

## DAVID EVANS &amp; ASSOCIATES(Continued)

Evans and Associates represent the following machinery manufacturers: Stackpole Phin (Canadian manufacturer-labelling equipment), Delkor Industries ( carton closing, tray and case forming and feeding), Climax Products (case loaders and unloaders and conveyors), Able ( conveyor systems), Aktron ( materials handling and palletizing equipment), the Miridian Corporation, and Packaging Systems Corporation.

Evans & Associates sell primarily to the food and dairy industries.

Mr Evans was sales director for the Avery Corporation's machinery division before starting his own company. Evans and Associates primary marketing territory is California but the company has sold equipment throughout the Western U.S. and in the Pacific Basin. Evans & Associates recently sold and installed a line to the Suntory company in Japan.

Mr Evans has been impressed by the quality of Canadian machinery, he counts Stackpole among his best prospects for new business; he is extremely interested in the possibility of putting a complete line of Canadian machinery together. He feels that Canadian manufacturers would benefit from the concentrated sales exposure that this type of marketing solution offers. He is prepared to expand his business to establish extensive representation and would be prepared to discuss his concept with manufacturers in Canada at any time.

Mr Evans currently operates three salesmen and is affiliated with a packaging materials distribution company. He advised that manufacturers wishing to verify his credentials should contact Stackpole.

We were very impressed by Evans & Associates and consider that the company could do an excellent marketing job on other Canadian machinery.

Distributors- San Francisco Marketing Area:

## J.T.HASKELL AND SONS

Box 4206,  
San Rafael, CA 94903  
Mr Haskell, President.

(415)479-5533

J.T.Haskell acts as representative for Horix and Columbia. The company's most popular Horix machine is a liquid filler for the wine and liquor industries. The Horix machine comes in four sizes, starting price is \$40,000, Haskells sell two to three of these machines a year. The company mainly sells palletizers from Columbia.

Haskells do not carry spares or perform repairs; customers buy their machines FOB point of origin and the machines are trucked here. Mr Haskell's sales territory is Northern California, he works with two salesmen. Mr Haskell sees his most serious competition in German and Italian high speed machines. Most of the major wine producers are already involved in high speed machinery; Mr Haskell is interested in finding