

# CFE Group



Business thrives in an environment of trust, good communication and ethical responsibility



Con Lynch, CEO

CFE Group was founded in 1996. Its principal activity is to supply animal feed compounders and biomass pellet producers throughout the UK and Ireland with pelleting equipment, engineering maintenance and refurbishing services. The company's administrative function is based in County Kerry, Ireland, and its production facilities are based in Haydock, St. Helens. CFE Group is owned by Con Lynch, CEO, and Pat Dennehy, operations director, and employs a loyal workforce of 23 people, many of whom live local to their sites and have worked with the company for over ten years.

We are market leaders in the supply of pelleting consumables, and the UK and Irish agent for California Pellet Mill Company (CPM), who are global leaders in the manufacture of pelleting process equipment. They supply equipment that conditions, pasteurises and densifies raw material in pellet form at rates of up to 30 tonnes per hour.

## Expertise and quality

Our engineering plant at Haydock is regarded as the foremost facility in Europe for refurbishing pelleting consumables. As we are determined to deliver the highest standards and greatest value to our customers, we have invested £1.25 million in sustainable patented technology over the past number of years.

We have worked closely with Danish company O&J Hojtryk to develop a unique water-pressurised cleaning, washing, grinding and countersinking system. This

## FACTS ABOUT CFE GROUP

- » CEO: Con Lynch
- » Established in 1996
- » Production plant and UK offices in St. Helens, Haydock. Irish offices based in Castleisland, County Kerry
- » Services: Supply of pelleting equipment, engineering maintenance and refurbishing services to animal feed compounders and biomass pellet producers throughout the UK and Ireland
- » 23 employees
- » Invested £1.25 million in sustainable patented technology over the past few years
- » [www.cfegroup.com](http://www.cfegroup.com)

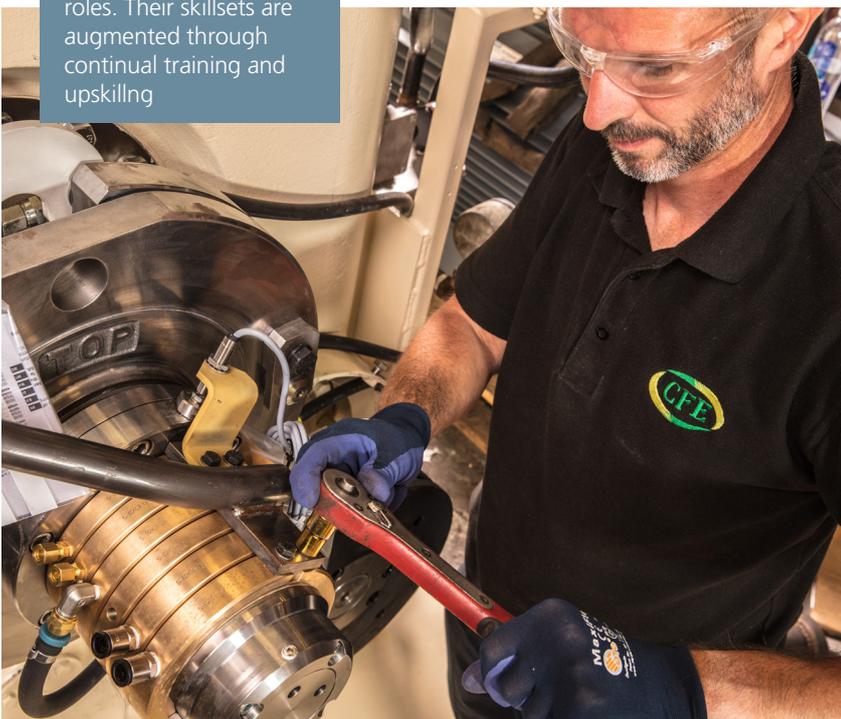
“We bring experience, expertise, reliability, quality and product excellence to the table, and secure certainty for feed producers”

adds greater accuracy, efficiency and sustainability across the whole die and roll refurbishing process, without the requirement for heated water or chemical additives. Our wealth of expertise, coupled with the quality and reliability of our state-of-the-art equipment, guarantees the very best product and value on cost of ownership to our customers.

