



## Diverter Valves



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Conveying Products

### Velati Now Available Through Handtmann Canada

**handtmann**  
Ideas for the future.

**Velati**  
FOOD TECHNOLOGIES SINCE 1867

Waterloo, ON – Velati, the Milan-based premium salami, mortadella and pepperoni processing equipment and full line solution provider is now being represented in Canada by Handtmann Canada Limited.

Chris D'Aoust, Managing Director of Handtmann Canada, said "Our partnership with Velati combines the strengths of two great companies and offers new opportunities for Canadian processors wanting to bring authentic old-world quality to their Italian sausage operations. Additionally, we now have industry leading technology with flakers, dicers, and grinder breakers to complement our traditional full line capabilities."

According to D'Aoust, Handtmann and Velati prioritize customer performance and deliver it with excellent communication, efficient customization and expert application and service teams committed to maximizing the lifetime value of each installation.

Handtmann Maschinenfabrik and Velati authorized the development of local relationships in May. Handtmann Inc. in the US is also partnering with Velati.

### EnWave Sells 10kW Machine to Fungaria Snack Ltd. for Fruit and Vegetable Production in Hungary



VANCOUVER, British Columbia, June 28, 2022 (GLOBE NEWSWIRE) -- **EnWave Corporation (TSX-V: ENW | FSE: E4U) ("EnWave", or the "Company")** announced today that it has received a signed purchase agreement from Fungaria Snack Ltd. ("Fungaria") for a 10kW Radiant Energy Vacuum ("REV™") dehydration machine to be located at their production facility in Budapest, Hungary. The 10kW machine was commissioned in February 2021 as part of a technology evaluation, and will be utilized for the development and commercialization of premium fruit and vegetable snacks for the Hungarian market.

Fungaria is looking to capitalize on the steadily growing snack sector in Hungary by introducing single ingredient, better-for-you, nutritious snack options inclusive of local flavours and ingredients.

### Turatti acquires Tecnoceam

We are pleased to announce that our partner Turatti has acquired Tecnoceam, with this acquisition Abbey Equipment Solutions will be able to provide our customers with machine solutions and complete lines for processing fresh fruit and vegetables.



Turatti allows us to provide innovative machinery for the fresh-cut and prepared ready meal sectors with processing machinery and fully integrated lines for washing, cutting, peeling, drying, blending, cooking/cooling, etc.

Tecnoceam is a leader in the manufacturing of plants for processing and preserving fresh and grilled vegetables, pickles, sauces such as Genovese pesto, jams, and ready meals. The machines are also widely used for the processing of fresh-cut salads and fruit (MIPV).

For more information on the acquisition, click here! <https://turatti.com/en/news-en/turatti-acquires-tecnoceam/>

Check out Turatti – <https://abbeyequipment.com/turatti> and Tecnoceam - <https://www.tecnoceam.com/en/>

### FCC report points to shifting Canadian beverage market



**Regina, Saskatchewan, June 23, 2022** – Canada's beverage sector has shown strength amid a shifting market characterized by increasing costs and changing consumer behaviour, according to a new FCC report.

In 2021, consumers started to return to the service industry for their beverage purchases after favouring retail in the previous year due to the pandemic.

"Consumer behaviour is playing an important role in how beverage manufacturers adapt to a new economic environment," said J.P. Gervais, FCC's chief economist. "Where Canadians buy their beverages and what they are looking to purchase matter a great deal. On top of that, rising interest rates, raw material inflation and increasing labour costs that all need to be accounted for, making this a key period for the beverage industry."

While total beverage manufacturing sales increased by 11.3 per cent in 2021 compared to 2020, a one per cent decline is anticipated in 2022 as consumers are expected to buy more at restaurants and bars where they tend to drink fewer alcoholic beverages than at home.

"While we anticipate declining sales for larger alcoholic businesses that focus on retail, the opposite is true for smaller operations that will benefit from selling direct to their customers and the reopening of the food and beverage service providers," Gervais said. "Diversified beverage businesses will see an opportunity to serve a variety of customers, whether they enjoy beer, seltzer or non-alcoholic beverages."

Beer sales remain strong in Canada with an estimated 36 per cent alcoholic sales market share, a decline of two per cent from the previous year. Canadian breweries have taken market share from internationally produced beer, while sales of distilled beverages are up due to growing demand for hard seltzers, which many breweries are now making to offset declines in the beer market. Distilled beverage market share grew by 2.7 per cent to 30.2 per cent. Wine saw a slight 0.6 per cent decline to 33.8 per cent market share.

