

Name: Kollsman Manufacturing Co./Div. of Sun Chemical Corp.
Address: 10 Columbia Drive
Amherst, NH 03031
U.S.A.
Contact: Mr. Ed Filip, Buyer
Telephone: 603-880-7746
Fax: 603-880-8748

- Imports terminals from Japan.
- 50% of purchases made in January, 50% in August.
- Has never tried Canadian sources.
- Prefers to be contacted by the Canadian firm via brochures, personal contact by the company or by a manufacturer's representative, participation in trade fairs, industry publications, and/or a visit by a representative to the Canadian company and its facilities.
- Reads *Purchasing* and *Buyer's News*.
- Trade fairs, industry publications and recommendations from personal contact aid in purchasing decision.
- Actively seeking sources of supply for terminal components.