

Name: W.B. Saunders Company  
Address: Independence Square West  
Philadelphia, PA 19106  
U.S.A.  
Contact: Mr. Michael Bailey, Manufacturing  
Manager  
Telephone: 215-238-7800  
Fax: 215-238-5656

- Has never tried Canadian products.
- Prefers receiving information on the Canadian firm and its products via brochures direct from the company, personal contact by a manufacturer's representative, industry publications and a visit by a representative to the Canadian company and its facilities.
- Reads *Printing Industry* and *High Volume Printing*.
- Actively seeking sources of supply for four colour sheet printing.