

Name: Colonia
Address: 15 Executive Blvd.
Orange, CT 06477
U.S.A.
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- Imports perfumes, toilet water, cosmetics, bath oils, essences and shaving preparations from France and West Germany.
- Parent company agreement is a significant factor in the decision to import.
- Has never tried Canadian products.
- Prefers indirect contact by the Canadian firm, via brochures and industry publications.
- Reads *Products Marketing*, *Beauty Fashion*, *Cosmetic World* and *Women's Wear Daily*.
- Actively seeking sources of supply for women's fragrances.