

IDENTIFY GOOD BUYERS by STATE!

Sample listings in state order:

Company Information

FIELDSTONE HOMES, DIV. OF COUNTRYSIDE HOMES
1610 Golfview Drive – P. O. Box 1607
Griffin, GA 30224
Phone: (770) 384-1212
Fax: (770) 384-7815

Buyers

Skip Johnson – Lumber Buyer, Ext. 308

Notes

Products

Single Wide Mobile Homes

Items Purchased

SPF	#2 & #3, 1" & 2", KD, S4S (40 T/L's)
YELLOW PINE (Southern)	#2 & #3, 1" & 2", KD, S4S (40 T/L's)
ORIENTED STRANDBOARD	7/16, 4x8 (40 T/L's)
PARTICLEBOARD	Ind. Grade, 5/8, 4x8 (55 T/L's)
PLYWOOD	Sturdi-Floor, 5/8, 4x8 (30 T/L's)

Company Information

BWA FOREST INDUSTRIES
P. O. Box 640057
Boise, ID 83717-0057
Phone: (208) 435-1906
Fax: (208) 435-5866
E-Mail: bkremser@bwafp.com

Buyers

Boyd Kremser – Lumber Buyer

Notes

Products

Fencing, Benches, Vents & Furring Strips

Items Purchased

CEDAR	Low Grade, 1" & 2", AD, KD, Green, S2S, S4S, Rough (8,000,000')
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Company Information

PRIME TRUSS COMPANY
18140 State Road 661
Indianapolis, IN 46222
Phone (317) 639-1702
Fax: (317) 639-8754
E-Mail: tony@primetruss.com

Buyers

Joe Nathan – Lumber Buyer

Notes

Products

Roof & Floor Trusses

Items Purchased

SPRUCE	#2, 2x's, KD, S4S (700,000 BF)
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Company Information

ALLIANCE WOOD PRODUCTS, INC.
1774 Industrial Park Rd.
Brooklyn, NY 11207
Phone: (718) 922-2714
Fax: (718) 922-4265
Web: www.alliancewood.com

Buyers

Tony Williams – Lumber Buyer

Notes

Uses 2,000,000'+ per year of all combined.

Products

Mouldings

Items Purchased

PINE (Sugar)	Moulding Grade & D & Btr., 5/4, 6/4, KD, S2S
PONDEROSA PINE	D & Btr., 4/4-8/4, KD, S2S & Rough
WHITE PINE (Eastern)	D & Btr., 4/4-8/4, KD, S2S & Rough

★ **Names and addresses are fictitious.** ★

Increase your sales with *Green Book's*

SOFTWOOD MARKETING DIRECTORY...

just as these people are doing!

"We feel **Green Book's Softwood Marketing Directory** is a great resource for cold calling targeted end users of Eastern White Pine. We have had multiple occasions where we made contacts and had return calls asking us for our products and landed business as a result of the Softwood directory Online. We have also landed business for our distributor partners around the country on inquiries in specific areas for contacts that we made with the Green Book that needed a quick response to Eastern White Pine needs The Green Book Online helps us have knowledge of the usage of Eastern White Pine throughout the county, and in markets where we are not active without actually having to travel. This saves us time and money in gaining new business. All in all, we feel like the Green Book Online is like having another salesperson in our office gaining contacts and leads that can be specific down to usage by footage and grade for Eastern White Pine. The Green Book Online is user friendly and an effective sales tool for Hancock Lumber."

Matt Duprey, VP Sales, Hancock Lumber Co., Casco, ME

"I think the **Green Book** is very user friendly. I like the format of the information it provides. It has brought us new business when cold calling."

Wayne Carlisle, Mars Hill, Inc. Waynesboro, MS

"The **Green Book Online** is a great sales tool filled with substantial information which allows a lot of possibilities for our company to generate new business."

Johnny Rodriguez, Idaho Timber, LLC, Fort Worth, TX

GREEN BOOK, INC.

P.O. Box 34908 • Memphis, TN 38184-0908
Phone: (901) 372-8280 • FAX: (901) 373-6180
www.millerwoodtradepub.com

GREEN BOOK'S SOFTWOOD MARKETING DIRECTORY ONLINE!

