

IMPACT

Quarterly Newsletter



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Feature Article

Tri-Mach Group of Companies Acquires Advance Millwrights Inc.

Celebrating the New Year means celebrating change, growth, and advancement. In this spirit, we are excited to announce that Advance Millwrights Inc. is now part of the Tri-Mach Group of Companies.

Advance Millwrights Inc. shares its hometown with Tri-Mach Group in Elmira, ON. The company specializes in millwright services and the design, fabrication, and installation of bucket elevators, conveyors and bins for the agricultural, food, foundry, oil and gas and commercial industries. They also specialize in the packaging and material handling of agricultural products, fertilizer, aggregate and cement, and food products.

Advance Millwrights Inc. is highly respected by customers and peers all across Ontario. The company's goal is to provide customers the best service possible, and creating long-term relationships with every customer.

This acquisition will provide immediate benefits to our organization by nearly doubling our workforce of highly-talented

skilled tradespeople. It will also provide opportunities for streamlining operations through common synergies in order to remain competitive in the marketplace. It will enable our organizations to continue to grow by providing multi-trade and turn-key solutions through world class design engineering, custom fabrication, millwrighting, automation, systems integration and plant maintenance.

We would like to warmly welcome Advance Millwright Inc. into the Tri-Mach Group of Companies. We're optimistic about the growth this signifies, and the incredible new things our expanded team will be able to do.

At present, each company will continue to operate under its own name. To learn more, contact us:

Phone: 519-744-6565

Email: info@tri-mach.com



Advance
Millwrights Inc.

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Industry Trends

Consumer Food Trend Predictions for 2016



As we usher in the New Year, there is an enormous amount of discussion regarding what will be hot in 2016. From specialty ingredients to preparation methods, to innovative technologies and favourite throwbacks, everybody has an opinion. Understandably, the sheer number of lists (and the sheer number of items on each list) needs some distilling: What's exciting? What's actually good? Where is the industry headed? To help keep you ahead of the curve, here are a few notable predictions:

- The United Nations has proclaimed 2016 to be the International Year

of Pulses. The pulse category is comprised of 12 crops that include dry beans, dry peas, chickpeas and lentils. Why the hype? Quite simply, pulses are an unsung hero of powerful nutrition. Consumers will add more pulses to their diet in order to increase fiber and protein while simultaneously shaving off fat and calories¹.

- The use of images in marketing, and for communicating in general, is reaching a new level. Expect consumers to look for call-outs that highlight protein-rich meals, butter as an ingredient, a smaller ingredient list, and claims that a product is "free from" something. These signs will guide them to choose products that feel healthier and more wholesome².
- Millennials care more about the story behind the product. There are now more millennials than baby boomers, and they're shopping very differently from

previous retailers. Millennials tend to think of what their money will do - in other words, the environmental and social impacts of their purchase².

- An expansion of "heritage cuisines," in which consumers explore their roots and respective food cultures. House-made or artisan pickles, fermentation, ethnic condiments, artisan sausage and cuts of meat, natural ingredients and minimally processed food are all hot concepts that feed into this trend for 2016³.

True trends evolve over time. While keeping abreast of trend predictions is important to ensure your company is not left behind to stagnate, long-term focus is needed as well to ensure growth strategies are built on durable trends, not short-lived fads.

1. <http://health.usnews.com/health-news/blogs/eat-run/articles/2015-12-29/8-food-trend-predictions-for-2016>
2. <http://www.foodnavigator-usa.com/Manufacturers/Phil-Lempert-Trends-food-businesses-should-take-note-of-for-2016>
3. <http://www.restaurant.org/Downloads/PDFs/News-Research/WhatsHot2016>

New at Tri-Mach Group Inc.

Introducing our New President & CEO



Tri-Mach Group Inc. has been developing the most sanitary and food safe equipment since 1985. A key to our ongoing success is our strong and visionary leadership. With an eye to the opportunities afforded by an ever-evolving future, we are pleased to announce the appointment of Harold Whiteside, CPA, CMA, as the new President & CEO of Tri-Mach Group Inc.

Since his graduation with a degree in Management Economics

from the University of Guelph in 1982 and the completion of his CMA at the University of Waterloo in 1991, Harold has gained diversified experience in senior roles focused primarily on the light manufacturing, construction, and capital equipment industries in both the private and public sectors. Most recently, Harold was Vice President Finance & Business Development for the Samuel Packaging Group, a division of Samuel, Son & Co., Ltd. He was responsible for strategic development, M&A, and finance with operations in Canada, the US, and Mexico. Prior to joining Samuel, Son & Co., Ltd, he served 15 years with Hitachi Mining Trucks, holding a variety of roles in sales, operations, and finance,

including Vice President and General Manager.

Mike Hahn, previous President & CEO, has been promoted to Chairman of the Board for Tri-Mach Group Inc. In his new role, Mike will continue to provide leadership and guidance to the organization as we continue to provide best-in-class services to our customers.

In addition to these exciting staffing changes, Tri-Mach Group Inc. is pleased to have been awarded \$344,000 in funding from the Ontario Government's Southwestern Ontario Development Fund. The money has been earmarked as part of a \$3.4 million dollar project to expand our Donway Court facility and adopt automation technology.

