

## Ocrim supplying JSC Makfa mill

CHELJABINSK, RUSSIA — In late 2010, Ocrim signed a contract in Cheljabinsk, Russia with JSC Makfa, which specializes in the production of pasta, flours, oil and baby foods, to supply a new 400-tonne-per-24-hour soft wheat milling plant.

The plant will be installed in an existing building located in Kurgan, Russia, which is one of the more ancient Siberian cities as well as important point of the Tran Siberian railway. Ocrim said the development of the Russian economy, together with the increased importance of the rural-alimentary sector in the international scenario, has permitted the concretization of strategic cooperations for the development of the market and population.

Considering the above, the mill has been designed to use 20 stainless steel roller mills (two of which are superimposed), three square plansifters type SFX 830, and four stainless steel purifiers. The cleaning section will include color sorting technology.

The project is expected to be completed by the end of 2011, with the objective of having a fully operating mill by February 2012.

The plant will be equipped with highly sophisticated control systems and automation, designed by Ocrim, to facilitate the management, operation and maintenance of the mill.

With this operation and its contract with Infolink/Colussi in October 2010, Ocrim said it has achieved a unique result in Russia in 2010. Ocrim noted it has developed strong relationships with two of the most important food companies in Russia.

Ocrim said it is continuing its partnership with JSC Makfa in sup-

plying the company a second milling plant.

Ocrim first built a 330-tonne-per-24-hour mill in Cheljabinsk, Russia in 2005.



Ocrim installed these plansifters type BQG 830 in Cheljabinsk, Russian in 2005. Photo courtesy of Ocrim.

## Mathews Company makes personnel additions

CRYSTAL LAKE, ILLINOIS, U.S. — Mathews Company (M-C) recently announced that Trygve Behny has joined the company as general sales manager and Geof Griffin has joined as regional sales manager for Indiana, Michigan, Ohio, Tennessee and Kentucky.

Behny will be responsible for increasing sales through territory development and new market expansion. Behny's expertise lies directly in sales and marketing with more than 14 years of commercial/industrial experience. Most recently, Behny was the vice-president of sales for a global custom temperature sensor manufacturer. Additionally, he developed and managed sales teams and excelled at consistently exceeding revenue goals.

"This expertise will be invaluable as we pursue our business goals," said Larry Antos, M-C president.

In addition to working directly out in the territories with the regional sales managers and dealers to increase sales, Behny will work to implement dealer sales programs, strengthen dealer relationships and seek new market opportunities. According to Antos, "This leadership position will serve to increase communication between the territory managers, dealers and the plant, so that M-C

can better respond in meeting the needs of current and prospective M-C customers."

Griffin has more than 26 years experience in grain dryer sales. He has a history of working closely with grain cooperatives, dealers and customers in addition to communicating their needs to the manufacturer. M-C noted that most recently Griffin worked as sales manager for an M-C dealer and has solid product knowledge of M-C dryers. Additionally, Griffin said he understands competitive dryer lines and looks forward to sharing the many new technological advances M-C is bringing customers that will allow for the highest quality product line and service in the industry.

According to Behny, Griffin will work to build upon current dealer relationships, assist dealers in making sales and seek new market opportunities throughout his territory.

"Geof's experience and long-standing relationships in the industry are vital as we look toward increasing sales through building dealer relationships and dealer expansion in that region," said Behny.

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