

Zepf Technologies Inc.

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Marketing Profile

Zepf Technologies Inc. was incorporated in 1972 in Waterloo, Ontario. The company designs and manufactures container handling control equipment and components. Specialties include feedscrews for precise container control, changeover parts, combiners, orienters, and other transfer systems.

Zepf has been exporting for over ten years, with exports accounting for nearly 70 per cent of annual sales. The company has grown by serving customers in the home care, oil products, and food, beverage and spirit industries, as well as original equipment manufacturers. Customers include such prominent companies as Proctor & Gamble USA, Lever USA, United Distillers, Bacardi, Heublein, and Kraft. The firm has been noted for its innovativeness in problem solving, its ability to respond quickly to custom requirements, and the servicing of its products. Zepf has totally integrated CAD/CAM into its design and manufacturing. The development of the firm's own CNC equipment for use in its production has given Zepf the ability to manufacture to exact dimensions and to achieve the fast turnovers that customers require today.

Besides the direct sales staff located in Waterloo, the company has agents in the U.K., Mexico and a European office. The firm has staff fluent in French and German. Zepf believes in growing by partnering with others and has proved its value by winning one of the Canadian Government's 1989 Canada Awards of Business Excellence.

The company sees a major market for its products in the EEC (this was verified in a world tradeshow in Germany). Zepf could do a Technology Transfer into this market and do well. The company has been successful in supporting European O.E.M.'s in North America by manufacturing their after-market parts here in Canada, therefore giving the customer faster delivery and service. Joint ventures and partnering are possibilities with foreign firms.

Products/Services Available for Export:

Container Transfer Systems/Feedscrews/Change Parts
Inspection Machinery, All Types
Conveyor, Converging/Diverging
Conveyor, Unit/Package/Container/Bottle, Belt/Roller/Plate/Apron

Planing, Milling or Moulding
(By Cutting Machines)
Line Integration & Installation

*Department of Foreign Affairs and International Trade
Directory of Canadian Exporters of Packaging and Labelling Machinery*