

**Name:** Pan Western Products  
**Address:** P.O. Box 45A  
San Ysidro, CA 92073  
U.S.A.  
**Contact:** Mr. Shulke, Marketing Manager  
**Telephone:** 619-428-2312  
**Fax:** 619-690-4317

- Imports labels, high gross paper sheets, varnish paper, and posters from Singapore, Hong Kong and Taiwan.
- Has never tried Canadian products.
- Prefers receiving information on the Canadian firm and its products via brochures direct from the company, personal contact by the company, personal contact by a manufacturer's representative and visit by a representative to the Canadian company and its facilities.
- Actively seeking sources of supply for bamboo trays with imprinted artwork.