

Name: Baldwin Piano & Organ  
Address: 422 Ward Corner Road  
Loveland, OH 45140  
U.S.A.  
Contact: Mr. Kevin Caines, Purchasing Manager  
Telephone: 513-576-4500

- Imports portable keyboards and grand pianos from Italy, Japan and South Korea.
- Obtains information from industry publications and its dealer network to aid in purchasing decisions.
- Places purchase orders in January, July and October.
- Has never tried Canadian sources.
- Prefers to be contacted by the Canadian firm via trade fairs and industry publications.
- Participates in "National Association of Music Merchants" fair.
- Reads *Musical Merchandise Review* and *Music Trade Journal*.
- Actively seeking sources of supply for portable keyboards.

Name: Baldwin Piano & Organ (Treber Music Co.)  
Address: 2265 El Camino Rial  
Palo Alto, CA 94307  
U.S.A.  
Contact: Ms. Marilyn Treber, Owner  
Telephone: 415-329-1020

- Imports pianos and organs from Japan and South Korea.
- Not satisfied with present suppliers due to differences in attitudes and ethics.
- Obtains information from distributors and manufacturers to aid in purchasing decisions.
- Price is a significant consideration in the decision to import.
- Has never tried Canadian sources.
- Prefers to be contacted via brochures, trade fairs and industry publications.
- Attends the "National American Music Merchants" trade fair.
- Reads *Music Trade Journal* and *Upbeat Magazine*.
- Actively seeking sources of supply for pianos and organs.