

BROWN PACKAGING MACHINERY CO.

12889 North East 15th Street,
Seattle, WA 98125

(206)454-7424

This company distributes three product lines. Their main supplier is L.T.I. (hot glueing system); they sell approximately one hundred installations a year. The supply price is between \$2,500 and \$8,000. The company's main customer groups are the food and beverage manufacturers, and their sales territory is the Northwestern U.S. and Northwestern Canada.

The company knew of Pyramid and Western Packaging; they are interested in finding new suppliers specifically of case sealing equipment. Brown Packaging shows in the Plywood Show and in the Northwestern Canner's Show.