

ALMEDAN (Continued)

Bulk packs will follow the bag-box concept which was originally developed in Australia. A soft plastic container with a spigot and pouring valve are contained in an outer corrugated container. Pack sizes for consumer use are limited to 5½" x 5½" x 9" which is the largest size that a domestic refrigerator can accommodate. Commercial sizes are considerably larger. Almedan currently devotes one of its six packaging lines to bag-box production with most of the input being intended for commercial use. Interested suppliers should contact the Almedan corporate headquarters. Taylor California Cellars, a competitor, are market testing a similar bag-box bulk pack. In Taylor's case an eighteen litre container is being used; the outer container is provided by Owens Illinois, the polyethylene inner bag and valve by Scholle of Illinois.

GALLO E.J.WINERY

P.O.Box 1130,
600 Yosemite Blvd.,
Modesto, CA 95353
Mr Gordon Young.

(209)521-3111

Gallo is the world's leading winemaker. In 1981 the company produced 128.2 million gallons and took a 23.7% share of the total U.S. market. The company operates three plants in California and employs 3000 people. The company is using mainly Krones machines on its filling lines. According to Mr Young the best way to sell machinery to the company is to make an appointment through him to be introduced to the various line engineers. Gallo owns its own glass making subsidiary called Gallo Glass Co, which is a substantial company in its own right. The company does not see the need to convert to plastics.

Fish Products--

RUPERT CERTAFRESH INC.
Division of Rupert Certafresh, Seattle.

13055 East Molette Street,
Santa Fe Springs, CA 90670
Ben Race.

(213)921-8311

This company was highly recommended by one of the larger California grocery chains. The company produces frozen packaged fish for institutional and retail use. Certafresh uses Kliklok cartoning machines to package its prepared fish portions but constantly experiences problems with carton sealing. Mr Race is interested in information on Canadian machines that could help him with his sealing problems.