

WHAT'S IN IT FOR YOU?

Advertisers Can Tell You:



We have been very pleased with the phone calls and inquiries we have received as a result of our advertising in **The Softwood Forest Products Buyer**. As a remanufacturer producing ornamental timbers and specialty products with an extensive milling facility we were amazed by the phone calls we received from our customers regarding the feature story you did accompanied

by photographs.

Our company has a small sales staff and *The Softwood Buyer* provides Richardson Lumber and Manufacturing the ability to target our customers and potential customers and we definitely see the VALUE!

Jamie Hursh
Richardson Lumber and Manufacturing
Dallas, TX



We have had a long-standing partnership with *The Softwood Buyer* and advertised since 1985 in their publication on a regular basis. They have a proven reach and exposure throughout the industry. The amount of conversations with new potential customers that start with 'I saw you in *The Softwood Buyer* is measurable'.

Alex Darrah
Durgin and Crowell Lumber Co., Inc.
New London, N.H.



Robbins Lumber has utilized **The Softwood Forest Products Buyer** since its inception in 1985. We believe in keeping our name, products and services before the markets we serve.

There is also another reason why we continue to do business with Miller Wood Trade Publications. Miller Wood Trade Publications has continually shown their commitment to the Sawmill Industry. The Miller family is an active supporter of many of the associations within our Industry. The Miller family are not just publishers, they are as much a part of this industry as any other sawmill. Their relationships throughout the entire industry have led to introductions that have turned into meaningful business for Robbins Lumber. We support them because they support us. It's as simple as that. Thank you to Terry and all of the employees of Miller Wood Trade Publications for everything you do!

Alden Robbins
Robbins Lumber Inc.
Searsmont, ME



We advertise in two or three publications, but we get the highest response in terms of number of calls and quality of inquiries from *The Softwood Buyer*. Your newspaper has worked better than any other advertising we have used. Our Ads, news items and photos appear regularly and they result in buyers contacting us. Then we call them back two or three times and finally we start doing business with them. It may take six months from the initial contact, but we have made customers from our use of your newspaper. As a result, we have just doubled our advertising space to half page sizes and we have gone from black and white to the use of color.

Even with current customers we see positive results. They will call us and say they saw our picture or an article about our company in your paper and it generates conversation and a chance to get to know one another a little better. Anytime we can get information out to customers or potential customers and have them respond, that's helpful to our business.

Darren Duchi
Siskiyou Forest Products
Anderson, CA

The
Softwood 
Forest Products **Buyer**

"...it's everywhere you need to be to get more business!"

P.O. Box 34908 • Memphis, TN 38184 • Phone (901)372-8280 • Fax: (901) 373-6180

www.millerwoodtradepub.com

With your six time marketing program you receive these additional sales benefits:

- (1) **Free** feature article accompanied by 6 to 8 four-color photographs.
- (2) **Free** news item on your sales or purchasing representative under “Who’s Who” in the Softwood Buyer.
- (3) 100 **free** gift subscriptions going to the buyer of your choice compliments of your company (NO duplication)...value \$5,500.
- (4) **Free** use of Green Book’s On-line Softwood Marketing Directory. (Normally leases for \$1,200.00 a year.... see brochure)
- (5) **Free** Stock listing service, 25 line limit. (See Softwood Forest Products’ Stock Exchange.)
- (6) **Free** small Ad in all six issues of the “Wood Purchasing News” distributed to more than 50,000 buyers globally on a rotating basis.
- (7) Priority on News Items under Trade Talk.

The
Softwood
Forest Products **Buyer**



“...it’s everywhere you need to be to get more business!”

P.O. Box 34908 • Memphis, TN 38184 • Phone 800-844-1280
sfwd@millerwoodtradepub.com

www.millerwoodtradepub.com

You'll discover...

MORE SALES OPPORTUNITIES THAN YOU EVER DREAMED OF!

You'll reach more...

BUYERS YOU'VE NEVER BEEN ABLE TO CONTACT BEFORE

You'll develop...