- NO MORE WAITING FOR THE PRINTED EDITION
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- NEW SPECIES NEEDED
- NEW MARKETS
- NEW BUYERS
- NEW QUANTITIES



SEE WHAT THE NEWEST
TECHNOLOGY CAN DO FOR YOU.

AVAILABLE TO EVERYONE ON
YOUR SALES TEAM!

You Get The Latest Marketing Data When It Happens!

SPECIAL DISCOUNTS AVAILABLE
TO ADVERTISERS WITH A
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- Softwood Buyer • Wood Purchasing News

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PROVIDING ROCK SOLID,
RELIABLE HARDWOOD
MARKETING OPPORTUNITIES,
NO ONE STACKS UP
BETTER THAN GREEN
BOOK'S 68 YEARS OF
DEPENDABLE RESEARCH.



Jennifer Trentman
Business Manager/
Research Director

Here are all the documented up-to-the-minute purchasing facts you need to **INCREASE SALES!**

You'll have **over 4,600** woodworking plants lumber purchasing needs profiled here.

You'll have the firm name, complete address, telephone number, website, email, the buyer's name and the products manufactured.

You'll know the species, grades, thicknesses and in most cases the quantities purchased on an annual basis.

You'll know whether the lumber is purchased green, air dried or kiln dried.

Now, you can be in the
RIGHT PLACE
at the
RIGHT TIME...
where there is a high potential for business!

*Every firm listed was given the opportunity to update and verify all information on an annual basis.
Every listing was proofread for accuracy.*

You'll know whether the buyer purchases truckloads or carloads.

You'll know whether the lumber is shipped rough, S2S or S4S and, in some cases, the moisture content.

You'll find buyers listed by state.

You'll see new sales opportunities in both the U.S.A. and Canada.

You'll discover buyers for Softwood plywood.

You'll find your present customers are buying items you didn't even know they used!

There's is a mammoth treasury of **SALES OPPORTUNITIES** that can easily be worth a fortune to your company!

Green Book's Softwood Marketing Directory Online contains:

Number of Buyers Per State:

154 Alabama	3 Hawaii	73 Massachusetts	17 New Mexico	16 South Dakota
6 Alaska	43 Idaho	110 Michigan	101 New York	162 Tennessee
56 Arizona	115 Illinois	119 Minnesota	199 North Carolina	242 Texas
71 Arkansas	148 Indiana	86 Mississippi	12 North Dakota	34 Utah
253 California	64 Iowa	102 Missouri	181 Ohio	15 Vermont
49 Colorado	41 Kansas	38 Montana	58 Oklahoma	114 Virginia
30 Connecticut	92 Kentucky	38 Nebraska	139 Oregon	84 Washington
8 Delaware	56 Louisiana	12 Nevada	230 Pennsylvania	13 West Virginia
199 Florida	20 Maine	18 New Hampshire	9 Rhode Island	137 Wisconsin
163 Georgia	31 Maryland	37 New Jersey	86 South Carolina	6 Wyoming

Canada

50 Alberta
108 British Columbia
25 Manitoba
18 New Brunswick
4 Newfoundland
13 Nova Scotia
259 Ontario
1 Prince Edward Island
32 Quebec
17 Saskatchewan

Species Count

541 Cedar	18 Radiata Pine
141 Cypress	68 Redwood
819 Fir	87 Softwoods
146 Hemlock	803 SPF
1 Juniper	519 Spruce
35 Larch	482 White Pine
126 Mixed Softwoods	16 Whitewood
501 Pine	1,822 Yellow Pine
205 Ponderosa Pine	

ONLINE Edition:

SELECTION MAY BE MADE:

★ by Species ★ by state and province ★ by individual city

ACCESS RATE:

Online.....\$1,000.00

Changes are made in Real Time!
Can be used simultaneously by everyone on your sales team!

ACT IMMEDIATELY FOR INCREASED SALES...CALL JENNIFER TODAY AT 800-844-1280!