

Name: Kollsman Manufacturing Co./Div. of Sun Chemical Corp.  
Address: 10 Columbia Drive  
Amherst, NH 03031  
U.S.A.  
Contact: Mr. Ed Filip, Buyer  
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- Imports terminals from Japan.
- 50% of purchases made in January, 50% in August.
- Has never tried Canadian sources.
- Prefers to be contacted by the Canadian firm via brochures, personal contact by the company or by a manufacturer's representative, participation in trade fairs, industry publications, and/or a visit by a representative to the Canadian company and its facilities.
- Reads *Purchasing* and *Buyer's News*.
- Trade fairs, industry publications and recommendations from personal contact aid in purchasing decision.
- Actively seeking sources of supply for terminal components.