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Directory of Canadian Exporters of Plastics Processing Equipment

December 1993

Sectoral Liaison Secretariat

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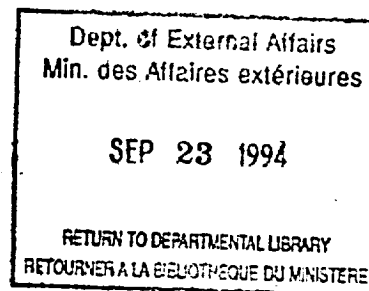
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INTERNATIONAL BUSINESS DEVELOPMENT BRANCH

MISSION STATEMENT

**WE BUILD PARTNERSHIPS TO BRING INTERNATIONAL
BUSINESS OPPORTUNITIES TO CANADA AND HELP
CANADIANS COMPETE IN WORLD MARKETS**

4B-266-4976



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Canadian Plastics Processing Machinery and Equipment for World Markets: An Overview

Canada's plastics processing equipment manufacturers have helped "shape" the world plastics industry for more than 50 years. In 1931, the first injection-moulding machine in North America was installed in Toronto and the first product made was a cap for toothpaste tube. Today, Canadian plastics processing equipment is used to produce every type of plastic product imaginable, from sophisticated telecommunications parts to large corrugated pipes. Canada annually exports more than \$300 million worth of machines and moulds, and Canada's innovative manufacturers are recognized throughout the world for their ability to provide the most advanced lines of processing equipment available.

The Canadian plastics industry is Canada's third largest industry. Total annual shipments exceed \$5 billion, with the plastics industry growing at a faster rate than the rest of the Canadian economy.

Within this large and varied industry, Canadian equipment manufacturers play a vital role by supplying machinery and materials for virtually all plastics processing stages. This diversity is demonstrated by the fact that no single machine or type of mould distinguishes Canada's line of equipment, which includes ingredient weighing and blending machines, extruders and co-extruders, injection-and blow-moulding machines, material feed screw, etc.. In addition to supplying a standard line of equipment, Canadian plastics processing equipment manufacturers are able to customize all machines and moulds to meet a wide range of specialized processing requirements.

Canadian manufacturers have traditionally kept a step ahead of their international competition by being heavily involved in research and development. This has led to several innovative types of processing equipment and to improvements on existing equipment, and also has helped solve many of the problems associated with manufacturing plastic products.

In recent years, export sales of Canadian plastics processing equipment have grown at an astounding rate. In fact, in the past five years alone, annual export sales of Canadian processing equipment have tripled, and Canadian equipment and moulds are now commonly used to create a wide range of plastic products throughout Europe, the United States, South America, Japan and China.

The popularity of Canadian equipment is easy to understand. Today, as they have throughout their history Canadian manufacturers are constantly developing and introducing newer, more efficient ways of producing plastic products. By doing so, Canadian manufacturers are sure to improve on their success and continue shaping the way plastic products are made throughout the world.

A.R. Engineering Machine & Tools Inc.

Address: 1675 Sismet Road #8
Mississauga, ON, L4W-4K8

Phone: 905-602-5828
Fax: 605-602-5829

Export Contact: Mr. Alberto Ruetalo, President

Marketing Profile

A.R. Engineering has been in business for 6 years and is backed by 20 years of experience in the plastics industry. Its blown film systems and blowmoulding heads have been sold in Canada, the U.S., Mexico and in South America.

The company's equipment is custom made according to each customer's specifications and resin requirements. Its low centreline extruders are available in 1 1/2, 2, 2 1/2, 3 1/2 and 4 inch sizes. Monolayer and coextrusion dies are available in all sizes and can be designed for either stationary or rotating systems. Its dual lip air rings offer superior cooling properties and can generate extremely high outputs with the use of IBC cooling systems. The company's custom built winders are available up to 120 inches layflat and can be used for tubular or sheeting films.

A.R. Engineering's blowmoulding heads have technically superior processing capabilities for all grades of blowmoulding resins because of their advanced torpedo-type design for monolayer and spiral mandrel design for coextrusion applications.

The company has representatives in the U.S. and is seeking to establish representation in the other countries it exports to. The U.S. is A.R. Engineering's main export market but other countries are also showing signs of growth. The company is currently examining export opportunities in China.

A.R. Machine & Tools Inc. has English, Spanish, and Chinese staff who are able to effectively handle any customer problems or enquiries.

Products/Services Available for Export:

Blown Film Systems
Extruders
Monolayer and Coextrusion Dies
Air Rings
Internal Bubble Cooling Systems
Collapsing Frame and Top Nip Assemblies

Surface Winders
Continuous Extrusion Blowmoulding Heads
Monolayer for PE, PVC, PET
Coextrusion Heads up to Seven Layers

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Alpha Marathon Manufacturing Inc.

Address: 3345 Laird Road, #3
Mississauga, ON, L5L-5R6

Phone: 905-569-7500
Fax: 905-569-7501

Export Contact: Mr. Alex Jakimtschuk, Export Manager

Marketing Profile

Alpha Marathon Manufacturing Inc. (Alpha) was founded in 1989 as a manufacturer of blown film extrusion machinery. Alpha has over 86 years of experience derived from previous employment and ownership in local companies specializing in the same products. Alpha's product line includes blown film dies, air rings, extruders, nip roll assemblies and winders. In addition, complete blown film systems are manufactured including all of the components from extruder to winder. Film scrap reclaim systems are manufactured for in-house reclaiming or for recycling processors. Alpha also supplies parts and service for polysystem equipment. Manufacturing both single layer and co-extrusion machinery, the company has provided equipment for the production of food packaging film, industrial shipping sacks, grocery bags, trash bags, garment film and industrial stretch film.

All film dies and systems are custom designed and manufactured to meet the specific needs of the customer's application. In co-extrusion applications, dies have been designed for a wide range of materials such as LLDPE, HDPE, PA, PP, EVOH, EVA & Surlyn. Sizes of equipment range from 1" to 6" extruders, 1" to 120" dies and 12" to 144" wide film lines.

Presently 80% of its production is exported. The main countries exported to are the U.S., Mexico, Brazil, Colombia, Argentina, Chile and Italy. Members of Alpha's sales staff are fluent in Spanish, Portuguese and Italian adding to the company's ability to serve film producers in Latin America and some European countries. In addition to supplying equipment to major film producers, the company also supplies original equipment manufacturers in Brazil and Italy. These companies primarily purchase Alpha dies and air rings and incorporate them into their own film systems. This reflects the international recognition of Alpha's technology and machinery. Currently Alpha is represented in south America by Alpha Marathon Sudamericana S.A.. This company provides sales and service for all Alpha and Polysystem products in south America. In the fall of 1992 a sales office is planned for Florida, U.S.A., which will serve the U.S. and Central American markets.

Products/Services Available for Export:

Extruders	Extrusion, Downstream, Winding
Extrusion, Die and Air Rings	Scrap Recycling Systems
Extrusion, Downstream, Haul-Off	Screws

Ashland Taylor Inc.

Address: 361 Rowntree Dairy Road
Unit #3
Woodbridge, ON
L4L 8H1

Phone: 416-850-0933
Fax: 416-850-0939

Export Contact: Mr. Basilio Yi, Managing Director

Marketing Profile

Ashland Taylor Inc. (ATI) designs and manufactures equipment of the highest quality and performance for the plastics processing industry. It offers a complete and fully integrated extrusion line for the production of corrugated pipe for a comprehensive range of applications including agricultural land drainage, construction, appliance, automotive, and medical. They also specialize in blow film lines with in-line bag making, and converting equipment coupled with automatic packaging systems, scrap reclaim and palletizing lines and industrial blow moulding systems.

While sales are mainly to customers in North and Central America, ATI has been actively seeking to expand its presence in other markets. In 1991 the company entered into a license agreement with Nippon-Flute Co. Ltd., Japan, which manufactures, sells, and services ATI's blown film extrusion lines with in-line bag machines and the associated converting equipment for the Pacific Rim countries. At the present time ATI seeks to increase its presence in the European market through sales and licensing agreements. In addition to English, their highly experienced technical staff is fluent in German, Cantonese, Mandarin, Portuguese and Spanish.

