



Sweet adds new international sales engineer

SPRINGFIELD, OHIO, U.S. — Sweet Manufacturing Company on Oct. 3 announced the addition of Marycruz Guillen as its new international sales engineer. Her responsibilities will include providing customers worldwide with technical assistance for project layout, design and equipment specifications. Sweet said Guillen will also be an important part of its sales team’s commitment to extraordinary customer service.

Guillen is an established mechanical engineer with multiple years of experience in the industrial, automotive and petrochemical mar-

kets, most recently as manufacturing buyer engineer for a prominent worldwide auto manufacturer. She is bilingual in Spanish and English and has extensive work experience in Latin America. Guillen has a Bachelor of Science Degree in Mechanical Engineering from Los Andes University in Venezuela. Additionally, she has specialized training in AutoCAD, Six Sigma and Global Product Development.



Guillen

Korea purchases 60 FOSS instruments

HILLEROD, DENMARK — The Korean National Agricultural Products Quality Management Service (NAQS) has purchased 60 units of the FOSS Infratec 1241 grain analyzer in preparation for new rice labeling regulations due to take effect in January 2012, FOSS announced on Sept. 20.



The instruments will be used to check

that the protein content of rice complies with the figures stated on labels and were selected for the task through public tender.

Morten Logager, FOSS business manager for Asia, said, “We are delighted to support initiatives to improve labeling and are sure the proven stability of the Infratec is right for the job. This means that all units will measure with the same high accuracy across all locations. It is also quick and easy to use, and the instruments can be networked for efficient calibration management and updates.”

Ag Growth acquires Airlanco

WINNIPEG, MANITOBA, CANADA — Ag Growth International Inc. announced on Oct. 4 the acquisition of substantially all of the operating assets of Airlanco, a manufacturer of aeration products and filtration systems that are sold primarily into the commercial grain handling and processing sectors. Ag Growth noted that the purchase price of \$11 million plus closing costs and a working capital adjustment will be financed from Ag Growth’s acquisition line of credit and represents a valuation of approximately five times Airlanco’s normalized fiscal 2010 EBITDA.

Airlanco, located in Falls City, Nebraska, U.S., has traditionally served customers headquartered or located in North America. Airlanco had sales of approximately \$11 million in 2010, operating out

of an 80,000-square-foot facility with 65 employees.

“We are very excited to add a respected company like Airlanco to our family,” said Gary Anderson, Ag Growth chief executive officer. “Airlanco is a key player in the aeration fan market in the United States and is recognized as a reputable solution provider for the high capacity fan market. In addition, Airlanco provides dust collection and filtration systems across a broad range of customers, with a strong focus in commercial grain handling and several processing sectors. The Airlanco brand is known for its premium quality and commitment to customer satisfaction. Airlanco will add key product categories to the AGI catalog, “strengthening our one-stop shop concept and in turn allowing us to better serve new and existing customers in the global marketplace.”

Ocrim hosts event at its headquarters

CREMONA, ITALY — Ocrim S.p.A. recently hosted its “Wheat, flour and bread” event at its headquarters in Cremona, Italy.

On the morning of the event, a guided tour of the company’s headquarters was organized for the local authorities and Ocrim customers. After the tour, Ocrim’s managing director spoke to the crowd in the recently renovated Conference Room of the Ocrim Milling Technology School.

Also during the meeting, Ocrim discussed its main marketing concepts.

The morning ended with a buffet of local foods and bakery products. The baked goods were prepared on site by a Cremona baker.

In the afternoon, Ocrim opened its doors to all employees and their families. Hundreds of people participated, including new employees and those who have been with the company for decades.



The conference room in the Ocrim Milling Technology School was recently updated. Photo courtesy of Ocrim.