

## IDENTIFY GOOD BUYERS by STATE!

### Sample listings in state order:

NATIONAL WOOD PRODUCTS DIV.  
8740 Gorge Canyon Road, Suite G  
San Diego, CA 92120  
Phone: (619) 875-4439 Fax: (619) 874-2231

Jim Hatcher – Lumber Buyer  
Products – Doors  
MAHOGANY (South American) – FAS, 4/4, 5/4, 6/4, 8/4,  
KD, Rough & S2S (300,000+ BF)

LARK INDUSTRIES – P. O. Box 3344  
Hudson, IN 46747  
Phone: (260) 587-2200 Fax: (260) 587-1744  
James Patterson – Lumber Buyer, Ext. 239  
Products – Juvenile Furniture  
ASH - #2 Com. & Btr., 4/4 thru 8/4, Green, Rough (2,000,000')  
HARD MAPLE - #2 Com. & Btr., 4/4 thru 8/4, Green, Rough (2,000,000')

PARKWOOD INTERIORS  
1333 S. Long View Ave.  
Ontario, CA 91761  
Phone: (909) 840-0035 Fax: (909) 840-0435  
E-Mail: prado@parkwoodinteriors.com  
Website: www.parkwoodinteriors.com  
Ferdinand Prado – Lumber Buyer  
Products – Bedroom Furniture  
ALDER – Sel. & #1 Com., 4/4, 5/4, KD, S2S (200,000')  
RED OAK – Sel. & #1 Com., 4/4, 5/4, KD, S2S (4,000,000')

★ Names and addresses are fictitious. ★

## DISCOVER NEW MARKETS by SPECIES!

### Sample Hard Maple listings:

HEARTWOOD CABINET, INC.  
14669 Hwy. 22 – P. O. Box 187  
Ashland, AL 36251  
Phone: (256) 534-0744 Fax: (256) 534-2939  
Allen Hendrick – Lumber Buyer  
HARD MAPLE – Unselected, 4/4, KD, Rough (12,000,000')

JBN CABINETS – 2094 E. 2nd Street  
Lamar, MO 64759  
Phone: (417) 862-4459 Fax: (417) 862-0741  
Derek Clay – Lumber Buyer  
HARD MAPLE (Northern) – 1C, 4/4, KD, S4S H/M 15/16  
(4,500,000 BF); 2C, 4/4, KD, S2S H/M (3,000,000 BF)

### Sample Cherry listings:

JAMESTOWN OPERATIONS, INC.  
P. O. Box 893  
Old Fort, NC 28762  
Phone: (828) 886-5372 Fax: (828) 886-4479  
E-Mail: bill@jamestownoperations.com  
Bill Jones – Lumber Buyer  
CHERRY - #1 Com., 4/4-8/4, Green, Rough (3,000,000 BF)

GENTRY'S CORP. – 1325 Sampson Road  
P. O. Box 8487  
Mount Jackson, VA 22842  
Phone: (540) 479-2214 Fax: (540) 478-1753  
CHERRY - #1 Com., 4/4, Green, Rough (10,000,000 BF)

★ Names and addresses are fictitious. ★

## Increase your sales with *Green Book's* HARDWOOD MARKETING DIRECTORY... just as these people are doing!

"The Green Book is a great resource for our industry. It provides user friendly data that is accurate, timely and a true asset to not only our sales team but to our entire company."

Ray White, Harold White Lumber Inc., Morehead, KY

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"The Green Book Online is an extremely valuable tool that is used by our sales people on a daily basis. Whether they are in the office, at home, or on the road, the information they require is always at their fingertips. It contains great information whether you are looking for new customers or need current information on existing customers."

Sarah Cole, Sales Manager, Cole Hardwood, Inc., Logansport, IN

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"It's the best tool we've found for prospecting new customers. The information regarding species used and volumes is helpful in sizing up new prospects. The quick link to Google Maps is a great feature to help us determine the size of the facility and location of the prospective customer. The Green Book online is a useful tool for anyone in the Hardwood lumber industry."