Products/Services Available for Export:

Bag-Making Machines	Extrusion, Die and Air Rings
Barrels	Extrusion Dies, Compounding Extruder
Blow-Moulding Machines, Extrusion Blow	Extrusion Dies, Rod
Compounding Equipment	Extrusion, Downstream, Cooling and Sizing
Conveyors, Belt	Extrusion, Downstream, Cut-Off
Cooling and Recirculating Systems	Extrusion, Downstream, Folding and Creasing
Corrugating Equipment, Pipe	Extrusion, Downstream, Haul-Off
Cylinders	Extrusion, Downstream, Winding
Extruders	Jigs and Fixtures
Pelletizers	

Berg Chilling Systems Inc.

Address: 51 Nantucket Boulevard
Scarborough, ON, M1P 2N5

Phone: 416-755-2221
Fax: 416-755-3874

Export Contact: Mr. Donald J. Berggren, General Manager

Marketing Profile

Founded over 20 years ago to build chillers expressly for the plastics industry, Berg has grown to be a highly regarded designer/manufacturer of state-of-the-art process cooling equipment for this and many other industries, including: pulp & paper; graphics; metal working; chemical; food; and others.

Berg maintains a large engineering department, staffed with specialists experienced in the design of refrigeration, fluid pumping, and heat transfer systems, and aided by advanced CAD systems. From its modern 32,000 square foot manufacturing plant, the company offers standard portable chillers; packaged chilling units; and custom engineered chilling or tower systems, from one to one thousand tons cooling capacity.

Berg presently exports equipment world-wide; from a chiller unit on an oil rig in the Pacific, to central cooling systems in plastic plants in France, Hungary, Egypt, Zaire, Hong Kong, Chile, Mexico, etc.; and from a single ice machine at a meat plant in Moscow, to a series of ice machines in small fishing villages in Guyana.

An associate company, Mould-Tek Industries Inc. manufactures and sells Plastic Bulk Handling Systems for both domestic and foreign markets, and together with them, Berg has sold and installed many "turnkey" packages of accessory equipment including chillers, loaders, blenders, dryers, and grinders as required by plastic processors, domestic and foreign alike.

Berg has had a U.S. national Sales Office in the Chicago area for the last 10 years, and from this base it supervises about a dozen sales agents throughout the USA. In addition Berg has just recently appointed an agent in Mexico, where it has exhibited its equipment in 3 Plastic trade shows in the last 18 months. It is committed to a growing export market where it believes that the criteria for success is engineering innovation, top quality, and cost reduction for the customer.

Products/Services Available for Export:

Chillers	Mould Temperature Controllers - Water
Cooling and Recirculating Systems	Cooling Towers - Fibreglass
Mould Temperature Controllers - Electric	Mould Temperature Controllers - Hot Oil

Brampton Engineering (1983) Inc.

Address: 8031 Dixie Road
Brampton, ON, L6T 3V1

Phone: 416-793-3000
Fax: 416-793-1753

Export Contact: Mr. Philip Kwok, Export Manager

Marketing Profile

Brampton Engineering (BE) was founded in 1973. The company restructured in 1983, enabling BE to grow and diversify over the next six years. In September 1989 the Ferro Group of Companies acquired a majority interest in BE. Ferro, which has been in business since 1952, has annual sales in excess of 75 million dollars (CDN).

BE manufactures a full line of blown film equipment for the plastic industry. U.S. and European patents are held on key products within the product line. The firm has propriety rights for spiral design technology which, while developed for multi-layer blown film dies, has been successfully utilized to develop extrusion heads for wire and cable coating, pipe, tube and foamed polystyrene sheet applications. BE recognizes that each customer's plant is different, and standard products may need to be customized to best suit its customers exact needs.

Selected BE customer names include: Dow, Mobil, Exxon, Monsanto, CIL (now AT Plastic), Fort Howard Paper, General Electric Plastics, Alcan, Canada Wire, TRM manufacturing, Armin Plastics, Van Leer, Schurpack and Bonar Inc..

The 56,000 square foot facility in Canada houses both the principle manufacturing and administration locations. Staffing presently stands at 62 employees of which over 20% are dedicated to product engineering, research and development, including a staff polymer rheologist. The U.S. sales office is located in Atlanta, Georgia. Products are marketed internationally through a network of selected agencies and direct company personnel. Approximately 60% of manufactured goods are sold for delivery within North America. European sales account for 20% and the remainder is shipped to other various international destinations.

Products/Services Available for Export:

Cooling Systems	Extrusion Dies, Profiles
Extruders for Blown Film	Extrusion Dies, Rod
Extrusion, Blown Film Die and Air Rings	Extrusion, Blown Film Downstream, Haul-Off
Extrusion Dies, Pipe	Extrusion, Downstream, Winding

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Cactus Machinery Inc.

Address: 431 Alden Road # 12
Markham, ON
L3R 3L4

Phone: 905-475-9689
Fax: 905-475-9768

Export Contact: Mr. John Robertson, Sales Manager

Marketing Profile

Cactus Machinery Inc. (Cactus) is a Canadian company engaged in the manufacturing and sale of machinery used in the plastic moulding industry. Its principal product is a unique, patented series of plastic resin dryers which offer tremendous savings to its customers. The company also manufactures an inexpensive material loader.

Incorporated in 1982, Cactus has succeeded in developing and marketing this new approach to resin drying and has gained steady growth each and every year. The company began offering two sizes of dryers, aimed at the small injection moulding market. Although sales were brisk, the need for additional capacity was apparent. In 1985, two additional sizes were developed, which greatly increased the application base, up to 35 Kg/h.

Design and manufacturing developments and improvements over the years have made the Cactus Superdryer one of the finest resin dryers in the industry.

Products/Services Available for Export:

Dryers
Hopper Loaders
Magnets

Canadian Feed Screws Manufacturing Limited

Address: 80 Venture Drive
Scarborough, ON
M1B 3L6

Phone: 416-284-8880
Fax: 416-284-8169

Export Contact: Mr. Chris Vasilev, President

Marketing Profile

Canadian Feed Screws (CFS) manufactures feed screws of every type size, including those with mixing sections. One-piece screws range in size up to 750 mm (30 in.) diameter and 9,150 mm (360 in.) long. Longer screws, in two sections are also supplied.

Screw materials include tool steels, stainless steels, nitralloy and highly corrosion-resistant materials.

CFS also designs screws and has special designs available, including those for specialty resins such as glass-filled and high-torque resins.

The company's comprehensive production facilities enable it to carry out all manufacturing operations in-house, including hard-chrome plating, ion-nitriding and deep hole boring of screws barrels and other components. The facility includes almost all aspects of hardfacing, such as Stellite and Colmonoy. Other materials are also available on request.

The machine shop includes a 23.5 m (77 ft.) long feed screw cutting machine capable of handling screws up to 8.5 m (28 ft.) long and 760 mm (30 in.) in diameter. There are also many screw cutting machines able to handle screws up to 6 m (20 ft.) and longer, and several smaller machines. The facility also includes automatic spline-cutting and milling machines, for a total of more than 45 special purpose machine tools.

Products/Services Available for Export:

Feed Screws
Barrels
Tie Bars

Cassco Machines

Address: 37 Prince Andrew Place
Don Mills, ON
M3C-2H2

Phone: 416-445-6262
Fax: 416-445-3790

Export Contact: Mr. Ken Thuro, Vice President

Marketing Profile

With installations in over 30 countries, Cassco Machines is a leading manufacturer and exporter of hot stamping machines and related equipment for the plastics and packaging industries. Cassco Machines has earned the reputation of a leader and innovator in its field through the use of its cutting edge technology and modular designs which have yet to be matched in the industry.

A highly skilled network of sales representatives and distributors throughout North America and distributors in the U.K. and Europe are supported by aggressive trade show and marketing programs. Cassco has a toll free customer service line in the U.S., 1-800-387-4600.

Cassco Machines serves the automotive, appliance, electronics and pharmaceutical industries with hot stamping machinery, hot air and heat staking assembly equipment, date coding systems and related automation. Customers include the major automobile manufacturers and their suppliers, telecommunications equipment producers, custom moulders and cosmetics container manufacturers to name a few. These customers vary in size from small independent manufacturers to Fortune 500 companies.

Plans for the future include building on the company's existing customer base in Mexico, increasing South American sales, and exploring opportunities in Europe.

