

IMPACT

Quarterly Newsletter

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Feature Article

New Goat Cheese Plant in Lindsay, ON



When an award-winning goat cheese manufacturer needed to expand their production capabilities, they purchased a 35,000-square foot warehouse in Lindsay, Ontario. The building required significant improvements in order to transform it into a state-of-the-art, sanitary, CFIA approved cheese making facility. With deep roots in the food industry and a comprehensive knowledge of sanitary design, Tri-Mach Group Inc. was pleased to act as General Contractor for the project.

During an aggressive four-month timeline, Tri-Mach Group Inc. was responsible for the planning, coordination, and oversight of all subcontractors. This included all above-ground work, such as pouring new concrete floors and coating them; installation of insulation panels; mechanical piping; installation of evaporators and compressors;

all electrical services; equipment relocation; and refrigeration. The most impressive element of this new facility is the observation platform that wraps around the facility, providing customers and suppliers with a live view of the cheese-making process. Managing an on-site crew of 15-40 workers daily, the client's

best interests were always our top priority.

Confident that Tri-Mach Group Inc. was skillfully managing the transformation of their new facility, the client was able to focus on growing their business in anticipation of a second expansion phase. This increase in manufacturing space will allow the client's award-winning cheese to be produced more efficiently and effectively, as well as increasing their operational capacity.

The Tri-Mach Group Inc. name is built on dependable service, hard work, dedication and the innovation required to meet the demanding challenges our customers face. With yet another successful project complete, Tri-Mach Group looks forward to continuing their relationship with this highly valued customer.



Top photo: The completed facility, constructed by Tri-Mach Group

Lower photo: The view from the observation platform, before equipment installation

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Industry Trends

Grain-Free Movement Enters the Pet Food Market



Just like the theory behind the Paleo Diet for humans, protein-based, grain-free dog foods more closely mimics a canine's natural or "ancestral" diet as a carnivore. However, with the introduction of mass-produced dog kibble around World War II, inexpensive fillers like corn, wheat, and barley were added to dog food to create bulk and keep costs down. Today, most commercial dog foods still list corn or wheat as a main ingredient. With the trend of gluten-free diets for humans becoming more popular by the day, many pet owners

are also looking to switch their four-legged companions to a grain- or gluten-free diet.

The grain-free movement is pushing pet food formulators away from corn, wheat, and soybeans and toward alternate sources of protein and fibre. Peas, lentils, and chickpeas are gaining popularity as alternatives. Carl Potts, executive director of the Saskatchewan Pulse Growers, said Canada's pulse industry (chickpeas, dry beans, dry peas, lentils) is paying attention to the grain-free trend in pet food. "This is one area that we are very interested in and think there's increased potential for growth... even a 10 or 15 percent inclusion in that market is a massive amount of product and value."¹

Grain-free pet food now accounts for nearly 30% of pet food sales in the US pet specialty retail channel, as well as four of every ten new pet food products launched.²

With that level of market share, it is safe to say that grain-free pet food is no longer just a trend. Today's consumers want what they think is best for their pets and will pay up for natural, organic, and/or grain-free pet food.

With 30 years of experience, Tri-Mach Group Inc. is your one-stop solution provider for all your pet food processing or packaging needs. From design engineering to custom fabrication, to installation, to preventative maintenance, Tri-Mach Group Inc. does it all. Please contact Krystal Darling (kdarling@tri-mach.com) or Kory Graham (kgraham@tri-mach.com) for more information.

1. <http://www.producer.com/2015/06/pulses-popular-in-pet-food>
2. <http://www.petfoodindustry.com/blogs/7-adventures-in-pet-food/post/5157-grain-free-pet-food-is-here-to-stay-as-are-pet-treats>

New at Tri-Mach Group Inc.

Innovations During Q2

Tri-Mach Group Inc. has been the industry leader in developing the most sanitary and food-safe equipment since 1985. And although we have been in the business for 30 years, we never rest on our laurels. We look at each new project as an opportunity to bring something innovative to the industry. Here's a quick look at some of our innovative solutions from the last quarter:

Fresh Fruit Inspection; consisting of an Ever-Kleen® incline conveyor, stainless steel distribution system, and Ever-Kleen® multi-lane inspection conveyor; this system was custom designed to receive fresh grapes from an automatic de-stemming drum and evenly transfer to a three lane inspection conveyor. As with all Ever-Kleen® products, the entire system can be disassembled in minutes, without the use of tools, providing increased productivity and the highest level of food safety.

Tri-Mach Group Inc.'s unique **Passive Flattening Conveyor** provides a simple, reliable alternative to complicated automated flattening systems. With no moving parts or complicated programming for automation,



we have created a simple, sanitary, easy-to-clean solution for moving and flattening bags of bulk products.

Featuring a custom-built C-frame, sanitary Ever-Kleen® conveyor, and protective cage, Tri-Mach Group created a high-output, easy-to-clean **dough depositing system** for a valued bagel processor. With six depositing points, two-way slicing capabilities, and easy programming, this dough deposit and transfer system has been installed at the customer's facility and is helping improve their bagel output.



Clockwise, starting left: fruit inspection system; passive flattening conveyor; C-frame for dough depositing system

Interested in a customized solution for your facility? Krystal Darling (kdarling@tri-mach.com) or Kory Graham (kgraham@tri-mach.com) would be pleased to speak with you in more detail.

