

U.S. PRINT BUYERS CONTACTED FOR THIS SURVEY

Firm	City	Product or Service	Contact	Phone	Interviewed?
ABB Kent Taylor	Rochester	process control equip.	Pat Campbell	(716) 292-6050	Yes
Allegheny Ludlum Steel Div.	Pittsburgh	steel & alloys	purchasing	(412) 394-2800	
Aluminum Company of America	Pittsburgh	aluminum products	Audrey Parey	(412) 553-4545	
Arnold & Company Inc.	Syracuse	advertising agency	Meg Stepanian	(315) 446-0037	Yes
Bausch & Lomb	Rochester	eyewear	Harry Clauss	(716) 338-6000	
Blair/BBDO Advertising	Rochester	advertising agency	Judy Hawthorne	(716) 473-0440	
Buffalo Public Schools	Buffalo	education	Georgia Zeigler	(716) 851-3500	Yes
Buffalo State College	Buffalo	education	Lynn Lions	(716) 878-4113	Yes
Bush Industries Inc.	Buffalo	furniture manufacturer	Mike S.	(716) 665-2000	Yes
CAE-Link Corporation	Binghamton	simulation training systems	Jackie Eck	(607) 721-2605	
Calgon Corp.	Pittsburgh	air/water pollution control	Glenn Loper	(412) 777-8386	Yes
Capintec Instruments	Pittsburgh	control instruments	Shirl Van Dyke	(412) 963-1988	Yes
Carousel Center Mall	Syracuse	shopping center	Gina Mintzer	(315) 466-6000	
Carrier Corporation	Syracuse	air conditioners	Frank Scarfino	(315) 432-7905	Yes
Champlain Centres Mall	Plattsburgh	shopping center	Carolyn Harding	(518) 561-8660	Yes
Champlain Hospital	Plattsburgh	health care	Noel Stewart	(518) 561-2000	
Children's Hospital of Buffalo	Buffalo	health care	Beverly	(716) 878-1973	Yes
Contraves-Goerz Corporation	Pittsburgh	industrial instruments	Wayne Perry	(412) 967-7700	
Cooper Power Systems	Pittsburgh	power systems	purchasing dept.	(412) 777-3200	
Crouse-Hinds E.C.M.	Syracuse	elec. construction materials	Kathy Duskee	(315) 477-5120	
Daily Juice Products	Pittsburgh	food producer	Gary Tener	(412) 828-8602	
Dresser-Rand Co.	Buffalo	compressors, engines	Linda Finkel	(716) 375-3148	
DuPont Co.	Buffalo	imaging systems	purchasing dept.	(716) 277-1200	
Eastman Kodak Co.	Rochester	cameras, film, imaging equip	purchasing dept.	(716) 724-4000	
Endicott Johnson	Binghamton	shoe retailer	Jean Borelli	(607) 770-6521	Yes
Eric Mower and Assoc.	Buffalo	advertising agency	Paul Wahler	(716) 842-2233	Yes
Erie County Medical Center	Buffalo	health care	Barbara Sims	(716) 898-3000	
Erie County, New York	Buffalo	county government	Vallie Trillizio	(716) 858-6312	Yes
Fay's Incorporated	Syracuse	drug stores	Bill Fairchild	(315) 451-8000	
Fisher-Price Toys	Buffalo	toy manufacturer	purchasing dept.	(716) 687-3000	
Fleet Financial Group	Buffalo	commercial banking	Daryl Walker	(716) 431-7926	
Ford Motor Co.	Buffalo	auto manufacturer	purchasing dept.	(716) 821-4000	
Frito-Lay Corp.	Binghamton	snack foods	Vicki Rawding	(607) 775-4330	Yes
General Motors/Delco Div.	Rochester	auto manufacturer	Keith Pinto	(716) 277-3700	Yes
Genesee Brewery	Rochester	beer brewer	Todd Brady	(716) 546-1030	
Gleason Corp.	Rochester	machine tools	purchasing dept.	(716) 473-1000	
Great Lakes Plastic Co. Inc.	Buffalo	plastic fabrication	Barry Gonsior	(716) 896-3100	
H.J. Heinz	Pittsburgh	food production	Mike Greca	(412) 237-5757	
Hutchins, Young & Rubicam	Rochester	advertising agency	Bill Manzey	(716) 546-6480	Yes
Ice Inc.	Rochester	advertising agency	Kathy Hamilton	(716) 244-5400	
International Business Machines	Syracuse	computers, mainframes	Beverly Vecchio	(315) 424-2170	
Iron Age Protective Co.	Pittsburgh	industrial footwear	Don Stella	(800) 223-8912	Yes
Jones & Laughlin Steel	Pittsburgh	steel, coal, chemicals	purchasing dept.	(412) 227-4000	
Joy Technologies	Pittsburgh	industrial equipment	purchasing dept.	(412) 562-4500	
Koolvent Aluminum Products Inc.	Pittsburgh	windows, siding, awnings	Stella Scfranski	(412) 858-3500	