Products/Services Available for Export:

Controls and Controllers, Programmable Logic
Decorating Equipment
Embossing Equipment
Flame-Treating Equipment
Hot-Stamp Decorating Equipment
Silicone Rubber Dies, Sheets and Rollers
Pad Printing Machines and Supplies

Corma Inc.

Address: 10 Mcleary Court
Concord, ON
L4K 2Z3

Phone: 905-669-9397
Fax: 905-738-4744

Export Contact: Mr. Manfred Lupke, Chairperson

Marketing Profile

Corma Inc. (Corma), established in 1973, specializes in the design and manufacture of corrugated plastic pipe production systems. With over 200 granted patents related to its own design and many more pending, Corma has an enormous commitment to research and development. These benefits are passed onto its customers to enable them to have the most advanced corrugated production systems designed to suit their specific needs, intended application, and environment. There are many applications for corrugated pipes with many advantages such as strength, durability, flexibility and lightweight.

Worldwide sales of either individual components or total turnkey installations and training have proven to be a Corma success story. Corma is recognized as the world leader in high performance quality built corrugator systems, offering standard systems capable of producing the smallest and largest corrugated pipe in the world (tubing from 3 mm (0.125 in.) to 1750 mm (60 in.) O.D. on standard corrugators).

Corma supplies single-wall, double-wall, spiral wound, Corma Rib, Ultra-Rib, and Corma solid wall pipe production systems in either blow or vacuum forming. They have extensive PVC production experience for all of these systems. The Corma team includes offices in Canada, U.S., Germany, France, Czechoslovakia, Hong Kong and Japan, plus agents in major centres of the world.

Products/Services Available for Export:

Aftercoolers
Coilers
Extrusion Dies, Pipe
Extrusion Dies, Profiles
Extruder Die Tooling
Corrugating Equipment, Pipe
Pipe Perforator
Planetary Cut-Off
Take Off Stacking Table

Deltaplast Machinery Limited

Address: 130 Staffern Drive
Concord, ON
L4K 2X3

Phone: 905-669-2966
Fax: 905-669-2336

Export Contact: Mr. Ted Koch, President

Marketing Profile

Deltaplast Machinery Ltd. (Deltaplast) was founded in 1976 as a manufacturer of single screw extrusion machinery and downstream equipment for the pipe, profile, compounding, sheet, blowmoulding and reclaim plastic processing industries. Their product line includes single screw extruders in sizes ranging from 1" (25mm) to 6" (150mm), co-extruders ranging in size from 3/4" (20mm) to 2" (50mm).

Deltaplast's engineering expertise and adaptability have allowed the company to expand into special application machinery as well as multi-layer blowmoulding and co-extrusion striping applications in the profile and wire and cable industries.

Deltaplast's commitment to quality manufacturing has earned the company a reputation for unsurpassed equipment reliability in the plastics extrusion sector.

Deltaplast presently exports equipment primarily to the U.S. as well as to Mexico and Western Europe. Marketing objectives include greater U.S. and Mexico penetration as well as further development of European markets further agents and distributors.

Products/Services Available for Export:

Single Screw Extruders
Co-Extruders
Screws
Barrels
Extrusion Dies, Pipe
Extrusion Dies, Rod
Extrusion, Downstream, Haul-offs
Extrusion, Downstream, Winding

Drader Injectweld

Address: 241 - 76th Avenue
Edmonton, ALTA
T6P 1P2

Phone: 403-440-2231
Fax: 403-440-2244

Export Contact: Mr. Tom Vermeeren, Marketing Manager

Marketing Profile

Drader Injectweld (Drader) was incorporated in 1991. Drader is related to Drader Manufacturing Industries Ltd. (thermal plastics injection moulder) which was founded over 35 years ago. Drader has the patent rights to a hand-held, high quality plastic extrusion welding system known as "Injectweld". Drader offers after-sales service and manufactures and distributes welding rods.

The Injectweld is used by a variety of industrial users from plastic fabricators, rotomolders, plastic repair shops, maintenance shops, mould shops for prototyping and for assembly work.

The most successful markets are the rotomold and plastic fabrication fields because these industries are familiar with plastics welding already. The repair of large refuse containers, tanks, etc. has also been a growing market.

The Injectweld can be adapted to meet most thermoplastic welding requirements. For example, the welding tips can be customized to match customer welding application needs, and the welding rods can be custom made to match material types, colour, or made, to weld difficult to bond materials such as glass filled PE and PP etc. Drader also carries a number of stock welding tips and stock thermal plastic welding rod.

In the past year, Drader Injectweld established representation in the U.K., Germany, the Netherlands, Belgium, and France and is still seeking additional representation in other countries. The company has representatives in certain states in the U.S. and has established warehouse and service facilities in Arizona. Sales volumes are approximately 70% U.S., 20% International, and 10% Canadian.

Products/Services Available for Export:

Sealing/Bonding Machines, Heat
Extrusion Welder

E.J. Machine Co. Limited

Address: 158 Kennedy Road
Unit 11
Brampton, ON
L6W 3G7

Phone: 905-454-4734
Fax: 905-457-5783

Export Contact: Mr. John B. Owen, President

Marketing Profile

Established in 1972, E.J. Machine Co. Ltd. supplies specialized small, innovative machinery and provides consulting to the plastics, food and manufacturing industries. It has strong mechanical, electrical and chemical engineering capabilities.

The company is currently represented in North Eastern U.S.A., Quebec, Ontario, Alberta and the U.K. The company's sales have been Canada wide although most have been centred from Brampton in southern Ontario. Equipment currently being developed is focussing on energy conservation and reduction in packaging materials and costs.

The company is developing contacts for acquisition of flexible manufacturing opportunities including automated assembly technology and potential applications for "Fuzzy Logic Control" systems. The company is seeking royalty agreements in exchange for design information, parts lists and technical expertise.

Products/Services Available for Export:

Controls and Controller, Fuzzy
Conveyors, Belt
Hydraulic Pumps and Equipment
Jigs and Fixtures
Mixing and Blending Equipment
Slitting Equipment
Winding Equipment
PLC Controlled Tub Invertor for Dairy Products (Ice Cream. etc.)
Compression Packing - Non-Woven Fibres and Flexible Foam

Engel Canada Inc.

Address: 545 Elmira Drive
Guelph, ON, N1K-1C2

Phone: 519-836-0220
Fax: 519-836-3714

Export Contact: Mr. Kurt H. Fenske, Vice President, Sales

Marketing Profile

Since its inception in 1945, Engel has manufactured over 40,000 injection moulding machines for world markets. The company has set plastics industry standards as a leader in control and automation technology, machine reliability and performance, and customer support. Engel manufactures a wide variety of application-specific injection moulding machines in the range of 30 to 4,000 tons clamp capacity, robots and parts handling systems, and modular production systems for the injection moulding of thermoplastic, thermoset, elastomer, liquid silicone, BMC/DMC, and high temperature materials applications.

Engel Canada Inc., founded in Guelph, Ontario, Canada, in 1975, has built an enviable reputation for building successful strategic relationships with its customers. With the experience of placing approximately 4,000 moulding machines and systems in the Western hemisphere, the company has consistently focused on providing sensible solutions tailored to a customer's specific application needs, multi-level training, responsive spare parts and service, as well as engineering leadership. These have enabled it to make substantial inroads into U.S. as well as Mexican, Latin American, South American, and Caribbean markets. Mature sales, service and support networks across major centres in the U.S., Mexico, Brazil, Venezuela, Argentina, Columbia, and Guatemala are customer-oriented and geared to extend Engel's penetration into these markets with competitively priced, superior product. The company provides multi-lingual sales and technical support in German, French, Spanish, and English.

Products/Services Available for Export:

Injection Moulding Machines (30-4000 Tons Clamping Range)	Melt, Co-Injection, BMC/DMC, and Thermosal Moulding
Robots and Parts Removal System	Tiebarless Injection Moulding Machines
Hi-Speed Mould Mounting Systems	
Hi-Speed Automatic Mould Changing Systems	
Modular Production Systems for Moulding	
Statistical Process and Quality Control Systems	
Custom Moulding Machines for Liquid Silicone, Gas Melt, Textile	

Fin-Kon Polybag Systems Limited

Address: 1616 Matheson Boulevard, Unit 9
Mississauga, ON
L4W-1R9

Phone: 416-625-6141
Fax: 416-625-1172

Export Contact: Mr. Gary Findlay, President

Marketing Profile

Fin-Kon Polybag Systems Ltd. (Fin-Kon) was incorporated in April of 1983. Fin-Kon is a supplier of plastic bag making machinery and related attachments. These machines are used by various companies who manufacture plastic bags such as garbage bags, shopping bags, bread bags, apple bags, ice bags, and the boutique style shopping bag.

