

Name: Nikon Incorporated
Address: 623 Stewart Avenue
Garden City, NY 11530
U.S.A.
Contact: Mr. Hank Quist, Service Manager
Telephone: 516-222-0233
Fax: 516-222-2823

- Not presently importing any products.
- Has never tried Canadian sources.
- Prefers to be contacted by the Canadian firm via a manufacturer's representative, brochures and/or industry publications.
- Reads *Innovations*.
- Actively seeking sources of supply for electronic pianos and guitars.

Name: Panasonic
Address: 1 Panasonic Way
Secaucus, NJ 07094
U.S.A.
Contact: Mr. Mark Knox, Import Manager
Telephone: 201-348-7814
Fax: 201-392-4869

- Imports electronic and digital keyboards from Japan (parent company is in Japan).
- Obtains information from distributors and personal contacts to aid in purchasing decisions.
- Has never tried Canadian sources.
- Prefers brochures from the Canadian company.
- Actively seeking sources of supply for cabinetry for components.