

IMPACT

Quarterly Newsletter



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Vantage Foods: Turn-Key Tote Delivery System

After many successful projects with Vantage Foods, Tri-Mach Group Inc. was asked to create an improved tote handling solution.

Vantage Foods' existing tote handling system has been problematic since installation. The design of the existing system allows totes to free-fall down stainless steel chutes. The system is loud, damages the totes, is difficult to maintain, and has potential to create unsafe conditions if not working properly.

Tri-Mach Group Inc. was awarded the entire scope of Vantage Foods' five-phase process improvement project. Each phase included new conveyor solutions and line reconfigurations to improve process flow, add efficiency and increase capacity to the lines. The final phase (Phase 5) included modifying the existing tote handling system, designing a new state-of-the-art system and installing the newly-designed solution. The new design had to solve each of the challenges presented in the original equipment supply.

The approved turn-key solution implements the latest ARB™ belting from Intralox to seamlessly direct and divert clean empty totes to one of five product loading areas. With efficiency top-of-mind, the system is designed

to deliver 1200 units per hour to ensure operators always have enough totes to keep production running smoothly. By way of an automated tote-release system, the turn-key solution is able to drastically lower operational noise, prevent damage to the totes, and improve the working environment considering the safety of the operators.

Tri-Mach Group Inc. worked closely with Vantage Foods to custom-build a new HMI with greater functionality but a familiar user experience. Operators can now select different lines for production and control which lines receive totes at any given time. The improved HMI was designed from the ground up, using typical production scenarios, taking into consideration how the operators need the system to function, and ensuring the operators have a safe and ergonomically-friendly

means to retrieve their totes for loading.

As with every turn-key solution, The Factory Approval Test included a complete set-up of the system, fully wired, and tested at full line speed at the Tri-Mach Group headquarters in Elmira ON. Once Vantage Foods tested and approved the system, Tri-Mach Group disassembled and shipped the equipment. Keeping in line with our commitment to be a one-stop solution provider, Tri-Mach Group will modify the existing system and install the new turn-key solution during a weekend shut-down. This process will include all mechanical services, wiring and programming improvements.

Tri-Mach Group Inc. would like to thank Vantage Foods for their trust, and for including us in this exciting new project.

Below: Tri-Mach FAT of the Tote Delivery System



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Industry Trends

How the Protein Game is Changing



Protein is a fundamental building block of the human diet. However, an increasing demand for protein by an ever-growing world population and the destructive environmental impact of industrial livestock production has analysts worried that we may be barreling headlong into a protein shortage.

The population is expected to reach 9.5 billion by 2050, and over the last four decades, worldwide meat production has tripled¹. Production is expected to double again by 2050 to meet the rising demand¹. This will place an unprecedented demand on agricultural land, and could likely force many to search out alternatives as traditional protein choices become limited or prohibitively expensive for the average consumer.

It is projected that the current dominance of meat and seafood will wane in the coming decades, and several alternative protein sources will fill the gap, potentially representing up to 33% market share of the world's protein market by 2054¹. The question is; which of the many alternative protein sources will lead the charge? Taste, nutritional value, texture, convenience

and cost will all play important roles in converting a consumer base with discerning palates and a long history with current staple meat and fish choices. In addition, concerns surrounding environmental impact of alternate protein production will continue to steer certain demographic groups toward more eco-friendly options. Protein-rich seaweed, plant-based proteins, insect proteins and even test-tube meats are all being explored as viable choices.

Beef, poultry, pork and fish will continue to be present in the diets of many consumers for decades to come – but it is clear that bringing new and more sustainable sources of protein to the market offers big opportunities for suppliers and processors.

1. <http://civileats.com/2015/04/28/alternative-protein-could-make-up-one-third-of-the-market-by-2050/>

New at Tri-Mach Group Inc.

Tri-Mach Group Introduces the Ever-Kleen® “Bacon-veyor” System

Tri-Mach Group is proud to bring a new, cutting-edge sanitary solution to market, built with Ever-Kleen® technology.

The Ever-Kleen® “Bacon-veyor” is a fully wash down turnkey solution that integrates slicing, grading, conveyance, and packaging. This easy-to-clean system is custom-built to meet our customers' unique needs, offering labour cost reductions, floor space and product flow optimization, and increased throughput.

The Ever-Kleen® “Bacon-veyor” system features automatic grading and weight control. With an integrated L-board dispenser engineered by Pacproinc®, bacon drafts are placed onto L-boards more reliably than other solutions. This seamless integration ensures that the bacon is processed at faster speeds, resulting

in higher throughput than ever before. The advanced HMI also allows for manual grading and weight control, offering total flexibility.

At the packaging infeed, the Ever-Kleen® “Bacon-veyor” ensures that both operators receive an equal amount of product for packaging, using our proprietary load balancing software.

Beyond the sanitary, fully wash down design, the Ever-Kleen® “Bacon-veyor” is backed by Tri-Mach Group's full-service commitment. From the initial site visit through to installation and commissioning, Tri-Mach Group manages the entire project and provides a true turnkey experience. Tri-Mach Group is proud to offer best-in-class service to all our valued customers.

Our system is designed for retail or

foodservice, and is engineered to fit your unique needs. The Ever-Kleen® “Bacon-veyor” can be integrated with new or existing slicing and packaging technology, offering a dependable, high-throughput solution with an impressive ROI.