The company produces a wide range of servo drive bag machines using the latest high speed technology. Fin-Kon handles its own design, manufacturing, installation, and after sales service.

Fin-Kon supplies small and large Canadian companies. Its export sales have increased dramatically during the last three years. It exports to USA, Latin America, and United Kingdom markets. The company has increased its volume by establishing a sales agent network throughout various countries.

If a particular machine model cannot be found in its wide range of bag machines offered, Fin-Kon will customize to meet the customer's requirements.

Fin-Kon is a leading supplier of the machinery used in the production of individually folded garbage bags at a high rate of production speed.

Products/Services Available for Export:

Bag-Making Machines

FSP Machinery Co. (Canada) Inc.

Address: Blumenfeld Avenue
R.R.1, P.O. Box 214, Group 24
Winkler, MAN
R6W 4A1

Phone: 204-325-9529
Fax: 204-325-7839

Export Contact: Mr. Peter Friesen, President

Marketing Profile

FSP Machinery Co. (Canada) Inc. (FSP), founded in 1983, is a Canadian based company with an import/export office in the United States, selling its products worldwide. Clamshell machines have been installed in countries such as Australia, Germany, France, Belgium, Sweden, the United Kingdom, New Zealand, the Netherlands, Trinidad, India, the United States, and most recently South Africa, Nigeria, Mexico and Malaysia. FSP is best known for its innovative technology and the unique design of the Clamshell Rotational Moulding machine. In the past two years, FSP has developed and introduced to the rotational moulding industry worldwide, a new three-arm turret machine, the FSP Scan Program, and the High Speed Rotoflow Dry Blender. Service such as CAD, testing of resins and moulds, mould fabrication and prototyping is offered to all customers worldwide.

The Clamshell has very distinct features such as its unique design as a single station machine with independent cycle control, which enables the moulder to produce parts to optimum conditions. Precise heating and cooling cycles can be established for each products without reference to the cycle of other arms. Independent cycle control is essential when moulding to the demands of today's market.

FSP is always looking at new and different ways to improve the rotational moulding process. The company is at present surging forward toward total automation, and looking at expanding into material handling equipment that will make rotational moulding a more economical and efficient process. All new equipment is designed and developed in FSP's own R&D department located at the head office.

Products/Services Available for Export:

Robots and Parts-Removal System
Rotational Moulding Machines
High-Speed Rotoflow Dry Blender

G.N. Plastics Company Limited

Address: 345 Commons Road
Chester, N.S.
B0J 1J0

Phone: 902-275-3571
Fax: 902-275-3100

Export Contact: Mr. Georg Nemeskeri, President

Marketing Profile

Established in 1980 G.N. Plastics has been meeting the demands of the packaging industry throughout the world, with high-speed contact heat, trim-in-place, pressure forming machines. These space and energy efficient thermoformers, which need little maintenance, offer high production, low wastage, quick tooling changes and low tooling costs. Within the company, a high-quality tooling department manufactures moulds to customer specifications, for worldwide delivery. Moreover, both machines and tooling are ideally suited to transform bi-axially oriented polystyrene (OPS), polyvinylchloride (PVC), high impact polystyrene (HIPS), polyethyleneterephthalate (PET) and many other roll-fed plastic materials, into quality products.

The company is export oriented with 95% of all sales being realized outside Canada; mainly to Europe and the United States. Agents in countries consolidate the company's international penetration. Product information is available in English, French, German, Spanish, Japanese and Chinese.

G.N. Plastics is experienced using CAD systems and has staff who are fluent in German, French, and Hungarian.

Products/Services Available for Export:

Pressure Forming Machines
Thermoforming Equipment
Mould Assemblies for Pressure Forming

Hamilton Avtec Inc.

Address: 5820 Kennedy Road
Mississauga, ON
L4Z-1T1

Phone: 416-568-1133
Fax: 416-568-0785

Export Contact: Mr. Richard Hamilton, Director

Marketing Profile

Since 1964 the Hamilton Company has been a leading supplier of automation equipment for plastics processing industry. As the trend towards one supplier responsibility developed, Hamilton continually met that challenge by developing a full range of technically advanced auxiliary equipment that would achieve the optimum output from plastics processing machinery.

Today, the company works from a modern manufacturing facility providing a wide selection of equipment that efficiently moves, stores, conveys, and conditions raw materials on their way to being processed.

Hamilton is structured to handle requirements as simple as one hopper loader, dryer, granulator, or belt conveyor, to the planning, manufacturing and installation of integrated micro-processor controlled bulk material handling and in-plant chilling systems. Hamilton Avtec has earned its enviable position through prompt service to its customers and by maintaining large inventories of finished goods and spare parts.

Since 1990, it has been the company's direction to expand from its base markets in Canada and the U.S. into the Latin American market; specifically Mexico, Columbia, Venezuela and Argentina. Hamilton's sales in these areas have been growing rapidly and now represent 35% of their total volume.

Products/Services Available for Export:

Vacuum Hopper Loaders	Drying Equipment (Dehumidifying and Hot Air)
Bulk Storage	Heat Transfer (Chillers and Mould Heaters)
Blending and Weigh-blending Machinery	Size Reduction (Granulars)
Conveyors and Separators	Tilt Tables
Batch Mixing Machinery	
Metering Feeders	

Husky Injection Moulding Systems Limited

Address: 530 Queen Street South
Bolton, ON
L7E 5S5

Phone: 416-951-5000
Fax: 416-857-6074

Export Contact: Mr. Vince Butera, Sales Manager

Marketing Profile

Husky Injection Moulding Systems (Husky) is a majority employee-owned Canadian company which specializes in the manufacture of injection moulding systems for the plastic industry. Through its global sales and manufacturing operations, Husky has grown to be an international industry leader since its beginnings in 1953. In addition to the machine and mould manufacturing facilities located at the headquarters in Bolton, Canada, Husky has machine manufacturing facilities in Fremont, Ohio and Luxembourg and mould manufacturing facilities in Boston, Massachusetts and Germany.

Injection moulding machines from 120 to 3,650 tons (135 to 4,000 U.S. tons) are available for general purpose and specialized applications, including multi-material and co-injection. The modular machine design provides customers the flexibility to choose only the features required to suit their particular application with no compromise in quality. Complementary to Husky's machines are a full range of robotic systems designed to increase system efficiency and product quality.

Over the past ten years, Husky's sales have increased at an average rate of 20% annually, and in its fiscal 1993 are expected to exceed CDN\$ 350 million. The company invests approximately 5% of annual sales in customer driven research and development.

Recognizing the increase in global competition and rapid changes in international markets, the company has concentrated on strengthening its international operations. Sales offices have been opened in Japan and Mexico to penetrate the high growth Asian and Latin America markets. Husky has 17 sales offices in North America and international offices in Australia, France, Germany, Italy, Japan, Korea, Luxembourg, Mexico, New Zealand, Spain and the United Kingdom.

Products/Services Available for Export:

Injection Moulding Machines
Robots and Parts Removal System

Blow-Moulding Machines, Stretch

International Cooling Systems Inc.

Address: 300 Granton Drive
Richmond Hill, ON
L4B 1H7

Phone: 416-213-5566
Fax: 416-213-5577

Export Contact: Mr. Victor Gardiman, Export Manager

Marketing Profile

International Cooling Systems Inc. (ICS) is a successful manufacturer of water and air cooling systems, refrigeration chilling equipment, pump tank sets, cooling towers and temperature control units. The company also offers: design work, testing, turn-key installations and after sales service to its customers.

ICS has built up a very strong reputation primarily in the plastics and automotive industries, but has also marketed its equipment and services in other industries such as: food, chemical, particle board and printing, with excellent results.

