

## BLAKE MOFFITT &amp; TOWNE (Continued)

readily salable equipment. The company distributes Canadian Infra Pak stretch wrapper ( their most popular machine is an Infra Pak machine which sells for \$10,000 and takes sixty percent of their machinery business). In addition the company distributes Weldotron shrink wrapping machinery, box taping equipment from 3M, and Wellock equipment. The Weldotron is their second most popular machine; it accounts for about thirty percent of their business and sells for around \$6,000.

Blake Moffitt & Towne's main customers are food and drug manufacturers and the agricultural industry. The company has fourteen salesmen who specialize just in machinery. The company is a distributor in the true sense, buys the machines it sells outright, handles customer installation, service and spares. Most machines are road freighted by common carrier (the Infra Pak machines from Dallas, Texas).

Mr Hewitt expressed interest in several Canadian manufacturers and was suprised they are not already represented here. He would like to know more about a number of companies and is interested in the possibility of representing more manufacturers provided the products are compatible with the company's present line.

Canadians should speak to Mr Ron Boreman, Manager of Packaging Systems Division in San Francisco (415-330-1000). We consider this company a good prospect. No turnover figures were offered.

## CAL STATE DISTRIBUTORS INC.

2620 Malt Avenue,  
Los Angeles, CA 90040  
Charles Keith, President.

(213)724-5520

Cal State distribute Loveshaw tape sealing machines, Weber marking equipment, International stapling systems, Avistrap plastic strapping systems. The company turnover is in the vicinity of \$4 million. Cal State employs 14 salesmen. The most popular machines they sell are carton closers and labellers, priced from \$200-\$10,000. The company sells primarily in Southern California. Customer installation and service are handled "in house". Cal State import some machines from Asia; these are purchased FOB foreign port.

Mr Keith is interested in looking at new strapping products. He had heard of Caristrap, but has not so far dealt with Canada. Cal State produces a small catalogue and exhibits at the West-Pack show.

## COM-PACK INTERNATIONAL INC

11615 Cardinal Circuit,  
Garden Grove, CA 92643  
Mr Fielder, President.

(714)537-5772

This company handles both new and used machinery. Current lines they sell are Resina Cappers (\$32,000), Biner Ellison fillers (\$18,000), Kronas labellers (\$2,500). The company concentrates mainly on bottling equipment, selling to pharmaceutical, cosmetics, chemical and some soft drink manufacturers. Com-Pack sells all over the U.S and