Ryan Mulligan, Sales Manager, Pike Lumber Company Inc.

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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

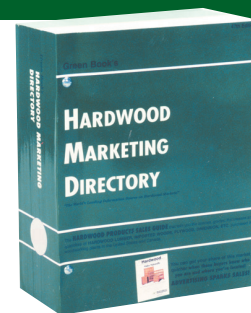
## GREEN BOOK, INC.

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## GREEN BOOK'S

### HARDWOOD MARKETING DIRECTORY

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- NEW BUYERS
- NEW QUANTITIES
- NEW SPECIES NEEDED



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- 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!

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

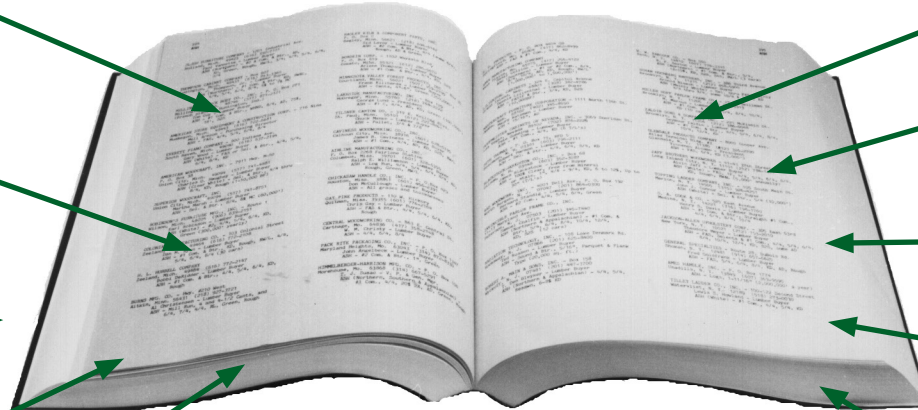
In both the printed and online edition, you'll have **over 5,700** woodworking plants lumber purchasing needs profiled here.

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.

You'll know, in many cases, how many BF or truckloads are purchased annually.



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

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

You'll even know whether the lumber is shipped rough, S2S or S4S.

You'll find buyers listed by state and then cross-indexed by species to save time.

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

You'll discover buyers for particleboard, plywood, hardboard, fiberboard, veneers, squares and dimension.

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

## Buyers for everything you have for sale:

683 Alder Buyers  
738 Ash Buyers  
162 Aspen Buyers  
247 Basswood Buyers  
210 Beech Buyers  
687 Birch Buyers  
1585 Cherry Buyers  
9 Chestnut Buyers

37 Cottonwood Buyers  
68 Elm Buyers  
11 Sap Gum Buyers  
32 Gum Buyers  
11 Hackberry Buyers  
823 Hickory Buyers  
3 Magnolia Buyers  
1749 Hard Maple Buyers

1415 Soft Maple Buyers  
282 Maple (Misc.) Buyers  
25 Red & White Oak (Mixed) Buyers  
2419 Red Oak Buyers  
1686 White Oak Buyers  
162 Oak (Misc.) Buyers  
36 Pecan Buyers  
1578 Poplar Buyers

41 Sycamore Buyers  
7 Tupelo Buyers  
1187 Walnut Buyers  
7 Willow Buyers  
613 Mixed Hardwood Buyers  
558 Hardwood (Misc.) Buyers  
1418 Imported Wood Buyers  
710 Mahogany Buyers

**LEASE RATE:**  
**Printed Edition.....\$1,400.00**

## ONLINE Edition:

### SELECTION MAY BE MADE:

- \* by state and province
- \* by individual city
- \* by Species
- \* by companies alphabetically
- \* by zip code
- \* by grades such as FAS, Select, 1C and more
- \* by thicknesses

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