In the three short years that it has been in business, its sales have grown steadily due to established customers, O.E.M. accounts, agents that have been set up in Canada, the U.S.A., and Mexico, advertising, and trade shows. Though the majority of sales are within Canada, equipment has also been exported to Europe, Latin America and the U.S.A.. The firm is highly experienced in using CAD systems and has a very dedicated technical staff.

Products/Services Available for Export:

Chillers (Custom Engineered/Ice Rink)
Cooling and Recirculating Systems
Extrusion, Downstream, Cooling and Sizing Trough
Mould Temperature Controllers, Electric
Mould Temperature Controllers, Hot Oil
Mould Temperature Controllers, Water
Walk-In Boxes (Freezers)

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John T. Hepburn Limited

Address: 7450 Torbram Road
Mississauga, ON
L4T 1G9

Phone: 416-671-2200
Fax: 416-671-0499

Export Contact: Mr. Donald Eckhart, P. Eng., General Manager

Marketing Profile

John T. Hepburn, Limited (Hepburn), established in 1905, a designer and manufacture of custom built machinery, has earned a reputation for innovation and reliability. Hepburn products serve all major industries.

Hepburn provides a wide range of project manufacturing services from heavy machining and the production of weldments and assemblies, to the complete organization and handling of large complex projects. Each main product group is designed and serviced by a group of specialist engineers and technicians. All products can be customized as required.

Hepburn is the market leader in plastic moulding presses, winning orders for virtually all moulding presses purchases in the U.S.A. in the past two years. The Hepburn Paradyne-Plus short stroke press combines the energy efficiency of accumulator assisted hydraulics with a patented short stroke cylinder and active intelligent levelling to produce class "A" automotive parts with superior quality. The press is equipped with computer control with all of the screens required to mould various parts. The bulk of the company's production has been sold to moulders in North America. Over the years it has been successful in expanding its export efforts in the U.K., Taiwan and Korea.

The company markets its products internationally with the assistance of representatives who can communicate in the local language and co-ordinate with the Hepburn plant. Local service arrangements are also being put in place in these countries. Hepburn is always interested in speaking with potential new representatives. Target markets at present include Korea, Taiwan, Japan, People's Republic of China, Europe, and Mexico. The total export value of Hepburn sales of all product lines is approximately 85% of the total business.

Products/Services Available for Export:
Presses for Plastics Moulding and Metal Forming

Macro Engineering and Technology Inc.

Address: 170 Traders Boulevard East
Mississauga, ON
L4Z 1W7

Phone: 905-507-9000
Fax: 905-507-4566

Export Contact: Mrs. J. Planeta, V.P. Marketing

Marketing Profile

Macro Engineering & Technology Inc., an innovative company, manufactures a wide range of quality blown film equipment for the plastics industry worldwide. The company's unique ability to develop and customize high technology machinery to meet precise customer requirements, plus a thorough educational training program, has gained the company an excellent reputation, and propelled Macro into the forefront of the plastics industry.

Increased export sales to the Pacific Rim ranks Macro a top supplier, with a sales office in Beijing, to efficiently serve regional customers. With a multinational sales staff, fluent in numerous languages, Macro has entered the European and Latin American markets.

The company added PVCD, and Co-extrusion lines to its impressive range of equipment. Recent developments include PVB, and innovative Sheet Lines.

Products/Services Available for Export:

Bag-Making Machines	Mixing and Blending Equipment, Other
Extruders	Sealing/Bonding Machines, Heat
Extrusion, Die and Air Rings	Sealing/Bonding Machines, Ultrasonic
Extrusion, Downstream, Cooling and Sizing Trough	Slitting Equipment
Extrusion, Downstream, Cut-Off	Winding Equipment
Extrusion, Downstream, Folding and Creasing	
Extrusion, Downstream, Haul-Off	
Extrusion, Downstream, Other	
Extrusion, Downstream, Winding	
Feeders	
Laminating Equipment	
Mixing and Blending Equipment, Dry Colouring and Blending	

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Moldpro Inc.

Address: 4042 Mainway
Burlington, ON
L7M-4B9

Phone: 416-335-3364
Fax: 416-335-1116

Export Contact: Ms. Bev Agnew, Export Manager

Marketing Profile

With over 20 years experience in the plastics blow moulding service industry, Moldpro is centrally located within the hub of Southern Ontario and within a 300 mile radius of over 100 million people. Moldpro has established a solid reputation for total machine upgrade, PLC Machine control design, retrofits, system integration, and automation. Its services are customized to the customer's specific application and the company provides a turn-key operation and after-sales service and support.

During the past 5 years, Moldpro has worked for such international companies as Lehn & Fink (Eastman Kodak Group); Plax, Division of Consumers Glass; Agra Plastics, Division of Agra Insutries; Colgate Palmolive; and Proco Machinery. Its installations have upgraded machines and complete production lines to eliminate unnecessary man-power; enabling companies to cut costs and remain competitive.

At present, Moldpro is interested in expanding into the Mexican, South American, and Pacific Rim markets as well as the U.S. and the Caribbean where it is already established.

Products/Services Available for Export:

Automation
PLC Machine Control Design
Retrofits
System Integration

Mould-Tek Industries Inc.

Address: 77 Nantucket Boulevard
Scarborough, ON
M1P 2N5

Phone: 416-285-5400
Fax: 416-285-5432

Export Contact: Mr. Lorne Berggren, President

Marketing Profile

Founded 30 years ago to sell imported injection moulding machines in Canada, Mould-Tek Industries Inc. (Mould-Tek) has grown to be the largest distributor of plastics equipment in Canada. About 16 years ago, not being able to find a satisfactory supplier of reliable bulk handling equipment, Mould-Tek decided to manufacture its own. A very formidable design team was set up, resulting in a complete line, from a small hopper loader, to a rugged central system, to a sophisticated programmable weigh-blending arrangement. While standard units are always available, Mould-Tek excels in special or customized systems for very exacting customer requirements.

Advanced CAD systems, and micro processor controls, along with high quality standards, and "total back-up" customer service, has enabled Mould-Tek to not only capture the major part of the Canadian market, but to become a significant player in the U.S.A..

An associate company, Berg Chilling Systems Inc., manufactures and sells chillers/chilling systems for both domestic and foreign markets, and together with them, Mould-Tek has sold and installed many "turnkey" packages of accessory equipment including chillers, loaders, blenders, dryers, and grinders as required by plastics processors, domestically and abroad. Mould-Tek has had a U.S. National Sales Office in the Chicago area for the last 10 years, from where direct employees supervise about a dozen sales agents throughout the United States.

U.S. sales, representing 30% of bulk-handling volume, supplied the incentive to expand into Mexico, where an office was set up in Mexico City about two years ago. Mould-Tek is committed to a growing export market, where it plans to expand its successful policy of offering innovation, high quality, and dedicated customer service to increasingly cost sensitive customers.

Products/Services Available for Export:

Hopper Loaders	Colour and Blending
Loaders, Powder	Scrap Recycling Systems
Mixing and Blending Equipment, Dry and Other	Weigh Blenders
Weigh Equipment	

North American Feed Screw Limited

Address: 6425 Kestrel Road
Mississauga, ON
L5T-1Z8

Phone: 905-670-2455
Fax: 905-270-2457

Export Contact(s): Mr. Peter Nikolovski, President
Mr. Ivan Oroz, Vice President

Marketing Profile

North American Feed Screw Ltd. commenced manufacturing in April, 1978 with a full line of machines to produce barrels and attachments for the plastic, rubber and food industries. These cover injection, extrusion and blow moulding in the thermoplastic, thermoset and rubber processes.

The company's workmanship and quality is guaranteed, reflecting its experience in the screw manufacturing business. With over 30 years of experience, the company is able to advise and assist in the design of products that will help its customers reach their full production potential.

Its modern equipment and facilities enable the company to handle from 1/2 inch diameter to 24 inch diameter with lengths up to 360 inches.

North American Feed Screw Ltd. has been serving all of North America with such customers as Du Pont, PCL, Hemalite, Goodyear, Atlantic Packaging, Rubbermaid and General Motors. They have also shipped products to New Zealand, England, Italy, and Germany.

Presently, North American Feed Screw is interested in agents/distributors who will help further penetrate the European market.