Our core equipment sales business is focused on two areas of pellet production: hygienised feed and ruminant feed. We have a clear, successful business model which covers these areas. As agents for CPM, we not only sell well-designed and well-engineered machinery, we also identify the line requirements and provide process solutions for production challenges at the pellet station.

We are also a valued local presence for equipment providers and our customers. We constantly drive ourselves to deliver a solution for customers that will maximise machine up-time and increase throughput per hour on both feed types while also providing the best possible kilowatt performance per tonne.

Our engineers bring extensive and valued experience to their roles. Their skillsets are augmented through continual training and upskilling



## Partnering with clients

Based on the principle that our customers are our partners in industry, and ever-mindful that we must devise products that will grow our business, we developed our Cost Per Tonne (CPT) product. This is a solution designed to deliver a complete support package for mills including: planned and emergency maintenance across all machine types and brands at the pelleting station, the provision of OEM consumables, OEM wearing and moving spare parts, a full refurbishing service, mentoring and training for mill staff, emergency support service and stock control and reporting using a portal.

Predictability on cost is a key risk management requirement, and our CPT product is an insurance policy. It affords customers a means of fixing costs against production to achieve increased throughput per hour, reduction in downtime and efficiency in both operations and budget control. CPT operates as a fixed-term contract with the agreed price expressed in terms of the number of tonnes produced annually. It's built on a partnership where we work with our customers. We bring experience, expertise, reliability, quality and product excellence to the table, and secure certainty for feed producers, which is essential for the success of their business.

## Celebrating growth

We see the drivers for growth coming from hygienic food production and from the growing demand for increased throughput in ruminant food production. The upscaling of the dairy herds in Ireland and the UK means that they are near capacity during peak months. We see reduction of kilowatt per tonne as the other key driver across the UK and Ireland for efficiency, and we believe that the best



Cost Per Tonne is a vehicle that connects mill costs with output while providing intelligent data

way to achieve an across the board reduction is to increase throughput of lines and maximise machine uptime.

CPM's research and development into pelleting technologies for hygienic food production and optimisation of the feed conversion ratio has seen the introduction of revolutionary equipment in the poultry market such as the Hygieniser and Hot Start Conditioner. We have installed this equipment in mills throughout the UK and Ireland including ABN, Moy Park and Corby Rock Mills. We have recently completed a project involving a new production line at Duffield Group in Norfolk, which now yields an average of 12 tonnes of hygienic feed per hour.

### The terrain ahead

We are presently mindful of two things. The world's population is growing, and its demand for protein is growing with it. This will have a major knock-on effect on the poultry and dairy industries. Businesses need certainty to thrive, and Brexit will most certainly present challenges for the British and Irish markets. We believe that the border issue will be a major challenge.

Environmental issues such as pollution and animal welfare will continue to prevail, and we question how farmers,

as stewards of the countryside, will incorporate the responsibilities that entail into their commercial role.

We are committed to increasing CPM's footprint with installations of hygienic poultry and pig conditioning equipment, all the while directly celebrating and driving the qualities of the high-output ruminant pellet mill across the market.

### A future of excellence

One of our long-standing desires has always been to be the mentor that customers want to do business with. We have developed, won and expanded business by forging trusting relationships and providing tailor-made valued and sustainable solutions to customers. We firmly believe in honesty in performance and view ourselves as partners with our stakeholders, including our employees, customers, suppliers, institutional providers and neighbours.

The food industry is currently experiencing a monumental and undeniable international boom. We are in the food chain, at the back, but there nonetheless, and can thus only conclude that the future, for us, is bright.

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