed from the ground up to be fully washdown-ready, the case former is perfect for sanitary environments. Even the integrated PC based controller, built by Beckhoff Automation, is designed to withstand washdowns.

Considering operational safety as well, the F-16 includes a full perimeter guarding package to keep operators safe while the case former is running. Operators will also benefit from improved ergonomics, like the quick-lock adjustment points and an innovative loading system. And by finding ways to reinforce critical wear points, the F-16 can run longer than other case formers, requiring less labour-intensive maintenance.

"As far as I'm concerned," says Mike Hahn, "they've perfected what, in my opinion, is the only true fully washdown case erector on this planet. There's a lot of mild steel case erectors that are clad in some stainless steel, and they're called 'Washdown' or 'Full Washdown.' That's not the case."

"Anybody that has seen the F-16 down on the floor realizes that this is a full washdown unit – with the smallest footprint on the planet as well."



The F-16 during a demo session. This fully washdown case former can run at up to 16 boxes per minute.



Tri-Mach Group's information booth during the Open House. A video reel displayed some of our most innovative products.

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Industry Trends

Healthy Organic Food Sales Grow While General Food Sales Diminish



Today the organic food market, once a small scale niche market, is described by industry analysts as the most dynamic & rapidly growing sector of the global food industry. After being hit hard by the recession, sales of organic products rose last year. This lies in contrast to a general downward trend in the food market, which saw both food prices & food spending drop.

The general principles of organic production include the following¹:

- Protect the environment, minimize soil degradation & erosion, decrease pollution, optimize biological

- productivity & promote a sound state of health.
- Maintain biological diversity within the system.
- Recycle materials & resources to the greatest extent possible within the enterprise.
- Provide attentive care that promotes the health & meets the behavioural needs of livestock.
- Prepare organic products, emphasizing careful processing & handling methods in order to maintain the organic integrity & vital qualities of the products at all stages of production.

In Canada, there has been a small but increasing organic agriculture sector since the early 1980s. In recent years, this sector has seen dramatic growth with organic food consumption developing at a faster rate than production. Sales of organic products in Canada in 2012 came close to \$4 billion, a figure that has more than tripled since 2006².

The demand for certified organic food is growing in all regions. Matthew Holmes, Executive Director of the Canada Organic Trade Association said, "What we often deal with in the sector is not enough supply to meet that demand. We're constantly trying to

find new organic farmers & suppliers³."

More than half of Canadians buy organic products each week, while in British Columbia that figure sits at 66 per cent⁴. In British Columbia, more than 75 per cent of organic foods sold in stores are imported, mainly from the United States⁵. There is certainly space in the Canadian organics marketplace for more home grown options. Consumers are trending toward focusing their food dollars on buying organic and, when possible, local. Having Canadian based options is likely to appeal to most Canadian organic consumers.

The organics market is not showing signs of slowing. It will be interesting to see which Canadian producers & processors can step in to fill the increasing demand of Canadian organics consumers.

1. <http://www.omafra.gov.on.ca/english/crops/facts/09-077.htm>
2. <https://www.chffa.ca/nhp/nhp-fast-facts/>
3. <http://globalnews.ca/news/614660/strong-demand-for-organic-food/>
4. <http://www.foodincanada.com/food-business/canadas-organic-market-now-fourth-largest-in-the-world-124814/>
5. <http://www.vancouversun.com/life/Organic+products+demand+producers+under+radar/7867389/story.html>

New at Tri-Mach Group Inc.

Ever-Kleen® Bi-Directional Conveyor

As our customers expand their businesses, so does Tri-Mach Group Inc. Demand for higher product volumes & more SKUs means more space is required to meet the requirements of increased production. With real estate inside the production facility at a premium, our customers are looking for smart solutions to utilize the space available rather than being forced to complete costly expansions or purchase additional facilities.

