

## Emplex Systems Inc.

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### Marketing Profile

Founded over 15 years ago, Emplex Systems Inc. is a leading designer and manufacturer of continuous heat sealing systems for customers located throughout the world. The company produces a wide range of automatic sealing machines designed to enable users to improve the productivity and quality of their flexible packaging, and a standard series of very precise weigher-fillers for measuring solid materials. It has established a strong reputation with major multinational companies, particularly those in the food-processing, medical and general industrial packaging fields. The firm offers a wide range of equipment, including options such as conveyors, marking systems and bag trimmers.

Although Emplex Systems has a major share of the Canadian market for heat sealing equipment, most of the company's sales are made in the U.S.A. Emplex exports to the Far East, the United Kingdom, Europe and Latin America. The firm's North and South American and European sales activities are handled by an extensive dealer network. The company also sells direct in Canada and to selected major accounts worldwide.

Emplex Systems' marketing plan is to continue improving penetration of the U.S. market on the American West coast and in the South. In addition, the company is expanding its European, Pacific Rim and Latin American markets. The company is seeking more dealerships and licensing arrangements to achieve these ends.

**Products/Services Available for Export:**  
Blister/Tray Forming/Filling/Sealing Machinery, Heat or Other  
Filling/Stuffing/Closing/Sealing  
Bag/Envelope Labelling/Weight-Price-Labelling/Stamping/Code  
Marking Machinery

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*Department of Foreign Affairs and International Trade  
Directory of Canadian Exporters of Packaging and Labelling Machinery*