Products/Services Available for Export:

Screws, Injections and Extrusion
Barrels, Injection and Extrusion
Tie Bars
Check Vales
Nozzles
Tips
End Caps

Nucon Systems Inc.

Address: 300 Granton Drive
Richmond Hill, ON
L4B 1H7

Phone: 416-213-5556
Fax: 416-213-5577

Export Contact: Mr. Leonard Miller, President

Marketing Profile

Nucon Systems Inc. (Nucon) began business in September, 1985. Within two years of operation it became one of the leading suppliers and manufacturers of hopper loaders and pneumatic material handling systems in the plastics industry in Canada.

The company's exports have been minimal to date with only three major projects in the United States, and sales of various package units and components to dealers and agents. Presently its exports are estimated to be approximately 5% of total sales. Sales are beginning to increase, and Nucon Systems is enjoying increasing agent and customer recognition.

Over the past year Nucon has been attending both major and regional plastics expositions to increase its product name recognition and also to attract capable sales representatives. Nucon places high emphasis on engineering of products and systems and seeks agents with similar backgrounds

Nucon is proud of its reputation of providing high quality, reliable equipment and systems. It works very closely with its customers to provide everything required. All of its equipment has been designed to allow for modification thus allowing it to custom fit at a low cost.

The company's engineering department is equipped with the latest in computer assisted design (CAD) and is backed by over 25 years in the material handling industry. Nucon provides complete service and service training for everything it designs and manufactures.

Products/Services Available for Export:

Controls and Controllers, Programmable Logic	Scrap Recycling Systems
Feeders	Weigh Blenders
Hopper Loaders	Weigh Loaders
Loaders, Powder	Tilt Tables
Mixing and Blending Equipment,	Mixing Silos
Dry Colouring and Blending	Vacuum Pumps
Mixing and Blending Equipment, Other	Pressure Pumps

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Pathex International Inc.

Address: 74 Railside Road
Don Mills, ON
M3A 1A3

Phone: 416-445-7400
Fax: 416-445-9008

Export Contact: Mr. Peter Kosa, Export Manager

Marketing Profile

Pathex International Ltd. has been a North American leader in pressing technology since 1952. Within its 55,000 square foot facility, the company has the engineering and fabrication capacity to enable them to design and build presses and integrated process systems for the rubber and plastics industries, meeting the exacting requirements and specifications of their clients.

Pathex has supplied equipment systems to a world market with installations in England, Germany, Sweden, Russia, India, Mexico, Columbia, China, and so on.

Pathex provides a full range of services including engineering, manufacturing, installation, start-up, training and after-sales service.

Pathex produces pressing systems for manufacture of fabric or steel cord reinforced conveyor belting; pressing systems for manufacture of moulded products, for instance V-belts, timing belts, snowmobile tracks, agricultural tracks, precured retread material, and so on; and pressing systems for manufacture of high pressure decorative industrial and copper-clad laminates.

Products/Services Available for Export:

Presses
Loaders/Unloaders
Building Machines

PATT Filtration

Address: 580 Boulevard Industrial
St-Eustache, QUE
J7R-5V3

Phone: 514-491-5333
Fax: 514-493-5335

Export Contact: Mr. Jan M. Siedlikowski, Product Manager

Marketing Profile

PATT Filtration, a division of PHM Filtration Inc., was founded in 1987. The company is a leading designer and manufacturer of polymer filtration systems (screenchangers) used in the extrusion industry. The company produces two types of screenchangers including a continuous rotary type unit which does not interrupt the flow during screen changes, and a standard sideplate type unit. These units provide effective removal of contaminants which are present in the polymer stream. The company has successfully installed a considerable number of units on a wide variety of extrusion lines including, among others: sheet, fibres, blown film, profile, pelletizing, extrusion blow moulding and foamed sheet. PATT's units operate with a wide variety of polymers including: polyethylene, polycarbonate, polystyrene, polypropylene, polysulfone, PVC, PET, ABX, nylon, etc.

The company has recently entered into a sales and marketing agreement with The Conair Group, a large U.S. manufacturer of auxiliary equipment for the extrusion industry.

PATT Filtration offers a full range of services including CAD/CAM, installation, and after-sales service. They have manufacturing equipment including several CNC machines which are used solely to manufacture filtration systems. The company's technical staff are fluent in German, Polish, French and English.

PATT Filtration is seeking to expand into the Pacific Rim and European markets through sales arrangements.

Products/Services Available for Export:

Continuous Rotary Filtration Systems
Linear Sideplate Filtration Systems
Breaker Plates
Flanges and Adaptors for Extrusion Lines

Poly-Plas Feed Screws Inc.

Address: 5456 Tomken Road, Unit 9
Mississauga, ON
L4W 2Z5

Phone: 416-624-3238
Fax: 416-624-3238

Export Contact(s): Mr. Ralph Setin, Owner
Mr. Ivan Ban, Owner

Marketing Profile

Poly-Plas offers a full service for screw and barrel needs. It has available custom designed plastic processing screws incorporating up-to-date technology from one of North America's leading designers. The company can recommend whether a new screw or barrel is required, or whether refurbishing of present equipment will suffice.

Screws and barrels can be rebuilt and repaired to attain the original performance of equipment at substantial savings. To assist the analysis, machinery can be inspected in plant to determine the precise condition of the screw or barrel.

Quality and craftsmanship will ensure that Poly-Plas products deliver top performance.

Products/Services Available for Export:

Barrels
Screws
Barrel End Caps
Screw Tips

Progress Precision Inc.

Address: 3555 Hawkestone Rd
Mississauga, ON
L5C 2V1

Phone: 416-275-3323
Fax: 416-275-5781

Export Contact: Mr. Bosco Milankov, President

Marketing Profile

Progress Precision Inc. manufactures feed screws and augers which are used in the plastics, petrochemical and rubber processing industries as well as the food industry.

The company custom manufactures screws in sizes varying from 25mm diameter to 600mm diameter, and lengths up to 6 meters.

Other products include bi-metallic cylinders also used in the above industries as well as design and manufacture of stainless steel specialty equipment for food, pharmaceutical and biotechnology industries.

50% of sales are in Canada, 25% to the US, and the balance to countries worldwide. All sales are made out of the main plant in Mississauga (Toronto), Canada.

Progress Precision is interested in increasing worldwide sales and is also considering setting up franchise/licensing arrangements especially in the newly independent Eastern Block countries

Products/Services Available for Export:

Screws
Barrels
Cylinders

Rite-Tek Canada

Address: 1300 Jules Poitras
Montreal, QUE
H4N 1X8

Phone: 514-337-3333
Fax: 514-337-3335

Export Contact: Ms. Mary Monk, General Manager

Marketing Profile

For 40 years up until May 1, 1993, when Ontario Heater and Supply purchased the company, Rite-Tek Canada was a division of P.M. Wright Ltd. Today, Rite-Tek Canada manufactures Mica Band Heaters for use on Plastics Machinery and Equipment and this includes injection moulding machines, blow-moulding machines and extruders as well as die heads for film extrusion dies.

The company makes band heaters for O.E.M.'s as well as for direct end-users in the plastics processing industry. Mica bands are custom made to fit any machine from any country in the world. The company is very cost competitive.

Rite-Tek Canada sells to companies such as General Motors of Canada, General Electric, Dow Chemical, Dupont, and hundreds of smaller custom moulders. It exports to five small distributors in the U.S. and is interested in expanding its export activities in the U.S., Mexico and other foreign markets.

Many of the company's people have worked in the plant for 25 to 30 years and its quality, price, and delivery are second to none. The company can fluently communicate in French and English.

Products/Services Available for Export:

Mica Band Heaters
Plastic Moulding and Processing Machines
Extruders

Rotogran International Inc.

Address: 3 Bradwick Drive
Concord, ON
L4K 2T4

Phone: 416-738-0101
Fax: 416-738-5750

Export Contact: Mr. Michael Cyr, Vice President, Sales

Marketing Profile

Established in 1982, Rotogran International Inc. (Rotogran), is currently the leading designer and manufacturer of plastic granulation machinery in Canada. The company designs and manufactures a complete line (3 hp- 200 hp) of heavy duty granulators and auxiliary material handling systems. This equipment, used for size reduction of plastic materials, finds application throughout the plastics industry. Typical customers include plastic moulders, extruders and recyclers.