NEW ACCOUNTS...REPEAT CUSTOMERS

You'll get more phone calls, emails... and

MORE SALES

currently distributed to over 36,187* firms in North America & Mexico

*Circulation per issue 20,000

- Retail Outlets (Home Centers, Mass Merchandisers, Independent Retail Yards).....15,512
- Building Material Distributors, Contractor Yards.....268
- Industrial Buyers (millwork, moulding, furniture, wood treating, manufactured housing, flooring, mobile homes, log homes, post framed and timber framed buildings, prefabricated buildings, storage sheds, wood fencing, pallets, etc.).....11,034
- Wholesalers and Wholesale Distributors, Sash and Door Jobbers.....5,093
- Mills (Lumber, Panel, Wood Shingles & Shake Producers, Engineered Wood Products Manufacturers and Remanufacturers).....3,306
- Exporters.....251
- Veneer.....98
- Softwood Trade Associations.....60
- To Be Classified.....565

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 Forest Products **Buyer**



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sfwd@millerwoodtradepub.com

www.millerwoodtradepub.com

The Softwood Forest Products Buyer State Count

| | |
|-------------------|-------|
| Alabama | 922 |
| Alaska | 79 |
| Arizona | 365 |
| Arkansas | 517 |
| California | 2,137 |
| Colorado | 464 |
| Connecticut | 458 |
| Delaware | 56 |
| Dist. of Columbia | 12 |
| Florida | 1,271 |
| Georgia | 1,138 |
| Guam | 1 |
| Hawaii | 70 |
| Idaho | 434 |
| Illinois | 1,076 |
| Indiana | 757 |
| Iowa | 551 |
| Kansas | 410 |
| Kentucky | 504 |
| Louisiana | 605 |
| Maine | 385 |
| Maryland | 359 |
| Massachusetts | 545 |
| Michigan | 980 |
| Minnesota | 815 |
| Mississippi | 539 |
| Missouri | 837 |

| | |
|----------------|---------------|
| Montana | 284 |
| Nebraska | 374 |
| Nevada | 87 |
| New Hampshire | 248 |
| New Jersey | 485 |
| New Mexico | 168 |
| New York | 1,152 |
| North Carolina | 1,196 |
| North Dakota | 146 |
| Ohio | 987 |
| Oklahoma | 416 |
| Oregon | 1,129 |
| Pennsylvania | 1,583 |
| Puerto Rico | 9 |
| Rhode Island | 87 |
| South Carolina | 556 |
| South Dakota | 226 |
| Tennessee | 879 |
| Texas | 2,396 |
| Utah | 266 |
| Vermont | 165 |
| Virginia | 789 |
| Washington | 1,055 |
| West Virginia | 223 |
| Wisconsin | 935 |
| Wyoming | 97 |
| Total | 32,225 |

Canada

| | |
|------------------|-------|
| Alberta | 258 |
| British Columbia | 1,201 |
| Manitoba | 113 |
| New Brunswick | 130 |
| Newfoundland | 54 |
| Nova Scotia | 155 |

| | |
|----------------------|--------------|
| Ontario | 907 |
| Prince Edward Island | 17 |
| Quebec | 483 |
| Saskatchewan | 103 |
| Yukon | 4 |
| Total | 3,425 |

Mexico

| | |
|--------------|------------|
| Total | 537 |
|--------------|------------|

THE SOFTWOOD FOREST PRODUCTS BUYER AD SPECS

No discounts for preferred premium Ad locations:

Inside Front Cover Page 2, Page 3, Pages 4, 5, 7 and 1/2 Island Pages 8 & 9

Right hand positions opposite photograph pages

Inside Back Cover and Back Cover

Preferred Material:

We require a high resolution Adobe PDF, preferably generated from Acrobat Distiller (CMYK, embedded fonts and photos, no crop marks). We primarily use Indesign and Photoshop.