Food Safety 101

Environmental Risks of Caustic Sanitation



Cleaning and disinfection are essential to maintaining hygienic conditions in food processing plants. The Clean in Place (CIP) solution has been around for approximately 50 years, and is commonly used in the food and beverage processing and pharmaceutical industries. CIP refers to the use of a mix of chemicals, heat and water to clean machinery, vessels, or pipe work without disassembly. The process can be a single pass, where everything goes to drain, or recirculated, which recovers most of the liquid. Overall, CIP can be a very efficient way of cleaning. The benefit to industries that use CIP is that cleaning is faster, less labor-intensive, more repeatable, and poses less of a

chemical exposure risk to people.

Even a well working CIP system has a significant environmental impact. Chemicals and organic materials can end up in the wastewater system; energy consumption raises CO2 emissions. In general, water consumption in industry is developing into a worldwide water crisis.

CIP protocols typically generate large volumes of wastewater, which often must be filtered and treated before it can be released to the municipal sewer system. Operating costs can be reduced and energy efficiency can be improved by implementing a reuse CIP system. Unlike the single-pass CIP design where water and cleaning solutions cycle through only once before disposal, the reuse design recycles them for pre-rinsing or cleaning out of place (COP) during future cleaning cycles.

However, a CIP system is a critical piece of an efficient operation for many processors – so controlling the environmental impact of the cleaning program is vital. Good management of chemical selections, chemical

use, and waste disposal is crucial to minimizing environment impact and being a positive community influence. Consider the following actions to reduce your operation's environmental impact:

- Use a more environmentally responsible cleaning product
- Improve chemical cleanup after sanitation
- Update staff on improved cleaning practices, ensuring less product used and less waste
- Invest in more efficient cleaning technology, or new environmentally responsible equipment
- Ensure that existing equipment is well maintained, potential leaks are managed, and GMPs are in place

By using these tips and optimizing your CIP system and cleaning program, you can reduce your environmental impact and move toward a greener production – something that will benefit you, your customers, and your community for years to come.

Supplier Spotlight

Agri-Neo

An innovator in the field of bio-pesticides, Agri-Neo was founded in 2009 and is located in Toronto. Their company mission is straightforward - to help safely feed the world. To accomplish this, Agri-Neo has launched Neo-Pure; the first government-approved organic sanitizer that destroys harmful pathogens like bacteria and fungi on the surface and inside of dry foods like seeds, spices, nuts, and powders.

Neo-Pure is an aqueous solution that is misted onto dry food products during processing. Once Neo-Pure comes into contact with a microbe, it destroys it

instantaneously by breaking it down in multiple ways, and then biodegrades completely – without changing the taste, appearance, or nutritional profile of the food it is treating. Neo-Pure is used by food processors and manufacturers producing branded or private label products that use seeds, spices, nuts, and powders. Neo-Pure is also certified Halal, Kosher, and HACCP-endorsed¹. With Neo-Pure, food processors can ensure product integrity,

regulatory compliance, and profit maximization. Furthermore, consumers can feel good about the food products they consume, knowing they have been treated with this innovative and best-in-class food safety solution.

Tri-Mach Group Inc. is excited to fabricate some of the tools that Agri-Neo will use as they move the market towards safer eradication of dangerous food-borne pathogens.

1. http://agri-neo.com/wp-content/uploads/2015/01/Neo-Pure_The_Solution.pdf

AGRI-NEO

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A Message from Our President

2015 seems like it came and went in moments, but the team at Tri-Mach worked hard to create some incredible solutions for our customers throughout the year. We challenged our engineers, fabricators, machinists, assembly shop team, and tradespeople with some of our most ambitious projects ever, and they all delivered in astounding fashion. Between the towering platforms that filled our plant, the state of the art, sanitary Ever-Kleen® conveyors that were shipped throughout the country, and an impressive ground-up plant build, everyone at Tri-Mach came together to design, build, and install some truly outstanding equipment.

And now, on to 2016. We've started the New Year off with exciting news regarding the acquisition of Advance Millwrights Inc. – a move that will provide new opportunities in the agricultural, food, foundry, oil and gas and commercial industries. The acquisition will nearly double our workforce and help to make us even more competitive. Our Sales team is also growing to reflect our plan to expand into new markets and products, and our Administrative team has worked hard to streamline our internal processes to help information flow through the company more efficiently. Everyone here is optimistic about the New Year and all the possibilities that 2016 has to offer.

Although I only joined Tri-Mach in November, I can feel the energy throughout our headquarters. Our team is primed and ready to go, and I have a feeling that 2016 is going to be another record-breaking year for the Tri-Mach Group of Companies.

Harold Whiteside, CPA, CMA.
President & CEO
Tri-Mach Group of Companies

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:

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- Twitter (@TriMachGroup)
- Youtube (youtube.com/trimachgroup)
- Google+ (+TriMachGroupInc)
- 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.

Career Opportunities

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

- Manual Machinist
- Licensed Millwrights
- TIG Welder / Metal Fabricator
- Cost & Inventory Analyst

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