Food Safety 101

Corrosion-Resistant Alloys & Sanitary Equipment



304-grade or 316-grade? Visually, there's no difference between the two.

Here at Tri-Mach Group Inc., we take food safety seriously. The integrity of our Ever-Kleen® brand depends on our sanitary design as well as our ability to manufacture food-safe equipment using food-safe components and materials. Materials with corrosion-resistant properties are critical to the success of our equipment.

Every facility is unique, with varying methods of both processing and sanitizing. Using caustics while cleaning can create pits in certain kinds of stainless steel, so it is important to match the operational requirements of a facility with equipment manufactured using the appropriate material. Corrosion-resistant

alloys (CRAs) include many types of stainless steel, which are used by various industries - especially those with exposure to chemicals and caustics. These alloys provide reliable, predictable performance in the health and pharmaceutical industries, as well as the food industry¹. 304-grade and 316-grade stainless steel are two of the most commonly used CRAs.

A common misconception about stainless steel is that it is not affected by corrosion. To understand the possibility of corrosion in stainless steel, we must first understand what gives it the ability to resist. From a chemical or scientific standpoint the answer would be

that 304-grade stainless steel contains 18% chromium and 8% nickel². 304-grade stainless steel proves to be durable and resistant to oxidation and corrosion. 316-grade stainless steel contains 16% chromium, 10% nickel and 2% molybdenum². With the added molybdenum, 316-grade stainless steel has considerably more resistance to corrosion stemming from chemical attack as compared to 304-grade stainless steel².

There is no visual difference between 304-grade and 316-grade stainless steel, and both are durable, easy to clean, and easy to weld. For sanitation purposes, both are approved by the FDA, AMI, and 3A. The difference may be unnoticeable to the human eye, but ensuring the use of the correct CRA for a specific application could be the key to keeping your stainless steel equipment smooth, without pits, and free from any dangerous corrosion.

To learn more about how a custom-built, 316-grade stainless steel solution can improve your processing operation, please contact Krystal Darling (kdarling@tri-mach.com) or Kory Graham (kgraham@tri-mach.com).

1.<http://www.corrosionpedia.com/definition/1325/corrosion-resistant-alloy-cra>

2.<http://hollandaptblog.com/2013/09/25/what-is-the-difference-between-304-316l-stainless-steel/>

Supplier Spotlight

Tri-Mach Enters Partnership with Premier Tech Chronos

Tri-Mach Group is excited to announce a new partnership with Premier Tech Chronos, one of the top leaders in robotic packaging solutions. By combining Premier Tech's world-renowned expertise in end-of-line solutions with Tri-Mach's industry-leading sanitary design principles, this partnership is expected to take both companies to new heights of solution offerings and potential customer reach.

Premier Tech's outstanding packaging solutions are a natural fit for the custom, high-quality experience we want to provide to all our customers. Their product offerings add another level of customization that we can pass on to clients, which only serves to amplify our commitment to being a best-in-class service provider.

Tri-Mach is excited to lend our sanitary design expertise to Premier Tech as we work together to develop more innovative products that are easier than ever to clean. The Ever-Kleen® brand is a symbol of sanitary design excellence, and we can't wait to see more food-safe equipment out in the market.

Premier Tech Chronos is a proudly Canadian company with offices worldwide, and acts as the packaging equipment group of Premier Tech. PTC was born in 1989 to satisfy a need for automation at its sister company, but quickly grew and began selling its own

equipment outside the company. Today, PTC is among the largest packaging equipment manufacturers in the world and well-known in the flexible and the rigid packaging industries for its state-of-the-art packaging machines and its complete packaging lines for small- and large-scale production.

To inquire about how Tri-Mach Group and Premier Tech Chronos can provide a highly efficient, easy-to-clean solution for your packaging line, please contact Krystal Darling (kdarling@tri-mach.com) or Kory Graham (kgraham@tri-mach.com).



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A Message from Our President

Our 2nd quarter saw Tri-Mach Group set an all-time sales record as the largest quarter in our company's history. We ended up 159% over our forecast for the quarter, which is absolutely amazing. Couple that with a workforce that's never afraid to roll up their sleeves, and all of our deadlines to date have been met! Q3 is shaping up to follow in Q2's footsteps.

Summer is here and the heat is supposed to arrive at the end of this week, so I hope everyone can take a little bit of time to enjoy it. I just came back from a 5-day vacation with my wife, kids, and grandkids. My life has changed since the arrival of my grandchildren. I find myself mesmerized by their innocence. Their little faces light up any room with every sincere smile. When I am with them, there are no stressful moments. There are no emergencies that come with my position in the daily grind. There is only love and peace. And cookies – because grandkids always need to be a little spoiled.

Through the vacation, we stayed at my wife's family cottage northeast of Sudbury, on Maskinonge Lake. It is remote with no flush toilets, and only propane to provide light at night and cook our food. The lake is full of natural Lake Trout and a healthy bass population, so almost everyone who visits plans to wet a line. And almost everyone goes home with their limit. For the curious anglers reading this, there is road access, as well as campsites and cabins for rent on the property.

Anyhow, enough about my personal life. Thank you for reading this edition of IMPACT, and I hope that everyone has a wonderful and safe summer. All the best!

Michael Hahn

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- LinkedIn



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 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.

Career Opportunities

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

- Manual Machinist
- Licensed Millwrights
- TIG Welder / Metal Fabricator

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