Recommended screen 100. Resolution 1200 dpi. **NO FOUR COLOR BLACK.**

CMYK COLORS ONLY. We cannot guarantee color consistency with other color types

Ads and photos can be submitted via email to Apryll Cosby at:

apryll@millerwoodtradepub.com

Or send a CD to:

Apryll Cosby

The Softwood Forest Products Buyer

PO Box 34908

Memphis, TN 38184-0908

Should you have any questions, please call us at 800-844-1280.

| Sizes: | Width | Depth |
|----------------------------|--------------|---------------|
| FULL PAGE: | 9.25" | 13.25" |
| FULL PAGE w/BLEED: | 10.5" | 14.75" |
| Finished Trim: | 10.25" | 14.5" |
| Live Area: | 9.25" | 13.25" |
| CENTER SPREAD (BLEED ONLY) | 20.75" | 14.75" |
| Finished Trim: | 20.5" | 14.5" |
| Live Area: | 19.5" | 13.25" |

NOTE: Please keep any text, logos, or photos that you do not want trimmed off **INSIDE THE LIVE AREA**

| | Width | Depth |
|----------------|-------|-------|
| 1/2 Island | 7" | 9" |
| 1/2 Horizontal | 9.35" | 6.4" |
| 1/4 Page | 4.65" | 6.3" |

COLOR CHARGES:

FOUR-COLOR - \$750.00 PER INSERTION

ONE COLOR - \$250.00 PER INSERTION

PMS COLORS - \$375.00 PER COLOR/INSERTION

High Temperature Pine Kilns

nyle Dry Kilns

Indirect High Temperature Gas Burners:

- Designed for Timbers and Piles.
- Operates up to 240°F.
- Top quality results with fast drying times.
- Corrosion resistant aluminum and stainless steel coils providing an ultra long life.
- Precision control systems with remote access from anywhere in the world.
- In-house installation team available.
- Complimentary customer support from the experts that built your kiln.

The by-products of combustion remain inside of the hot exhauster, resulting in a cleaner process air.

Indirect or Direct

www.nyle.com | kilnsales@nyle.com | 800-777-6953

Full Page (With Bleed)
10.5" x 14.75"

Full Page (No Bleed)
9.25" x 13.25"

Ponders Hollow Custom Wood Flooring & Millwork: Ushering In A Renaissance In American Manufacturing

Westport, MA - Ponders Hollow Custom Wood Flooring & Millwork, located in Westport, Massachusetts, is a family-owned business that has been in operation since 1988. The company's commitment to quality and customer service is reflected in its products and services. Ponders Hollow is a leading manufacturer of custom wood flooring and millwork, serving a wide range of clients from residential to commercial. The company's products are made from high-quality materials and are designed to last. Ponders Hollow is proud to be a part of the American manufacturing renaissance.

"We understand the importance of quality and service, and we strive to deliver premium, finely-crafted products and to always provide the highest level of service to our customers."

Gerry Lumbert, President

Collins

1/2 Page Island
7" x 9"

RESERVE

Two Coat Exterior Prime

Our two-coat primer starts with an ultra-thin black primer, followed by a high-performance acrylic primer. The result: RESERVE quality, looks and acts.

Superior Wood

Most of all, though, Super Coat Exterior Prime has a superior wood primer. It's made from a blend of natural and synthetic resins, so it's tough and long-lasting. It's also easy to apply, so you can get the most out of your wood.

Surfacing • Sizes • Lengths

RESERVE products come in a wide range of sizes, lengths and thicknesses. We have the product you need for your project. Call us at 1-800-451-2112, or visit our website at www.siskiyou.com.

The Finest Stock. The Best Coating.

Our Siskiyou Forest Products RESERVE is a premium wood coating product. It's made from the finest materials and is designed to last. It's the best choice for your project.

SISKIYOU FOREST PRODUCTS

1/2 Vertical
4.5" x 13.25"

Delivering amazing results with Real Cedar

Meeting competitors in the high-end market of Western Cedar. No more competitors. Meeting your customer's needs and expectations. Meeting your marketing goals and objectives. Meeting your vision for your project.

REAL CEDAR

800-655-4213

1/2 Page Horizontal
9.35" x 6.4"

STRONGER TOGETHER

LEADS IN SUSTAINABLE WOOD SOLUTIONS

Quality Western Cedar Products

KELLER LUMBER CO.

418 Keller St., Roseburg, OR 97470 • FAX 541-675-6876

1/4 Page
4.65" x 6.3"

Contents

No Customer Appetite is Too LARGE for Empire's Fine Line of Cedar Products!

- Strong
- Affordable
- Renewable

For over 50 years, Empire Lumber Company has been a Cedar specialist serving a nationwide lumber market. In that time we have grown to meet the expanding demands our customers expect, demand and receive. We are proud of our heritage and look forward to our next 50 years.