One common scenario faced by our customers is transferring a product to be packaged either individually or as a multi-unit, grouped pack. The challenge becomes how to process multiple packaging formats without committing space to multiple dedicated production lines. One common solution is to swap out downstream product handling equipment from a single product infeed conveyor. However this solution has several potential problems. Staff is required to move existing equipment in & out of position, risking damage to costly machinery & the safety of personnel. The production floor must also have the space to store the



This Ever-Kleen® Bi-Directional Conveyor is hooked up to a turntable on one end (left) & a pushing mechanism on the other (right). With just a switch, products can move to either end of the conveyor, ready for the next stage of the processing line.

equipment that is not in use. Perhaps the biggest drawback to this type of solution is the valuable production time that is lost as lines are reconfigured.

Our solution: **the new Ever-Kleen® Bi-Directional Conveyor**. This new system utilizes a central bi-directional conveyor that can selectively transfer product to one end of the conveyor or the other based on the downstream handling required. Designed for your specific needs, the conveyor can be programmed to run in one direction for a set amount of time (e.g. single packaging), & then switch direction to send product to a separate

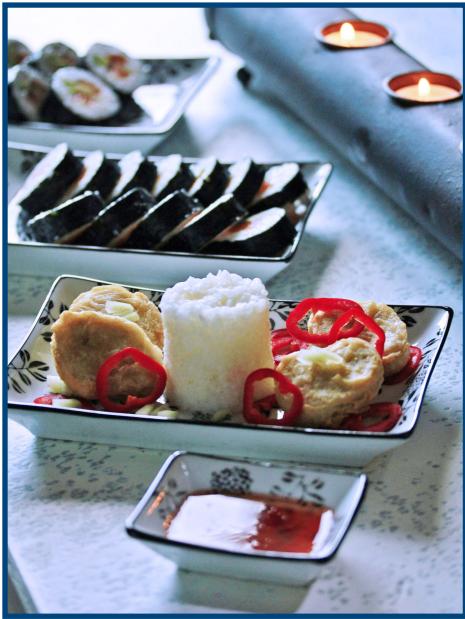
downstream handling solution (e.g. multi-packing). The downstream components can also be customized with solutions such as product pushers, in-line packaging equipment, product turntables, product flippers, etc. The Ever-Kleen® Bi-Directional Product Conveyor saves time, money, & space by providing the opportunity to do two jobs with one system.

Built with sanitation & efficiency as top priorities, Ever-Kleen® products can be disassembled in minutes, without the use of tools, providing increased productivity & the highest level of food safety.

Interested in more information on how the Ever-Kleen® Bi-Directional Product Conveyor can work for you as a customized solution? A representative from our Sales team (sales@tri-mach.com) would be pleased to speak with you in more detail.

Food Safety 101

Discovery of Largest-Ever Seafood Fraud Has Local Ties



Seafood is a global commodity traded all over the world; however, consumers are routinely given little or no information about the seafood they eat. Seafood fraud & species substitutions occur regularly, cheating consumers out of what they ordered & putting public health & the oceans at risk. In addition, seafood fraud allows illegally caught fish to be laundered into the legal seafood market.

Food traceability advocates argue that

the information provided by fishermen when they land the fish, like where, when & how it was caught, needs to follow that fish from boat to plate. This ensures that information is available to verify legality & identity of seafood in the supply chain, with some of that information available to consumers so they can make informed decisions about the seafood they purchase. The importance of a secure & documented supply chain has been further highlighted by the recent suspension of Costco Canada's fish import license¹.

Seafood fraud is a global problem, with studies & discoveries all over the world. The largest-ever market study on mislabelled seafood in the United States actually has its roots here in Southern Ontario. The Canadian Centre for DNA Barcoding, based at the University of Guelph's Biodiversity Institute of Ontario (BIO), was commissioned to conduct the testing by Oceana, the largest international oceans advocacy group². From 2010-2012 more than 1,200 fish samples from almost 700 US retail outlets were tested via DNA barcoding.

Researchers found seafood fraud in every region tested. The highest mislabelling rates were in sushi venues (74%), followed by other restaurants

(38%) & grocery stores (18%)³.

DNA barcoding is a technique developed by Guelph University integrative biology professor Paul Hebert, which allows scientists to identify species of organisms using a short standardized region of their DNA.

"DNA Barcoding has 'arrived' as a standard method for food ingredient authentication," said Prof. Bob Hanner, associate professor at BIO.