To learn more about how our Ever-Kleen® “Bacon-veyor” can improve your processing line's efficiency, please contact sales@tri-mach.com.



This Ever-Kleen® “Bacon-veyor” was custom-built to integrate with a Weber slicer and a Multivac thermoformer.

Food Safety 101

Confusion Over USDA Audit Highlights



Findings from a 2014 USDA audit¹ of Ontario and Quebec slaughtering plants, processing plants and other facilities made headlines earlier this month². The report, submitted to the CFIA in January 2016, identified issues at Canadian plants related to government oversight, plant sanitation and microbiological testing for listeria. In the report, auditors detailed serious issues at certain facilities, such as open ceilings and the presence of rust.

Inversely, the CFIA says it received a draft version of the audit report for comment in January 2015 and responded in May 2015, noting that there are no outstanding issues and there was

never any impact on trade³. The final audit report confirms that Canada's meat, poultry and egg inspection systems are equivalent to the US inspection systems, and that all Canadian federally registered establishments permitted to export to the US can continue to export goods.

The budget for Canada's food safety program was cut from \$422 million in 2014-15 to \$363 million for 2015-16. Under Prime Minister Justin Trudeau's new government, the program will get only a small \$2-million increase⁴. Canada regularly audits - and is audited by - its trading partners, including the US. These routine audits help Canada and its trading partners maintain confidence in each other's food safety inspection systems. It is expected that audits such as these will identify opportunities for improvement, and that notifications are shared with each other of any issues of concern. Although no long-term consequences to trade with the

US resulted from this latest audit, Canadian processors should not ignore warning signs highlighted by the USDA.

Diligent attention to current and changing food safety protocols is required to reassure international agencies and to forestall any problems. At Tri-Mach Group Inc. we have spent over 30 years developing the most sanitary and food safe equipment in the industry. Through our own Food Safety Program, we ensure that all safety precautions and measures are met and exceeded, giving you and your customers peace of mind. Our Food Safety experts are always here to help and are happy to work with you to ensure you are meeting all current CFIA regulations.

1. <http://www.fsis.usda.gov/wps/wcm/connect/13607606-3f11-40ab-a63e-88bb191ae4a/2014-Canada-FAR.pdf?MOD=AJPERES>
2. <http://www.theglobeandmail.com/news/politics/canadian-agency-given-deadline-by-us-body-to-clean-up-food-safety/article28961876/>
3. <http://www.inspection.gc.ca/food/exports/2014-usda-audit/eng/1456865619649/1456865656831>
4. <http://www.thestar.com/opinion/editorials/2016/03/02/ottawa-needs-to-beef-up-food-safety-editorial.html>

Partner Showcase

Blendtek offers high-quality organic and conventional ingredients, additives, and packaging supplies for food, pharmaceutical, and industrial applications.

With a strong focus on product and service quality, Blendtek has positioned themselves as a market leader in the distribution world. Their extensive product offerings allow customers to consolidate their purchases, saving time and money by sourcing all of their products from one trusted source.

Blendtek works with manufacturers worldwide that adhere to internationally-recognized manufacturing and

processing standards. Each product is carefully sourced, ensuring a high degree of traceability and guaranteeing a high-quality finished product every time. Furthermore, every product is monitored to verify that what has been selected is the right product for the right

application, with no concerns about consistency.

Tri-Mach Group Inc. is proud to work alongside another local company that's passionate about improving efficiencies at our customers' facilities. To learn more about Blendtek, please visit www.blendtek.com.



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A Message from Our President

Wow, where did the first quarter go? It seems like only yesterday that I was writing my first newsletter after joining the Tri-Mach Group of Companies. The last five months have presented terrific opportunities: meeting some of our amazing customers and suppliers; announcing the awarding of a \$344K grant from the Southwestern Ontario Development Fund; and, of course, welcoming Advance Millwrights Inc. into the Tri-Mach family.

It is important to me that Tri-Mach maintains its position as an industry leader and good corporate citizen. To this end, we have been following Federal and Provincial conversations regarding the environment and the need for eco-friendly business processes. I am proud to say that Tri-Mach was ahead of the game in 2012, when we opened our state-of-the-art manufacturing facility in Elmira and immediately cut our carbon footprint by more than 50%. I am even more proud to say that we have not stopped there; the Tri-Mach team is continuously working to find new and innovative solutions to meet the needs of our customers, while striving to ensure a clean environment for future generations.

On the economy front, Canada's Department of Finance predicts a real GDP growth rate of 1.4%, down from the 2.0% growth projected in the fall. However, I have challenged the Tri-Mach Group to achieve a 12% growth rate for 2016. To meet this ambitious goal, we are working with our strategic partners and will soon be announcing a new range of conveyors designed to improve flexibility, efficiency, and cost savings for our customers while supporting our expansion plans in both Canada and the US. 2016 will be a busy year to reach these goals, but I have the utmost confidence that our team will get there.

Since we announced in January the acquisition of Advance Millwrights Inc. into the Tri-Mach Group of Companies, we have had the opportunity to get to know this great team. Their "Can Do!!" attitude is inspiring, and with a strong integration plan in place, we were able to quickly welcome them into the Tri-Mach family. Right now, some of the "Road Warrior" millwrights are as far away as Fort McMurray, AB, completing a project that will be included in the next newsletter.

I would like to take this opportunity to once again sincerely thank all of our customers, suppliers and our dedicated team for all of their support.

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.

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- 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 & 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
- Sales Account Manager

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