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- Imports monitors, printers, cash registers and floppy disks from Japan, Portugal, Mexico and Canada.
- Price is a significant factor in the decision to import.
- Has been dissatisfied with Canadian products because of delays in delivery.
- Prefers to be contacted by the Canadian firm via brochures, personal contact by the company and/or a visit by a representative to the Canadian company and its facilities.
- Actively seeking sources of supply for video monitors which are high resolution, black and white and full page.