

HOOD MACHINERY (Continued)

Mr Hood is an ex Sales Manager of Columbia Machinery. His company is a manufacturers representative for about twelve machinery manufacturers including the following companies: Uniwrap (stretch machines), Garvey (conveyors), Columbia (palletizers, bag handling machines, conveyors), Ray Packaging (fillers and piston fillers), American Precision (labellers), Kalish, Langen and Edson, the Canadian companies.

Hood Machinery's most popular selling range is Columbia, the company sells approximately \$1 million of Columbia products per year. The individual most popular machine is the Columbia palletizer which sells from \$75,000 to \$130,000. The company's main customer groups are paper and tissue manufacturers (buying palletizers, conveyors, and shrink case forming machines), food processors, canners, chemical and pharmaceutical manufacturers. The company's sales volume is in the vicinity of \$2 million. Three salesmen are employed, the sales territory is the Northwestern U.S.

Hood Machinery imports Canadian machines direct for their customers. Mr Hood expects his Canadian supplier to handle all export details and documentation for transshipment of machines to his store. He is then able to incorporate his freight costs and supply his customer with a delivered price. He finds this method the most satisfactory means of dealing with imported products.

Mr Hood is interested in finding new Canadian sources having developed a healthy respect for Canadian know-how and business methods. He is primarily interested in generalized packaging machinery and in materials handling equipment.

JAMES LEVITT COMPANY

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The company acts as sales representatives for a number of manufacturers including, Standard Knapp (case sealing and labelling), Anderson Bros (shrink wrap and sleeve wrapping equipment), Doboy (wrapping, bag closing, labelling, coding, conveying), Allworth (heat sealers and labellers), U.S. Bottlers (capping systems), R.E.Jones (cartoning equipment), All-Fill Inc. (filling equipment-auger driven). The company's most popular selling lines are case-packers and sealers. Main customer groups are canneries and the food industry generally, wineries and the chemicals industries. The company's sales territory is Washington, Oregon, Idaho, Montana, British Columbia, Alaska, and Hawaii. Three salespeople are employed. Leavitts do not install, handle spares or carry out repairs. The company does not currently represent any Canadian manufacturers but is always interested in finding new sources.