

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

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 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.

- 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.