Softwood Buyer

National Lumber Sales

Larry Schlemmer
larry@empirelumber.com
(800) 546-0266

3/4 Page
7" x 13.25"

NOW AVAILABLE: Center Spread (with Bleed) 20.75" wide x 14.75 deep; Finished Trim 20.5 x 14.5; Live area 19.5" x 13.5". Please check photos and text in the Live area.

MECHANICAL REQUIREMENTS

| | Width |
|------------------------|-------|
| Full Page (WITH BLEED) | 10.5 |
| Full Page (NO BLEED) | 9.25 |
| 3/4 Page | 7 |
| 1/2 Page (Island) | 7 |
| 1/2 Page (Horizontal) | 9.35 |
| 1/2 Vertical | 4.5 |
| 1/4 Page | 4.65 |

REQUIRED MATERIAL

We require a high resolution Adobe PDF, preferably generated from Acrobat Distiller (CMYK COLORS ONLY, embedded fonts and photos, no crop marks). We primarily use Indesign and Photoshop. Recommended screen 100. Resolution 1200 dpi. NO FOUR COLOR BLACK. Ads and photos can be submitted via email to swd@millerwoodtradepub.com

CLOSING DATE

Published bi-monthly: issued first week of publication month.

The **Softwood** Forest Products **Buyer**



"...it's everywhere you need to be to get more business!"

P.O. Box 34908 • Memphis, TN 38184 • Phone 800-844-1280

swd@millerwoodtradepub.com

www.millerwoodtradepub.com

The Softwood Forest Products Buyer

A Bi-monthly newspaper serving North
America's Softwood Forest Products Buyers

Payment in U. S. Dollars Only.

REGULAR ADVERTISING RATES (per insertion)

| | 1 Time (per ad) | 3 Times (per ad) | 6 Times (per ad) |
|-----------------------|--------------------|---------------------|---------------------|
| 1 Page | \$4,505 | \$3,505 | \$2,705 |
| 1/2 Page (Island) | \$3,950 | \$2,950 | \$2,350 |
| 1/2 Page (Horizontal) | \$3,475 | \$2,475 | \$2,055 |
| 1/2 Page (Vertical) | \$3,475 | \$2,475 | \$2,055 |
| 1/4 Page | \$3,125 | \$2,125 | \$1,685 |

SPECIAL POSITIONS

| | | | |
|---------------|---------|---------|---------|
| 2 Page Spread | \$7,848 | \$5,235 | \$4,290 |
| Mini-spread | \$5,650 | \$4,650 | \$3,850 |
| Back Page | \$5,650 | \$4,650 | \$3,850 |
| Back Cover | \$7,675 | \$5,675 | \$4,875 |

CENTER SPREAD - BLEED ONLY: \$4,500.00 per insertion (includes 4-color)

COLORS

| | |
|--|----------------------------------|
| Standard colors - red, orange, yellow, green, brown, or blue | \$250 |
| PMS Colors | \$375 (per color, per insertion) |
| 4-color | \$750 extra |

INSERTS - Rates on request

Advertiser is responsible for full payment of any advertising run in said publication in the event the ad agency does not pay for client's advertising within 60 days of first billing. Advertisers who run less than the original or renewed contracted space will be short rated. If the client does not complete the schedule that was confirmed, they will pay the 3-time rate for less than 6 and more than 3 and the 1-time rate for less than 3.

CLASSIFIED

Classified advertising accepted only for: Business opportunities, help wanted, position wanted, and machinery wanted and for sale. Display classified \$60.00 per inch.

COMMISSIONS AND DISCOUNTS

Agency commission: 15% of gross amount (space only) when paid within 30 days from date of invoice

CLOSING DATE

Published bi-monthly: issued first week of publication month.

PUBLISHED:

| | |
|------------------|-------------------|
| January/February | July/August |
| March/April | September/October |
| May/June | November/December |

Schedule

___ Page January/February 20___ @ _____

___ Page March/April 20___ @ _____

___ Page May/June 20___ @ _____

___ Page July/August 20___ @ _____

___ Page September/October 20___ @ _____

___ Page November/December 20___ @ _____

___ **Pages** **Total:** _____

ADVERTISING ORDER _____ 20 _____

The Softwood Forest Products Buyer

P.O. BOX 34908, Memphis, TN 38134 (901) 372-8280 800-844-1280

You are hereby authorized to insert the advertisement of the undersigned in The Softwood Forest Products Buyer, a bi-monthly publication, to occupy such space as shown on schedule herein, for one year and thereafter until discontinued by either party on sixty days' **written** notice prior to deadline, for which we (I) agree to pay per insertion, payable within 30 days.

