

TAVENER & BROWNE(Continued)

are their best selling line. Tavener & Browne's best customers are record manufacturers, toy manufacturers, printers and the food industry. The company sells materials as well as machines; their main materials are Reynolds PVC and Cryovac polyolefin. Tavener & Browne concentrate mainly on Southern California; they employ four salesmen. The company handles customer installation and service as well as holding stocks of some spares. Canadian companies who are interested in Tavener & Browne should contact Bill Tavener, the President.

WESTERN PACKAGING SYSTEMS

13929 East Struikman Road,
Cerritos, CA 90701

(213)404-2688

This company's head office is located in Portland, Oregon. Other branches are maintained in Seattle, Salt Lake City, and Hayward, California. The company is primarily a film distributor handling Reynolds and Du Pont shrink film and Mobil stretch film. The company also sells Lantech and Shanklin wrapping machinery. The selling price averages around \$10,000. Main customer groups are food manufacturers, pharmaceuticals, cosmetics and printers. The company covers the West Coast from it's network of offices. No information was provided on sales volume or the number of salesmen employed. The company installs, services machines and holds stocks of spare parts. Most of the machines they sell are shipped FOB suppliers plant. They do not use freight consolidation. The company represents the Canadian manufacturer Longford, selling a range of high speed feeders.

WEST COAST PLASTICS EQUIPMENT

6122 Washington Blvd.,
Culver City, CA 90745
Charles Zimmerman, President.

(213)830-7480

The company distributes film converting, injection molding, and solid foam cutting machinery for the packaging industry. Mr Zimmerman keeps up with the latest advances in machinery in his field and is in regular contact with European and British manufacturers. West Coast handles the following range of equipment: Audion, Newbury, Micromolder, Rosade/Rocheleau, Bry-Air, Mokon, Schreiber, Marley, Belco, and Vertrod. Most of the names mentioned above are components manufacturers for injection molding. Audion and Vertrod his two main lines of heat sealers are complimentary. Audion (a Dutch company) produces mainly economy model heat sealers whilst Vertrod can produce a twenty nine foot heat sealing bar if required. The company provides representation in seven Western States with a staff of two salesmen and three servicemen and several distributors. West Coast offers their customers a twenty four hour service on parts. The company publishes it's own newsletter regularly.