

## H.S. AND ASSOCIATES

11933 Vose Street,  
North Hollywood, CA 91605

(213)764-1543

H.S. and Associates sell equipment for shrink and blister wrapping. Equipment sold: Weldotron and Allied shrink wrapping machines, Multi-Vac and Ampak skin machines. The company sells approximately two Allied shrink wrap machines at an average selling price of \$3,600 each, and one Ampak stretch film machine per month. H.S. employ six salesmen; their sales territory is California. The company handles customer installation and service and stocks of spares. Sales volume is in the vicinity of \$1.3 million. Mr Crasner of H.S. feels that shrink film equipment and materials offers him the best scope for expansion. Use of shrink film is growing faster than blister packaging in California. Generally California is three to six years behind the East Coast in packaging technology; this provides an interesting market because there are many smaller businesses which are eager to catch up. Shrink film is rapidly replacing the poly bag and stretch bundling. Mr Crasner is interested in Canadian equipment for skin, blister and stretch wrapping. He is also interested in locating supply sources for film which can compete with DuPont and Cryovac. He was approached by one Canadian company at the Pack-Expo but there was no follow up. He shows jointly at West-Pack and Pack-Expo with Allied and also sometimes shows at material handling expos. H.S. produces a catalogue.

## KENT H. LANDSBERG

1640 South Greenwood Avenue,  
Montebello, CA 90640  
Bob Walker, Salesman.

(213)726-7776

Kent Landsberg is primarily a materials distributor specializing in paper and flexible film materials. The company also handles some equipment and operates a subsidiary company called Western Flexible Packaging. Landsberg have five salesmen on their machinery side. The company's operations are divided between three branches in California, Los Angeles, San Francisco, and San Diego. Among Landsbergs top customers are Hughes and Mattel. The company could be interested in looking at new equipment for stretch film particularly if it is automated or computerized. Mr Walker knew of the Canadian company Visual Thermoforming. He felt that Canadian companies should contact Landsberg with their products.

## KING SALES AND ENGINEERING CO.

Los Angeles Office,  
815 South Cardiff,  
Anaheim, CA 92806  
Ed Cavanaugh.

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