"The technology was developed here — it's a Guelph innovation," he said. "We are recognized as the premier service provider for this type of work, which is allowing us to capture this emerging market. We've expanded an incredible research innovation to the point where we can provide a much-needed commercial biospecimen identification service."

Regulatory agencies have used DNA barcoding to identify other mislabelled foods, including meat, & other consumer products.

Tri-Mach Group Inc. has long been an innovator in the field of food safety. We are proud to build our business alongside other strong Canadian food safety advocates.

1. <https://ca.news.yahoo.com/canadas-food-safety-watchdog-suspends-costco-canadas-fish-171511714.html>

2. http://www.uoguelph.ca/news/2013/02/largestever_sea.html

3. http://oceana.org/sites/default/files/National_Seafood_Fraud_Testing_Results_FINAL.pdf

Supplier Spotlight

A-ONE Manufacturing

Tri-Mach Group Inc. is proud to announce an exclusive distribution partnership with A-ONE Manufacturing.

Based in Stafford, Missouri, A-ONE Manufacturing specializes in stainless steel fabricated equipment for the food, chemical, and pharmaceutical industries. By combining state-of-the-art production processes and hand craftsmanship, they have been producing reliable and durable machinery for over 50 years.

Boasting an impressive array of pre-fabricated and custom-built products, A-ONE Manufacturing offers a complete line of dumpers, inverters, conveyors,

blenders, vats, V-mags carts, loaders, racks and more. Tri-Mach Group Inc. is pleased to now provide the following product offerings from A-ONE Manufacturing:

- Dumpers
- Storage Loaders
- Screw Conveyors
- Blenders
- Pallet Lifts
- Cookers
- Tanks
- V Mags
- Pallet Exchangers
- Tumblers
- Racks & Rack Loaders
- Vat Inverters

As the exclusive A-ONE Manufacturing sales, service & parts representatives

within Canada, Tri-Mach Group Inc. is excited to offer customized turn-key solutions incorporating a vast array of A-ONE Manufacturing products. Our Sales team is eager to answer any questions you may have on this dynamic partnership or to provide more information on how Tri-Mach Group Inc. can help with your processing equipment needs. Contact our Sales team (sales@tri-mach.com) for more information.



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A Message from Our President

Our growth continues to keep me busy these days. Several multinational equipment and automation manufacturers have turned to Tri-Mach Group as a strategic partner to build conveyors for their systems. Combined with our loyal clientele, these partnerships have increased our sales volumes, creating opportunities for people to start or continue their careers as new and hopefully long-term employees at Tri-Mach Group. As of today's date we now have a team of 86 full time members of our Team. 15 years ago there was one young lady in the office managing 4 people in the shop. That's right - Tri-Mach had a team of 5 people back at the turn of the millennium.

Today, we are in a state-of-the-art facility, and we have Handtmann, Multivac, Premier Tech, Blue Water Automation, A-ONE Manufacturing, Heat and Control, pacproinc, Intralox and a whole host of other highly valued strategic partners. Tri-Mach Group is both proud and honoured to be aligned with these companies, and on behalf of every member of our team I would like to thank each of these wonderful companies for trusting in our brand.

I'd like to extend a special thank-you to all of our existing customers as well. Your continued trust and support in our company is not to be taken for granted - and it never is. You have my personal word on that statement.

Michael Hahn

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- YouTube (youtube.com/trimachgroup)
- Google+ (+TriMachGroupInc)
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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.

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 & relocations, process piping & 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 & quality manufacturing, we have become an industry leader in the food, beverage & pharmaceutical industries. Our reputation is the key to our success. We are committed to personal service, top-quality craftsmanship & food safety. Our professional, experienced management & 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 & have received Food Safety & GMP training through The Guelph Food Technology Centre.

Career Opportunities

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

- **Mechanical Estimator**
- **Manual Machinist**
- **Licensed Millwrights**
- **2nd - 3rd Year Millwright Apprentice**
- **TIG Welder / Metal Fabricator**
- **Sales Account Manager - GTA North**
- **Sales - Western Canada**

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