

LOCKWOOD SALES CORPORATION (Continued)

(the Canadian company- cartoners, carton closing), New Jersey Machines (NJM- labelling, filling, capping, and imprinting equipment), Acme (carton staplers and stitching machines). The company's main customer groups are manufacturers of all kinds, office supply houses and stationery stores. The company does not employ any salesmen and operates out of an office covering California and much of the U.S. No details of sales volume were available , the company generally invoices deliveries to it's customers FOB it's own store. Mr Gunkell is interested in finding new sources, specifically portable strapping and carton closing equipment.

AUTOMATION SALES COMPANY

3425 Golden State Blvd.,
P.O.Box 1682,
Fresno, CA 93725
Mr Marvin Riding, Owner.

(209)268-8397

Mr Riding was highly recommended as a potential distributor by various industry sources. We did not interview him but understand that he is West Coast distributor for Standard packaging machinery and also for the Canadian company Langen. He may also represent other companies. We did speak briefly with Mr Riding who is very interested in reviewing the products in this study and might be interested in taking on new lines.

Distributors-Pacific Northwest

We interviewed a sampling of twelve distributors in the Pacific Northwest region and found them all interesting prospects for Canadian manufacturers. In the interests of brevity we restricted the number of interviews presented here to three. The addresses of the remaining distributors are given in the Appendix.

HOOD MACHINERY INC.

515 East 39th Street,
Vancouver, Washington 98663

(206)699-4505