

IMPACT

Quarterly Newsletter



Feature Article

TMG Opens Western Division



Western Division

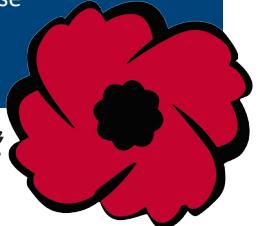
On September 4th, 2018, Tri-Mach Group announced the opening of a new division in Western Canada, located near Winnipeg, MB. This new division will be led by Sales & Operations Manager Warren Nordquist, who comes to Tri-Mach Group with over 25 years' experience within the food and agriculture industries. Warren's positivity and knowledge in the field will be a large asset to Tri-Mach Group, as he expands the TMG brand across Western Canada.

Warren stated he is "extremely excited to be given the opportunity to join a team that has such an outstanding reputation, along with an aggressive growth forecast...It will be a pleasure to extend Tri-Mach Group's high quality products and services into new regions of Western Canada." With this new expansion, Tri-Mach Group is excited to begin working with new customers in these areas and grow the reach of their cutting edge products and services offered.

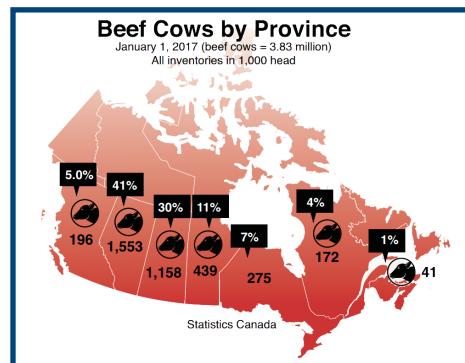
Tri-Mach Group's expansion stems from the ongoing success in Western Canada's food and beverage industry, predominantly within the meat sector. Currently meat production across Canada has experienced growth over the

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past years, with beef production alone increasing 9.6% from 2015, reaching a total of three billion pounds produced last year. Provinces in the western regions are experiencing the largest upraise, due to the amount of livestock and processing plants in these areas. In 2017, Alberta and Saskatchewan held the largest inventory of beef cattle, together totaling over 70% of the country's total.¹



Tri-Mach Group is thrilled to have Warren join the team, and look forward to working with new customers and businesses located within Western Canada.

For sales inquiries relating to the
Tri-Mach Group Western Division:

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1. https://www.cattlemen.bc.ca/docs/fastfactsengjune8_2016.pdf

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Industry Trends

Alternative Proteins



As the vegetarian and vegan lifestyles become more popular within North America, the food industry is adapting by finding alternative methods to meet the demand for protein. A recent study found that 10% of the Canadian market is now either vegetarian or vegan. Furthermore, the millennial generation, including individuals under the age of 35, are three times more likely to be vegetarian or vegan when compared to consumers over age 49.¹ With this trend being so predominant within the younger generation, it is clear this movement is here for the long run, and will continue to alter the food industry over time.

Within Canada, sales of plant-based proteins are already growing at approximately seven per cent each year, which last year represented a \$1.5 billion market. Some large companies such as A&W have already welcomed this shift in dietary choice, through the introduction of their 'Beyond Meat Burger'. Though this burger looks, tastes, and even bleeds like a traditional beef burger, the patty is made from 100% plant-based protein.¹ Another example of a large corporation hopping on this trend is President's Choice, with the introduction of their cricket protein powder. Insect eating is already a fairly popular practice within the rest of the world, however North America has only begun opening up to the concept over the past few years.² These large corporations are realizing the shift of lifestyle in their consumers and becoming early adapters in the market.

This new addition of alternative proteins is not forcing meat and dairy producers to completely change their products, but rather add complimentary

plant-based products to their line.

The Canadian government has already shown its support towards the cause, with the recent \$150 million investment in Canada's plant protein industry, taken from the \$950 million Supercluster initiative.³ This investment will be put towards the research and development of plant-based proteins, putting Canadian farmers at the forefront of the alternative protein industry.



1. See article: "Four Food Industry Trends," Vol. 24, Issue 3 – BLOCKtalk, Page 18
2. <https://globalnews.ca/news/4066224/crickets-protein-alternative-mainstream/>
3. <http://www.canadiangrocer.com/top-stories/headlines/plant-protein-producers-aim-for-mainstream-with-new-research-investments-78999>

New at Tri-Mach Group Inc.

TSSA Certification Upgrades



Tri-Mach Group recently received upgrades to our Technical Standards and Safety Authority (TSSA) certifications for piping. These upgrades have widened Tri-Mach's services, allowing our team to now

work on a variety of piping projects, including caustic, steam, air, water, glycol, and liquid nitrogen. With these certifications Tri-Mach Group is able to install any pressure or chemical piping systems, which were previously outside of our capabilities.

The TSSA offers a wide variety of certifications and services which relate to public safety in Ontario. Their main goal is to put emphasis on preventative activities within the safety value chain, to be certain the best practices are being followed.¹ TSSA certifications ensure companies are trained and fully capable of operating all of the equipment involved, creating a safer work environment for the workers and general public.

