

Mould-Tek Industries Inc.

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Marketing Profile

Founded 30 years ago to sell imported injection moulding machines in Canada, Mould-Tek Industries Inc. (Mould-Tek) has grown to be the largest distributor of plastics equipment in Canada. About 16 years ago, not being able to find a satisfactory supplier of reliable bulk handling equipment, Mould-Tek decided to manufacture its own. A very formidable design team was set up, resulting in a complete line, from a small hopper loader, to a rugged central system, to a sophisticated programmable weigh-blending arrangement. While standard units are always available, Mould-Tek excels in special or customized systems for very exacting customer requirements.

Advanced CAD systems, and micro processor controls, along with high quality standards, and "total back-up" customer service, has enabled Mould-Tek to not only capture the major part of the Canadian market, but to become a significant player in the U.S.A..

An associate company, Berg Chilling Systems Inc., manufactures and sells chillers/chilling systems for both domestic and foreign markets, and together with them, Mould-Tek has sold and installed many "turnkey" packages of accessory equipment including chillers, loaders, blenders, dryers, and grinders as required by plastics processors, domestically and abroad. Mould-Tek has had a U.S. National Sales Office in the Chicago area for the last 10 years, from where direct employees supervise about a dozen sales agents throughout the United States.

U.S. sales, representing 30% of bulk-handling volume, supplied the incentive to expand into Mexico, where an office was set up in Mexico City about two years ago. Mould-Tek is committed to a growing export market, where it plans to expand its successful policy of offering innovation, high quality, and dedicated customer service to increasingly cost sensitive customers.

Products/Services Available for Export:

Hopper Loaders	Colour and Blending
Loaders, Powder	Scrap Recycling Systems
Mixing and Blending Equipment, Dry and Other	Weigh Blenders
Weigh Equipment	