We are to have the privilege of changing copy as often as desired, but all copy submitted shall be subject to your approval. You may supply or repeat previous advertisements when no new copy instructions are furnished. Artwork ordered or approved by us is to be paid for at regular rates. During the terms of this agreement, it shall be cancelable by written notice, in which case space used shall be paid for at the card rates in effect on date of cancellation.

Accepted for

Name _____

Softwood Trade Publications, Inc.

Signed by _____

By _____

Address _____

2025 Deadlines For The Softwood Forest Products Buyer

MARCH/APRIL ISSUE

AD RESERVATION February 3
Finished Ads in Office..... February 14
Papers Mailed March 5

MAY/JUNE ISSUE

AD RESERVATIONApril 1
Finished Ads in Office.....April 15
Papers MailedMay 7

JULY/AUGUST ISSUE

AD RESERVATION June 2
Finished Ads in Office..... June 13
Papers Mailed July 1

SEPTEMBER/OCTOBER ISSUE

AD RESERVATION August 1
Finished Ads in Office..... August 15
Papers MailedSeptember 3

NOVEMBER/DECEMBER ISSUE

AD RESERVATION October 1
Finished Ads in Office..... October 15
Papers Mailed November 5

JANUARY/FEBRUARY 2026 ISSUE

AD RESERVATION December 1
Finished Ads in Office.....December 12
Papers Mailed January 2



P.O. Box 34908 • Memphis, TN 38184 • Phone 800-844-1280
sfwd@millerwoodtradepub.com

**Special
NAWLA
Edition**

(These rates in The Softwood Forest Products Buyer apply only for one Ad in the NAWLA Special Issue)

- FULL PAGE \$3,150
- 1/2 ISLAND \$2,800
- 1/2 HORIZONTAL \$2,315
- 1/4 PAGE \$1,825
- CENTER SPREAD \$4,750 (includes four color)

** Four color is \$750*

WHAT'S IN IT FOR YOU:

NOW, for the first time your AD will give you instant access to 11,000 Wholesalers, Stocking Distributors, Remans and Mills

**PLUS, you'll be in touch with everybody at
NAWLA's 2025 Traders Market
November 5-7**

where....

Buyer Action is Guaranteed and Supplier Contacts are Priceless!

- You'll have more sales opportunities than you ever dreamed of!
- You'll reach more buyers at the right time when they're looking for suppliers.
- You'll discover new markets...new buyers and you'll contact new suppliers.
- You'll develop new accounts...and repeat business!
- You'll be in front of the movers and shakers...the Heavy Hitters with tremendous "Buying Power."
- You'll have editorial support to give you, your personnel, facilities, products and services maximum visibility in the special NAWLA issue.
- With your 1/2 page Island, Horizontal, or Full Page Ad, you receive a FREE article (information and 3 photos supplied by YOU, editorial not to exceed 600 words).
- With a 1/4 page Ad you will receive a "Who's Who" on a key marketing person in your company (head & shoulders photo, editorial not to exceed 200 words).
- Your firm name will be in bold type and in color in exhibitor information.

Accepted for:

SOFTWOOD TRADE PUBLICATIONS

PO Box 34908 Memphis, TN 38184-0908

Ph: 800-844-1280 • 901-372-8280

millerwoodtradepub.com

Firm Name _____

Signed By _____

Address _____

By _____

No discounts for preferred premium Ad locations:
Inside Front Cover Page 2, Page 3, Pages 4, 5, 7 and 1/2 Island Pages 8 & 9
Right hand positions opposite photograph pages
Inside Back Cover and Back Cover

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Apryll Cosby
The Softwood Forest Products Buyer
PO Box 34908
Memphis, TN 38184-0908

Should you have any questions, please call us at 800-844-1280.

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ONE COLOR - \$250.00 PER INSERTION
PMS COLOR - \$375.00