With these upgrades in place, Tri-Mach Group has the capability to complete all welding jobs in-house, keeping projects entirely in their control. The outcome is an efficient turnkey solution for the customer, limiting variables which could result in errors.



1. <https://www.tssa.org/en/about-tssa/about-tssa.aspx>

Food Safety 101

New CFIA Chicken Salmonella Regulations



Canada

The Canadian Food Inspection Agency (CFIA) recently announced a new sanitary regulation for retail-sale packaged breaded chicken products, requiring the measurement of Salmonella levels at the manufacturing/processing level in an attempt to reduce the levels below detectable amounts. This regulation comes into effect on April 1st, 2019, at which time all facilities that manufacture these products must have reviewed their current processes to implement control measures.¹

This regulation will apply to all frozen raw breaded chicken products which are packaged for retail sale and appear ready-to-eat. At this time, these regulations do not apply to raw breaded stuffed chicken, as well as turkey or duck products. These new measures were put in place due to a continued link between frozen raw breaded

chicken products and an outbreak of food-borne illnesses within the country. In order to abide by these regulations in your facility, the CFIA has suggested the following four control measures.¹

The first option is to include a cook process to your operation that has been validated to achieve a 7-log reduction in Salmonella. The second option is to implement a testing program in the raw chicken process, which can demonstrate that no Salmonella is detectable in the product. The third option involves employing a hold-and-test program for all finished frozen raw breaded chicken products, completed within the same day as production. The final option is to



incorporate a combination of processes which have been validated to achieve a 2-log Salmonella reduction, and also implement a sampling program into the operation.²

With the food industry continually adding and amplifying regulations to ensure safety to the general public, more and more emphasis is being put onto implementing and maintaining a successful sanitary process. With Tri-Mach Groups new TSSA upgrades and Ever-Kleen® technology, any custom sanitary solution can be fully designed and implemented in-house, ensuring you meet your required health and safety regulations.

Tri-Mach Group's Sanitation Solution

- 100% Non-Ferrous Metals
- No Cross Contamination
- In-House Laser & Router Services
- Non-Ferrous Facility
- Equipment Control
- Ever-Kleen® Sanitary Equipment
- Food Industry Focused
- Cost Effective & Efficient

1. <http://www.inspection.gc.ca/food/meat-and-poultry-products/program-changes/2018-07-12/eng/1520884138067/1520884138707>
2. <http://www.inspection.gc.ca/food/meat-and-poultry-products/manual-of-procedures/chapter-4/annex-s/eng/1531254524193/1531254524999>

Project Showcase

Riverside Natural Foods Ltd.



When Vaughan-based granola bar manufacturer Riverside Natural Foods Ltd. was experiencing issues with the cleanliness and efficiency of their current conveyor equipment, they turned to Tri-Mach Group for a solution. Due to the company's strict health

guidelines, Riverside conducted regular deep cleaning of their processing equipment to ensure the safety of their products. This proved to be an issue for their Asian-manufactured conveyors, taking them up to nine hours to completely disassemble and clean each component to satisfactory.

As Riverside Natural Foods heard about the Tri-Mach Group brand through tradeshows and other food producers, they began to learn the benefits of Ever-Kleen® technology. After hearing the details of Tri-Mach Group's proposed solution, Riverside was greatly impressed with the quick

conveyor disassembly, the sanitary design, the build quality, not to mention the fact all conveyors could be custom built to be integrated into their existing processing lines.

With the addition of three SL-2 incline conveyors to their operation, Riverside Natural Foods is now able to disassemble their conveyors within a matter of minutes, decreasing downtime and increasing production revenue.



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A Message From Our President

It has been a very successful third quarter at Tri-Mach Group, with an exciting and busy fourth quarter right around the corner. Over the past months our company has experienced considerable growth through an expansion into new regions with the opening of our Western Division, and the welcoming of many new employees to our team. This growth will increase the amount of customers we are able to serve with our products, as well as help raise our production levels with the added help from new team members.

At the end of August the entire company gathered for our bi-annual company Health & Safety Meeting, allowing us to share some recent success stories and touch on important topics. The main topics brought up this meeting included our added emphasis placed on worker safety, and the future growth of our company with the new building coming next year. We would like to thank everyone who made the effort to attend the meeting, as we appreciate the opportunity these meetings give us to update everyone and hear feedback from our employees.

As we reach the end of the year, we arrive at our most demanding months as additional projects are taken on. As the workload increases, we are reminded of how lucky we are to have such a dedicated team who continually give each project their all. I would like to thank all of our employees who continually show up every day with a positive attitude and the Tri-Mach 'get 'er done' attitude, helping to make our operation so successful each quarter.

Thank you for reading this edition of IMPACT.

Ryan Martin

President

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.

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:

- Purchasing Supervisor
- Licensed Millwrights
- Millwright Apprentices

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