"Low retail inflation relative to rising input costs is a trend to monitor," Gervais said. Strong competition in the alcoholic beverage sector have made it difficult to pass on higher costs compared to the ability of non-alcoholic beverage manufacturers. Businesses also faced higher costs due to a challenging labour market. In 2021, despite growing topline sales, gross margin rates struggled to regain 2019 levels, however they are expected to improve in the coming year. Gervais added, "While the beverage market is very competitive, there are growth opportunities. Businesses should look for data-driven ways to boost margins, and manage inventory, product mix and pricing strategies."

By sharing economic knowledge and forecasts, FCC provides solid insights and expertise to help those in the business of agriculture and food achieve their goals. For more economic insights and analysis on the top trends to watch for in Canada's agriculture and food industry in 2022, visit FCC Economics at [fcc.ca/Economics](http://fcc.ca/Economics).

FCC is Canada's leading agriculture and food lender, with a healthy loan portfolio of more than \$44 billion. Our employees are dedicated to the future of Canadian agriculture and food. We provide flexible, competitively priced financing, AgExpert management software, information and knowledge specifically designed for the

## End-of Line Packaging Leader MG TECH launches North American office



**MG TECH, a key player in end-of-line packaging equipment, is launching their North American offices in Montreal this June. With an extensive range of packaging equipment for both solid and corrugated board, MG has already established a strong client base in North America and is well-prepared to take on additional clients via this new site**



Montréal, June 24<sup>th</sup>, 2022 - As a creator, designer, and manufacturer of end-of-line packaging machines, **MG Tech** currently equips major industrial groups in the food production and pharmaceutical industries. Founded in 2004, MG Tech has quickly grown to become a leader in these sectors, with over 4 800 machines sold worldwide, and an annual revenue of 32 million euros (3.3 million USD) in 2021. Encouraged by the increased needs of their established clientele both in Europe and internationally, MG Tech is opening their North American offices in Montréal this June to better respond to this client base and further affirm their role as a key player in the packaging industry.



With products ranging from cartoning and packaging machines to pallet-loaders and conveyors, MG Tech manufactures both stand-alone machines and full-service automated packaging lines, all equipped with the latest technologies. Their machines are connected to an online platform that collects real-time data on machine performance, allowing companies to avoid technical issues by scheduling preventative maintenance or organizing an internal training session. Their high-quality machines coupled with the extensive experience of their technicians led MG Tech to incorporate complementary technologies, such as Yaskawa, Scheider Electrics, and Rockwell Automation, with whom they work closely:

*"We have been working with MG Tech for several years in France," explains Gerald Auverdin, OEM Sales Manager at Rockwell Automation, "Over that time, MG has demonstrated solid technical skills with our Rockwell Automation products, including our magnetic conveying solution. They are renowned for their innovative approach and are always at the forefront of industry technology. We are happy to continue our partnership with them via their new Canadian office and wish them success in this new endeavor."*

### A KEY PLAYER WITH A WELL-ESTABLISHED LOCAL NETWORK

MG Tech is known for being at the forefront of industry technology and has mastered a wide range of complex automations systems to better respond to their clients' needs.

*"We understood early on in our development that a fluid and connected end-of-production line was essential for our client base, and we have continued to work toward maintaining and improving this approach"* says Xavier Lucas, COO of MG Tech

This strategy has already appealed to local clients, as MG Tech has helped several North American companies find the best fit for their packaging needs: they currently work with the North American branch of one the top dairy groups worldwide as well as small-to-medium size groups. In total, the company equips a dozen clients in North America including Savencia, Namera Group and Lanthier Bakery (la Fournée Dorée), with whom they work closely in Quebec:

*"We have been working with MG Tech for over 10 years to automate our end-of line packaging equipment. Their products are durable and inspire confidence, and their excellent customer service makes them an ideal partner, which is why we are pleased to see them open a North American office and continue to work with our local teams."* says Industrial Director of Lanthier Bakery.

### CONTACTING AND MEETING WITH MG TECH

With their new office officially opening in Montreal this month, **MG Tech** is ready to take on new ventures throughout North America. Their local team will also be at Pack Expo in Chicago October 24th-26th (Hall North Building N 4975) to present their new cobot palletizer. This latest innovation is equipped with a Yaskawa Robot and Rockwell Motologics technology, allowing it to be programmed and controlled with a machine remote.

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**Food Processor**

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