

## ENGINEERED PACKAGING SYSTEMS (Continued)

Canadians. He would be interested in learning more about Canadian machines. He believes that Canadians should allow fifteen to twenty percent margins for distributors. Engineered Packaging Systems belong to the Western Packaging Association; Mr Ho is an association officer. The company exhibits at West-Pack, Pack-Expo, and visits Inter-Pack. Mr Ho feels future trends will include soft plastic bottles, aseptic packaging and lazer technology.

## DALE FUKAMAKI &amp; ASSOCIATES

3860 Crenshaw Blvd.,  
Los Angeles, CA 90008  
Dale Fukamaki, President.

(213)299-5006

Fukamaki & Associates sell a wide range of machinery including: Elliott case sealers, Bivans cartoners, Hytrol conveyors, Liquipak fillers, Kussel can stackers, Hannan skin packaging and forming equipment, Mase plastic and metal tube fillers. The company sales volume is \$2 million and seven salesmen are employed. Fukamaki covers Southern California and Arizona. The company handles installation in those instances when it is not arranged by the supplying factory. The company does not carry stocks of spares or perform regular service. Mr Fukamaki considers that the food industry in California offers the best growth potential for his company over the next decade. The company has not dealt with any Canadian manufacturers yet but has been talking to Bonar. Mr Fukamaki is interested in reviewing the products in this study. The company does not advertise but does produce a catalogue.

## GOLBIN EQUIPMENT CO

3321 Ocean Park Blvd.,  
Santa Monica, CA 90405  
Norman Golbin, President.

(213)450-4777

Golbin Equipment handles a wide range of machinery including: Labelette labellers (they are the largest regional distributors), Filamatic fillers, Prosser-East cleaners, Brogli & Co heat exchangers and homogenizers, Caramatic closing machines, Wrap-ade packaging machines, and Kiwi coders. In addition the company handles equipment for shrink film, blister packing, pallet wrapping. Golbin handles some materials, generally for the machines the company sells. The company's sales territory is Southern California; there are four salesmen. Golbin Equipment has been a representative for Langen and knows the Kalish Company. Mr Golbin is extremely interested in the possibility of working with other Canadian companies. He is a past president of the Western Packaging Association. The company's turnover is in excess of \$1 million.