

Name: Chesbro Music  
Address: P.O. Box 2009  
Idaho Falls, ID 83403-2009  
U.S.A.  
Contact: Ms. Lynn Cook, Import Controller  
Telephone: 208-522-8691  
Fax: 208-522-8712

- Import drums, guitars, compact effects and cymbals from Japan, South Korea, Canada, Taiwan and West Germany.
- Obtains information from manufacturers and recommendations from personal contacts to aid in purchasing decisions.
- Has been very satisfied with Canadian sources.
- Has no preference as to the method of receiving information about the Canadian firm.
- Participates in the "National American Music Merchants" fair.
- Reads *Musical Merchandise Review*, *Modern Drummer*, *Upbeat Magazine* and *Downbeat Magazine*.
- Actively seeking sources of supply for guitars and drums.

Name: Entertainment Music Marketing  
Address: 770 - 12 Grand Blvd.  
Deer Park, NY 11729  
U.S.A.  
Contact: Mr. Joseph Salzman, President  
Telephone: 516-243-0600  
Telex: 1003697

- Imports string and electronic instruments from West Germany, Japan, South Korea and Taiwan.
- Trade fairs and past experiences aid in purchasing decisions.
- Has never tried Canadian sources.
- Prefers to be contacted by the Canadian firm via brochures, trade fairs, direct personal contact and/or to visit the Canadian company and its facilities.
- Attends the "International Musical Instrument" trade fair.
- Actively seeking sources of supply for fretted instruments (guitars) and amplifiers for guitars.