

**Name:** Fujitsu America, Inc.  
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Richardson, TX 75081  
U.S.A.  
**Contact:** Mr. Gerry Brown, Purchasing Manager  
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- Imports telephone equipment and electronics from Japan.
- Has never tried Canadian sources.
- Prefers to be contacted by the Canadian firm via brochures and industry publications.
- Reads *Purchasing World* and *Electronic Buyers News*.
- Recommendations from personal contact, manufacturers and industry publications aid in purchasing decision.
- Actively seeking sources of supply for integrated circuit boards.