

C.P.S.PLASTICS & PACKAGING INC.

13811 Bentley Place,
Cerritos, CA 90701

(213)404-3511

This company is primarily a distributor for shrink equipment. They sell Weldotron machines. Their most popular selling machine is a standard "L" sealer which sells for around \$8,000. C.P.S. sells to pharmaceutical, cosmetics, toy manufacturers, and also printers. The company's key accounts are Mattel and Whammo, both toy manufacturers and Max Factor. They operate primarily in Southern California. They handle customer installation and service but not spares.

DELMAR PACKAGING SALES INC.

P.O.Box 791,
Del Mar, CA 92014
John Pfleiger, Packaging Consultant.

(714)755-5200

This company is involved in both materials and machinery. The two sides of their business support each other. The company represents Gilbraithe International (printing machinery for film- seven colour), and Lomar Packaging (synthetic cork for bottlers). The main area of application for the company's materials and machines is the wine, pharmaceuticals, and cosmetics industry. No sales volume was available but Mr Pfleiger estimates his company handles eight percent of available business throughout the Western States. The company employs two salesmen. Mr Pfleiger has not been greatly affected by the current recession; his customers have responded strongly to equipment that offers economy. Has not so far dealt with any Canadian companies but has supplied machines to Canada. Interested in learning more about Canadian shrink enclosures and extruded flexible materials. Would like to review the companies participating in the study. Del Mar is associated with King Packaging.

ENGINEERED PACKAGING SYSTEMS

815 South Central Avenue,
Glendale, CA 91204
Oliver Ho, President.

(213)245-1201

Engineered Packaging Systems are California representatives for Cozolli, Miller Hydro, and Parsons. The company handles a wide range of machinery primarily aimed at the food, cosmetics and pharmaceutical industries. Mr Ho did not quote a "best selling" machine. Sales range from \$1,000 to \$250,000. The company's annual sales are in the vicinity of \$1.5 million. Mr Ho feels that the market for disposable medical devices offers his best prospects for future growth. Mr Ho knew of the Canadian Stackpole company but he has not so far dealt with