

- **Chubu Pack**

Packaging and food machinery, packaging materials and related materials.

Frequency/Month: Bi-annually/April (1992)

Location: Nagoya International Exhibition Hall.

Contact: Central Japan Packaging and Food Machinery Builders' Association

2-14-10 Kameshima

Nakamura-ku

Nagoya 453

Tel: 052-452-3162

Fax: 052-452-7752

- **Japan Pack**

Packaging machinery.

Frequency/Month: Bi-annually/October (1991)

Location: Tokyo International Fair Grounds

Contact: Japan Packaging Machinery Manufacturers' Association

No. 2 Nano Building

2-20-1 Nishi-Shimbashi

Tokyo 105

Tel: 03-437-0883

Fax: 03-433-7616

- **Tokyo Pack**

Frequency/Month: Bi-annually/October (1992)

Location: Tokyo International Fair Grounds

Contact: Japan Packaging Institute

Honshu Building

5-12-8 Ginza, Chuo-ku

Tokyo 104

Tel: 03-543-2641

Fax: 03-545-6592

Direct contact. Aside from attending trade shows and exhibitions, another possibility is to approach potential partners directly. These would include machine manufacturers, importers-distributors and *so-ga shosha* already supplying the end user market. Such companies prefer to receive catalogues and machine specifications as reference materials prior to a personal call by a company representative. When taking this approach one must be wary of companies capable of easily adapting technology to their own equipment.

Role of government. In addition to assistance provided by the Canadian Embassy in Tokyo, the Consulate General in Osaka provides a window on the second largest market in Japan. Other reports in this series — those covering the food service, food retailing and food processing equipment industries — might also prove helpful in developing a further understanding of the Japanese marketplace.

7 Companies and Associations

Importer - Distributor

C. Correns and Co., Ltd.

Iino Building

2-1-1 Uchisaiwai-cho

Chiyoda-ku, Tokyo 100

Tel: (03) 501-2361

Fax: (03) 501-5309

Filling and sealing machines for suppositories, paper cone, tube composite, container, cup and bottle capsule making machines, stem sealing machines, packaging machines for yeast, pneumatic transport equipment, paper cup and container making machines, etc.

Communication Science Corp.

5-8 2-Chome

Kita-aoyama

Minato-ku, Tokyo 107

Tel: (03) 405-1511

Fax: (03) 401-1608

Packaging machines

Daiichi Jitsugyo Co., Ltd.

20 Kanda Nishiki-cho 3-Chome

Chiyoda-ku, Tokyo 103

Tel: (03) 269-6291

Fax: (03) 269-6312

Can seamers, filling machines, labelling machines, powder filling machines

Dodwell Pitney Bowes Ltd.

Kowa No. 1 Building

11-41 Akasaka 1-Chome

Minato-ku, Tokyo 107

Tel: (03) 586-4111

Fax: (03) 589-3187

Counting machines, labelling machines

Ewig Corporation

4-4-5 Aobadai, Meguro-ku

Tokyo 153

Tel: (03) 467-9511

Fax: (03) 467-9527

Liquid dispensers, displacement measuring equipment

Gadelius K.K.

5-2-39 Akasaka, Minato-ku

Tokyo 107

Tel: (03) 584-1411

Fax: (03) 584-1461

Tube filling and cartoning machines, powder filling machines, aerosol filling machines, packaging systems