

CUSTOMER SOURCING REPORT (CSR)

I. TARGET COUNTRY

Exporter gives us the target markets where he wants to find new customers. This time, the Exporter choose as an example **UNITED KINGDOM**

II. PRODUCT TO SELL

Exporter gives us the product he wants to be selling in the specified markets. This time, the Exporter choose as an example **11W FLUORESCENT LAMP** with the following specifications:

- 1) Working lamp with resistance cable
- 2) AC 220 - 230V, 5m, 11W
- 3) 11W fluorescent bulbs, 5m resistance cable
- 4) Hanging hook
- 5) Waterproof function



UNITED KINGDOM - POTENTIAL BUYERS

IMPORTER	CONTACT INFORMATION
Company name	JH Leeke & Sons Ltd.
Address	Cowbridge Road, Pontyclun, Mid-Glamorgan CF72 8 XU United Kingdom
Telephone	+44-14-4366-7600
Fax	+44-14-4366-7601
E-mail	marketing@leekes.co.uk
Web	www.leekes.co.uk
Contact person	Managing Director: Gerald Leeke Marketing Director: Paul Beddoe

IMPORTER	CONTACT INFORMATION
Company Name	Budget DIY Ltd
Address	Valley Road Wombwell South Yorkshire S73 0BS (United Kingdom)
Telephone	+44 (0)1226 751155
Fax	+44 (0)870 429 6001
E-mail	sales@maplin.co.uk
Web	www.maplin.co.uk
Contact Person	Commercial Director: David O'Reilly Managing Director: Graham Caldwell

IMPORTER	CONTACT INFORMATION
Company Name	AG Stanley Ltd.
Address	Victoria Mills, Macclesfield Road, Holmes Chapel, Cheshire CW4 7PA, United Kingdom
Telephone	+44-161-3 331202
Fax	+44-14-7753-7032
E-mail	sales@fads.co.uk
Web	www.fads.co.uk
Contact Person	Managing Director: Hugh Robertson

IMPORTER	CONTACT INFORMATION
Company Name	Focus Ltd.
Address	Gawsworth House, Westmere Drive, Crewe, Cheshire CW1 6ZD, United Kingdom
Telephone	+44-12-7050-1555
Fax	+44-12-7025-0501
E-mail	recruitment@focusdiy.co.uk
Web	www.focusdiy.co.uk
Contact Person	Managing Director: David Pearson