

VEE JAY EQUIPMENT COMPANY INC. (Continued)

Mr Fisher has not yet dealt with any Canadian companies but he is interested in finding new supplier sources. His main interest is in meat related packaging machines. He is also interested in anything that may be related to food packaging at the wholesale or retail level. Mr Fisher attends the PMMI show in Chicago, the West-Pack show and California Grocers and Meat Packaging Shows.

TIMPAC INC.

273 East Harris Avenue,
South San Francisco, CA 94105
Mr Chekhov.

(415)871-5890

This company represents four product lines centered around the Bunn package tying system and including Kirk-Rudi (computer labelling), Stromberg (time clocks), and Kronus (computer systems). The company covers the North Western States plus Alaska and Hawaii, with four salesmen and a turnover of around \$2½ million.

Mr Chekhov finds current market conditions are excellent. Almost every type of business in his area is a target for one of his machines. He supplies all machines FOB the customer's plant, handles installation, repairs and stocks spares. Mr Chekhov is looking for moderately priced innovative machinery, specifically strapping and labelling machinery. He is currently buying a strapping company; he would be very interested in meeting Canadian companies with new products.

TEKPAC CORPORATION (Continued from Los Angeles section)

We later spoke to Mr Masser in the company's main office at LaFayette, California; tel (415)283-8700. Mr Masser mentioned that he represented two Canadian companies Ideal and Western Packaging Systems. Mr Masser advised that he imports the machines he sells directly himself and is then able to supply them to his customers FOB his store. He mentioned that he has experienced problems with paperwork sent by post from Canada. He also said that more Canadian companies should visit the Chicago and West Coast packaging shows. Mr Masser is interested in meeting other Canadian suppliers.

LOCKWOOD SALES CORPORATION

1485 Bayshore Blvd.,
San Francisco, CA 94124
Mr Gunkell.

(415)468-0838

This company also has a branch in Los Angeles. The company represents six major packaging machinery manufacturers including Interlake, Ideal