

## 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](http://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

## 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**

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"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**

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"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**

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## GREEN BOOK, INC.

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

## GREEN BOOK'S

# SOFTWOOD MARKETING DIRECTORY ONLINE!

- NO MORE WAITING FOR THE PRINTED EDITION
- FASTER SALES OPPORTUNITIES
- 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 QUALIFYING AD PROGRAM IN:

- National Hardwood Magazine
- Softwood Buyer • Wood Purchasing News

WHEN IT COMES TO  
PROVIDING ROCK SOLID,  
RELIABLE HARDWOOD  
MARKETING OPPORTUNITIES,  
NO ONE STACKS UP  
BETTER THAN GREEN  
BOOK'S 73 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 4,400** 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 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:

148 Alabama	2 Hawaii	74 Massachusetts	16 New Mexico	13 South Dakota
6 Alaska	40 Idaho	107 Michigan	100 New York	162 Tennessee
54 Arizona	115 Illinois	112 Minnesota	188 North Carolina	236 Texas
66 Arkansas	141 Indiana	82 Mississippi	11 North Dakota	39 Utah
221 California	63 Iowa	99 Missouri	187 Ohio	14 Vermont
45 Colorado	38 Kansas	34 Montana	49 Oklahoma	109 Virginia
28 Connecticut	85 Kentucky	36 Nebraska	134 Oregon	79 Washington
7 Delaware	50 Louisiana	13 Nevada	247 Pennsylvania	13 West Virginia
183 Florida	17 Maine	17 New Hampshire	9 Rhode Island	127 Wisconsin
154 Georgia	31 Maryland	39 New Jersey	84 South Carolina	5 Wyoming

## Canada

58 Alberta
111 British Columbia
22 Manitoba
25 New Brunswick
8 Newfoundland
12 Nova Scotia
242 Ontario
1 Prince Edward Island
30 Quebec
16 Saskatchewan

## Species Count

521 Cedar	24 Radiata Pine
129 Cypress	62 Redwood
802 Fir	84 Softwoods
132 Hemlock	799 SPF
1 Juniper	523 Spruce
31 Larch	448 White Pine
122 Mixed Softwoods	12 Whitewood
462 Pine	1,835 Yellow Pine
193 Ponderosa Pine	

## ONLINE Edition:

## SELECTION MAY BE MADE:

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

## ACCESS RATE:

Online.....\$1,200.00

**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!**