

VAN CAMP SEA FOOD CO.  
Division of Ralston Purina.

11555 Sorrento Valley Road,  
San Diego, CA 92121. (714)481-4200  
Don Hartman, Ralston Purina head office purchasing (314)982-3818

Van Camp produces canned tuna and canned pet food. The company employs 6000 people. We spoke first with Van Camp in San Diego but were referred to the Ralston Purina head office in St Louis, Missouri, there we spoke with Mr Don Hartman. Van Camp are using standard cans for the bulk of their production but do also use two part (seamless) cans for some sizes in some products. The company has its own can manufacturing division. Van Camp are investigating retortable foil pouches for the future packing of tuna. We suggest any approaches to Van Camp should be made through the Director of Production in San Diego. General attempts to penetrate Ralston Purina should be made through: The Purchasing Director, Ralston Purina, Checkerboard Square, St. Louis, Missouri.

#### LOS ANGELES SMOKING AND CURING COMPANY

778 Kohler Street,  
Los Angeles, CA 90021 (213)622-0724  
Mr Jim Fielding, Plant Manager.

The Los Angeles Smoking and Curing Co. produces smoked, pickled, spiced and salted fish, and caviar. The company employs 165 people. Mr Fielding advised that the company operates three vacuum pouch machines and a Wright filler capper for glass jars. The company has no present plans for expansion. The company both leases and purchases new equipment outright, depending on the initial cost and machine type. Mr Fielding feels that visibly packed vacuum packages are the future trend in the fish industry. Mr Fielding was more interested in Canadian materials than machinery.

#### Non Food Industries--

#### LOS ANGELES TIMES

Times Mirror Square,  
Los Angeles, CA 90053 (213)972-6841  
Mr Jack Murchison.

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