Rotogran has established a solid reputation in the plastic granulation field based on its ability to customize its product to meet specific requirements, in addition to manufacturing quality standard equipment.

Rotogran exports more than 90% of its equipment to the U.S. through a network of distributors and agents. A minority of export sales go to Central and South American countries mainly Mexico.

Rotogran's main objective is to increase its representation in the U.S. market. Also, the company reserves a special interest in pursuing and developing sales in Europe noting that Rotogran equipment is now found in Ireland.

Products/Services Available for Export:

Conveyors, Belt
Granulators
Custom Designed Machinery

Shred-Tech Limited

Address: P.O. Box 1508
201 Beverly Street
Cambridge, ON
N1R 7G8

Phone: 519-621-3560
Fax: 519-621-0688

Export Contact: Mr. John K. Bell, Chairman

Marketing Profile

Founded fifteen years ago, Shred-Tech Ltd. is now the world's largest designer and manufacturer of industrial shredders for a broad range of waste. With over 50% of the company's sales in plastics, applications include: the reduction of polyethylene purgings and film at the point of manufacture; production rejects such as car bumpers, bath tubs, and garbage pails; and post-consumer wastes such as PET bottles. Low speed shredding is generally the first phase in plastic recycling - Shred-Tech designs, manufactures, and installs total recycling systems including conveyors, controls, and granulators. Customers include primary manufactures for production rejects, and recycling companies for post-consumer waste.

Fifty percent of the company's sales are in the U.S. market with another 30% in the U.K., Europe, and the Far East. In addition to the head office and manufacturing plant in Cambridge, Ontario, the company has a demonstration plant in Spartanburg, South Carolina, a plant in Peterborough, U.K., a distributor in Korea, and a licensee in Japan. The company has in excess of 500 working systems around the world with an average selling price of over \$100,000. Shred-Tech won the award for business Excellence for the Environment in 1990. The company works with non-exclusive distributors and agents throughout the world and welcomes new contacts.

Products/Services Available for Export:

Scrap Recycling Systems
Shredders

Spaltech International

Address: 7220 West Credit Avenue
Mississauga, ON
L5N 5N1

Phone: 416-542-7444
Fax: 416-542-7445

Export Contact: Ms. Rosanne Palmieri, Director

Marketing Profile

Spaltech International (Spaltech) was founded 10 years ago, primarily as a manufacturer's representative for a wide variety of auxiliary equipment. Since that time, it has begun manufacturing oil and water circulating temperature control units, drawer magnets, in-hopper grate magnets, and its unique self-emptying resin storage bins. These products are used in all types of plastics processing. Other industries where they have been successful are die-casting, printing, rubber, coating and laminating. All the products it manufactures are designed at its facility, and it has produced customized equipment upon request. Spaltech serves all sizes of customers from large multinational to small owner-operated firms.

In the past four years, the company has looked increasingly to export markets for expansion. It currently has customers throughout the U.S., Mexico, Panama, Venezuela, Columbia, France and Great Britain. Its goal is to double its export sales within the next year by establishing new accounts and continuing to serve its repeat customers. Its export markets are serviced from its office in Canada and through various agents and distributors. Spaltech is well equipped technically, and its sales staff is fluent in English, Italian and French. The company is interested in arranging additional agents and distributors.

Products/Services Available for Export:

Magnets
Mould Temperature Controllers, Hot Oil Circulating
Mould Temperature Controllers, Water Circulating
Self-Emptying Resin Storage Bins

Technmire Limited

Address: 7535, rue M.B. Jodoin
Anjou, QUE
H1J 2H9

Phone: 514-354-6110
Fax: 514-352-0028

Export Contact: Ms. Leela Hardat, Vice President, Sales

Marketing Profile

Technmire Ltd. was founded in July 1973 and set up a modern tool and die shop to design and build moulds for small precision die castings and injection mouldings. Immediately thereafter, work was started on the development of what is now called the Model 44 series of die casting and plastic injection moulding machines. These machines were successfully introduced in the early 1980's. This was followed by larger capacity Model 66 series in 1986 and the smaller high speed Model 22 series in 1987.

Technmire developed its system for insert moulding, continuous strip moulding, and two colour moulding. These systems were based on using the basic machines for all these applications, which increased manufacturing flexibility and eliminated the necessity for costly one-of-a-kind equipment.

Technmire is the only manufacturer in North America to have in-house tool design and fabrication, specialized in dies for their own machines, and can provide the customer with everything from a complete and detailed die design to a turnkey system.

Technmire has die casting and injection moulding machines installed throughout the world. This strong international presence was built through reputation for technically advanced machinery and tooling, together with strong support in the form of detailed operating manuals and documentation, intense training programs, and quick response standards for spare parts and technical service.

Technmire conducts business with principal companies in Canada, the U.S., Asia, Europe, and South America. Technmire markets its products to the electronics, automotive, locking devices, telecommunications, consumer products, medical and defense industries.

Products/Services Available for Export:
Injection Moulding Machines and Turnkey Systems

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Ventax Robot Inc.

Address: 73 Northumberland Street
Ayr, ON
N0B 1E0

Phone: 519-632-7634
Fax: 519-632-7702

Export Contact: Mr. John van Kooten

Marketing Profile

Ventax Robot Inc. (Ventax) started business in 1984 producing automation equipment for the plastics market, with a specific target being the injection moulding industry. The primary product is parts removal robots sized to fit injection moulding machines from 50 to 2,000 tons. With a variety of drive options, flexibility in design, and in-house manufacturing, Ventax can accommodate the diverse needs of custom and proprietary moulders.

Ventax has developed a base market in Ontario and Quebec through sales representative activities and direct customer contact. Ontario and Quebec are growth markets for Ventax, with sales having surpassed expectations over the last three years. The largest potential for Ventax' growth is in the American and Mexican markets. The U.S. sales force is organized and focused on the capabilities of Ventax, and with proper factory support and service in place, Ventax can compete in this marketplace.

Recent developments include the Modular VMR Robot. It is offered in various drive configurations, including servo drives. A second Y axis can be added at a later date, an attractive feature for custom moulders. Aside from a product highly adaptable to customization, Ventax also stresses the company's commitment to after sales service and support. This includes establishing local service networks, for which negotiations have begun.

The company's long term goal is to increase sales in all three market areas - Canada, the U.S. and Mexico. With its location in Southern Ontario, Ventax has excellent access to the North Eastern and North Central regions of the United States. These areas will be the major target for growth during the current and upcoming business year.

Products/Services Available for Export:

Conveyors, Belt
Robots and Parts-Removal System
Insert Loading Systems
Custom Assembly Systems
Pick and Place Modules

Visual Thermoforming Limited

Address: 6435 Cote de Liesse
St-Laurent, QUE
H4T-1E5

Phone: 514-344-0024
Fax: 514-344-0918

Export Contact: Mr. Dan Maiorino, International Marketing Manager

Marketing Profile

Founded over 20 years ago, Visual Thermoforming Ltd., is a leading designer and manufacturer of packaging machinery for customers throughout the world. The company produces a full line of packaging machinery, namely, blister sealing; skin packaging; thermoforming; and die cutting equipment. A wide range of models, from manual to fully automated, enables users to choose equipment best suited for its packaging needs, while achieving major cost reductions and rapid paybacks. Visual Thermoforming has established a solid reputation with a multinational group of industries, including retail product, protective, food & ovenable, sterilized medical packaging, as well as the thermoforming industry. This reputation is due to the equipment's high standards of durability, versatility, consistent performance (especially when under the strictest packaging requirements), and its ability to customize to meet specific needs.

Over the past 10 years, export sales have more than tripled. The firm has established a sales and service network of approximately 225 distributors, covering the U.S. from the East to the West coast. These initiatives have contributed to Visual Thermoforming's emergence as one of the top 3 suppliers of this type of equipment in the U.S.. The company has ventured into world markets, and is specifically seeking to extend its markets through sales or special licensing arrangements. The firm has a highly experienced and trained technical staff fluent in French, Italian, Chinese, Polish, and English.

