

Name: Forty Eighth Custom Guitars  
Address: 170 West Forty Eighth  
New York, NY 10036  
U.S.A.  
Contact: Mr. Don Jimenez, Order Manager  
Telephone: 212-764-1364  
Fax: 212-302-7063

- Imports guitars and accessories from Japan and Canada.
- Information provided in industry publications aid in purchasing decisions.
- Has been satisfied with Canadian sources.
- Prefers to be contacted by the Canadian company via brochures, industry publications, catalogues and/or direct personal contact.
- Reads *Purchasing*.
- Actively seeking sources of supply for accessories.

Name: Getzen Company Incorporated  
Address: P.O. Box 440  
Elkhorn, WI 53121  
U.S.A.  
Contact: Mr. Larry Seaver, Purchasing Manager  
Telephone: 414-723-4221  
Telex: 260104

- Imports tubas from West Germany.
- Distributors aid in purchasing decisions.
- Has never tried Canadian sources.
- Prefers to be contacted by the Canadian firm via a manufacturer's representative, a distributor, brochures and/or to visit the Canadian company and its facilities.
- Actively seeking sources of supply for coinings.