

Name: C.F. Martin
Address: 510 Sycamore Street
Nazareth, PA 18064
U.S.A.
Contact: Ms. Sandra Applegate, Purchasing Manager
Telephone: 215-759-2837
Fax: 215-759-5757

- Imports guitars from Japan and South Korea.
- Uses information obtained at trade fairs to aid in purchasing decision.
- Price is a significant consideration in the decision to import.
- Has never tried Canadian sources.
- Prefers to receive brochures from the Canadian firm
- Actively seeking sources of supply for ukuleles.

Name: Chandler Industry
Address: 590 - 19th Street
San Francisco, CA 94107
U.S.A.
Contact: Mr. Paul Chandler, President
Telephone: 415-626-1742
Fax: 415-626-0671

- Imports guitar parts from Japan and Taiwan.
- Quality and service are significant factors in the decision to import.
- Has never tried Canadian sources.
- Prefers to be contacted by the Canadian firm via personal contact, brochures and/or to visit the Canadian company and its facilities.
- Actively seeking sources of supply for electronic products.