Products/Services Available for Export:

Hydraulic Cutting
Presses
Pressure Forming Machines
Sealing/Bonding Machines, Heat
Thermoforming Equipment
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COOLING AND RECIRCULATING SYSTEMS

A.R. Engineering Machine & Tools Inc.
Ashland Taylor Inc.
Berg Chilling Systems Inc.
Brampton Engineering (1983) Inc.
Hamilton Avtec Inc.
International Cooling Systems Inc.

COOLING TOWERS

Berg Chilling Systems Inc.
Hamilton Avtec Inc.
Mould-Tek Industries Inc.

CORRUGATING EQUIPMENT, PIPE

Ashland Taylor Inc.
Corma Inc.

CUSTOM MOULDING MACHINES

Engel Canada Inc.

CYLINDERS

Ashland Taylor Inc.
Progress Precision Inc.

DECORATING EQUIPMENT

Cassco Machines (Division of Canada Stamp and Stencil Co. Limited)

DRYERS, HOT AIR/OTHER

Hamilton Avtec Inc.
Cactus Machinery Inc.

EMBOSSING EQUIPMENT

Cassco Machines (Division of Canada Stamp and Stencil Co. Limited)

EXTRUDERS

A.R. Engineering Machine & Tools Inc.
Alpha Marathon Manufacturing. Inc.
Ashland Taylor Inc.
Brampton Engineering (1983) Inc.
Corma Inc.
Deltaplast Machinery Inc.
Macro Engineering and Technology Inc.
PATT Filtration (Division of PHM Filtration Inc.)
Rite-Tek Canada

EXTRUSION, DIE AND AIR RINGS

A.R. Engineering Machine & Tools Inc.
Alpha Marathon Manufacturing. Inc.
Brampton Engineering (1983) Inc.

EXTRUSION DIES, COMPOUNDING EXTRUDER

A.R. Engineering Machine & Tools Inc.
Ashland Taylor Inc.

EXTRUSION DIES, PIPE

A.R. Engineering Machine & Tools Inc.
Ashland Taylor Inc.
Brampton Engineering (1983) Inc.
Corma Inc.
Deltaplast Machinery Inc.

EXTRUSION DIES, PROFILES

A.R. Engineering Machine & Tools Inc.
Brampton Engineering (1983) Inc.
Corma Inc.

EXTRUSION DIES, ROD

A.R. Engineering Machine & Tools Inc.
Ashland Taylor Inc.
Brampton Engineering (1983) Inc.
Deltaplast Machinery Limited

EXTRUSION, DOWNSTREAM, COOLING AND SIZING TROUGH

Ashland Taylor Inc.
International Cooling Systems Inc.
Macro Engineering and Technology Inc.

EXTRUSION, DOWNSTREAM, CUT-OFF

Ashland Taylor Inc.
Macro Engineering and Technology Inc.

EXTRUSION, DOWNSTREAM, FOLDING AND CREASING

Ashland Taylor Inc.
Macro Engineering and Technology Inc.

EXTRUSION, DOWNSTREAM, HAUL-OFF

Alpha Marathon Manufacturing. Inc.
Ashland Taylor Inc.
Brampton Engineering (1983) Inc.
Deltaplast Machinery Inc.
Macro Engineering and Technology Inc.

EXTRUSION, DOWNSTREAM, WINDING

Alpha Marathon Manufacturing. Inc.
Ashland Taylor Inc.
Brampton Engineering (1983) Inc.
Deltaplast Machinery Inc.
Macro Engineering and Technology Inc.

FEEDERS

Macro Engineering and Technology Inc.
Hamilton Avtec. Inc.

FILTER CHANGERS

PATT Filtration (Division of PHM Filtration Inc.)

FILTRATION SYSTEMS

PATT Filtration (Division of PHM Filtration Inc.)

FLAME-TREATING EQUIPMENT

Cassco Machines (Division of Canada Stamp and Stencil Co. Limited)

GRANULATORS

Hamilton Avtec Inc.
Rotogran International Inc.
Shred-Tech Limited

HYDRAULIC PUMPS AND EQUIPMENT

E.J. Machine Co. Limited

INJECTION MOULDING MACHINES

Engel Canada Inc.

Husky Injection Molding Systems Limited

Techmire Limited

JIGS AND FIXTURES

Ashland Taylor Inc.

E.J. Machine Co. Limited

LAMINATING EQUIPMENT

Macro Engineering and Technology Inc.

LOADERS/UNLOADERS

Cactus Machinery Inc.

Hamilton Avtec Inc.

Mould-Tek Industries Inc.

Pathex International Inc.

Ventax Robot Inc.

MAGNETS

Cactus Machinery Inc.

Hamilton Avtec Inc.

Spaltech International

MIXING AND BLENDING EQUIPMENT, DRY COLOURING AND BLENDING

Hamilton Avtec Inc.

Mould-Tek Industries Inc.

Macro Engineering and Technology Inc.

MIXING AND BLENDING EQUIPMENT, OTHER

E.J. Machine Co. Limited

Hamilton Avtec Inc.

Macro Engineering and Technology Inc.

Mould-Tek Industries Inc.

MODULAR PRODUCTION SYSTEMS

Engel Canada Inc.

MOULD ASSEMBLIES FOR PRESSURE FORMING

G.N. Plastics Company

MOULD CHANGING SYSTEMS

Engel Canada Inc.

MOULD MOUNTING SYSTEMS

Engel Canada Inc.

MOULD TEMPERATURE CONTROLLERS, ELECTRIC/HOT OIL/WATER

Berg Chilling Systems Inc.

Hamilton Avtec Inc.

International Cooling Systems Inc.

Rite-Tek Canada

Spaltech International

NOZZLES/TIPS/END CAPS

North American Feed Screw Limited

Poly-Plas Feed Screws Inc.

PLC CONTROLLED TUB INVERTOR FOR DAIRY PRODUCTS

E.J. Machine Co. Limited

PAD PRINTING MACHINES AND SUPPLIES

Cassco Machines (Division of Canada Stamp and Stencil Co. Limited)

PELLETIZERS

Ashland Taylor Inc.

Hamilton Avtec Inc.

PIPE PERFORATOR

Corma Inc.

PLANETARY CUT-OFF

Corma Inc.

PRESSES

John T. Hepburn Limited

Pathex International Limited

Shaw-Almex Industries Limited

Visual Thermoforming Limited

PRESSURE FORMING MACHINES

G.N. Plastics Co. Limited

Visual Thermoforming Limited

ROBOTS AND PARTS-REMOVAL SYSTEM

Engel Canada Inc.
FSP Machinery Co. (Canada) Inc.
Husky Injection Molding Systems Limited
Ventax Robot Inc.

SCRAP RECYCLING SYSTEMS

Alpha Marathon Manufacturing. Inc.
Hamilton Avtec Inc.
Mould-Tek Industries Inc.
Shred-Tech Limited

SCREWS

Alpha Marathon Manufacturing Inc.
Deltaplast Machinery Limited
Canadian Feed Screws Manufacturing Limited
North American Feed Screw Limited
Poly-Plas Feed Screws Inc.
Progress Precision Inc.

SEALING/BONDING MACHINES, HEAT

Drader Injectweld Inc.
Macro Engineering and Technology Inc.
Visual Thermoforming Limited

SHREDDERS

Shred-Tech Limited

SILICONE RUBBER DIES, SHEETS AND ROLLERS

Cassco Machines (Division of Canada Stamp and Stencil Co. Limited)

SKIN PACKAGING MACHINERY

Visual Thermoforming Limited

SLITTING EQUIPMENT

E.J. Machine Co. Limited
Macro Engineering and Technology Inc.

STATISTICAL PROCESS AND AVAILABILITY CONTROL SYSTEMS

Engel Canada Inc.

STORAGE EQUIPMENT

Hamilton Avtec Inc.
Spaltech International

TAKE OFF STACKING TABLE

Corma Inc.

THERMOFORMING EQUIPMENT

G.N. Plastics Co. Limited

Visual Thermoforming Limited

TIE BARS

Cactus Machinery Inc.

North American Feed Screws Limited

WEIGH BLENDERS

Hamilton Avtec Inc.

Mould-Tek Industries Inc.

WEIGH EQUIPMENT

Hamilton Avtec Inc.

Mould-Tek Industries Inc.

WELDER, EXTRUSION

Drader Injectweld

WINDING EQUIPMENT

E.J. Machine Co. Limited

Macro Engineering and Technology Inc.

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