

Name: St. Louis Music Supply
Address: 1400 Ferguson
St. Louis, MO 63133
U.S.A.
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- Imports guitars from South Korea.
- Obtains information from trade fairs and manufacturers to aid in purchasing decisions.
- Price is a significant consideration in the decision to import.
- Has never tried Canadian sources.
- Prefers brochures from the Canadian firm.
- Actively seeking sources of supply for violin cases and electric guitars.

APPENDIX 2
U.S. IMPORTERS GENERALLY
SEEKING SOURCES
OF SUPPLY