

WHO SEES YOUR ADS?

DOCUMENTED, RESEARCHED PROVEN HARDWOOD PURCHASING AGENTS...

The total rotating circulation of National Hardwood Magazine is 12,608

distributed throughout North America

(5,000 issues mailed per month)

1) Purchasing agents who buy 100,000 board feet or more of appearance grade Hardwoods throughout North America annually. This resource is targeting furniture, cabinet, and flooring manufacturers; millwork and moulding plants; dimension and wood component producers; distribution/concentration yards; Hardwood lumber wholesalers and exporters, etc.....	9,832
2) Hardwood sawmills	2,556
3) Miscellaneous (woodworking and sawmill machinery manufacturers; dry kiln manufacturers)	220
TOTAL.....	12,608

**National Hardwood Magazine:
Online and all
advertisements
have links to advertiser's
website and email
address.**



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

www.nationalhardwoodmag.com

Phone : 800 • 844 • 1280

These **FREE** Support Services Make Your Marketing Program Work!

SUCCESS IS BUILT INTO YOUR AD PROGRAM WITH 12-1/4 PAGES OR MORE

- 1) A **FREE**, fully illustrated feature story about your company, its services, products and people.
- 2) A **FREE** Online stock listing service in the Forest Products Stock Exchange where you list your lumber inventory (www.forestproductsstockexc.com).
- 3) Discounted rates on our Hardwood Marketing Directories.
 - A) The **Green Book's Hardwood Marketing Directory**, printed edition, contains over 6,100 listings of manufacturers of furniture, cabinet, flooring, pallets, millwork in truckload quantities. In addition, it also contains distribution/concentration yards.
 - B) The **Green Book's Hardwood Marketing Directory**, Online LIVE edition, has over 6,100 listings where you can make a selection and search by state, individual city, species, company, zip code or province, and by grades, thicknesses, or keywords.
- 4) The personal marketing experience and attention that **only we can give you** no matter where you are located (in Canada or the U.S.). We personally come to see you to custom design a marketing program that fits your specific needs.
- 5) All advertisers have direct links to both their website and email.
Go to www.nationalhardwoodmag.com.



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

PREFERRED MATERIAL

We require a high resolution (300 dpi) **PDF** file (CMYK, embedded fonts and photos, crop marks, no security). We work in Adobe Creative Suite (Mac OS).

NOTE: Any format other than an Adobe Acrobat Distilled PDF may incur a minimum \$100.00 (U.S.) conversion charge.

Email PDF file to: tammy@millerwoodtradepub.com.

Tammy Daugherty
National Hardwood Magazine
5175 Elmore Road, Suite 23
Memphis, TN 38134

Should you have any questions, please call 901-372-8280 or 800-844-1280.

MECHANICAL REQUIREMENTS OF BLEED UNITS

	Full Bleed Size (inches)		Finished Trim Size (inches)	
	Width	Depth	Width	Depth
2 facing pages	16.75	11.25	16.50	10.875
1 page	8.375	11.25	8.25	10.875
1st cover	8.375	11.25	8.25	10.875

Live area is 7.0 wide x 10.0 inches deep. Publication is saddle stitched and center pages necessarily trim narrower than 8-1/4 inches. Publisher to control location of bleed units in magazine.

MECHANICAL REQUIREMENTS OF NON-BLEED UNITS

	Horizontal Ads		Vertical Ads	
	Width	Depth	Width	Depth
	(inches)		(inches)	
2 facing pages	15.25	9.875		
1 page	7	9.875		
2/3 page	7	7.375	4.5625	10
1/2 page	7	4.875	3.375	10
1/2 page (Island)	4.5625	7.50		
1/3 page	4.5625	4.875	2.125	10
1/4 page	7	2.375	3.375	4.875



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

NATIONAL HARDWOOD MAGAZINE

ADVERTISING RATES (per insertion)

Rate Card No. 41
(Rates Effective January 1, 2023)

* PAYABLE IN U.S. FUNDS

	<u>1 Time</u>	<u>6 Times</u>	<u>12 Times</u>
1 Page	\$2,865	\$2,280	\$2,010
1/2 Page	\$2,035	\$1,595	\$1,375
1/4 Page	\$1,460	\$1,265	\$1,000

ADVERTISING ADJACENT TO EDITORIAL MATTER (per insertion)

2/3 Page	\$2,530	\$2,200	\$1,790
1/2 Page (Island)	\$2,200	\$1,870	\$1,600
1/3 Page	\$2,035	\$1,595	\$1,375

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.

COVERS - (rates include 4-color)

Front Cover	Inside Front Cover	Inside Back Cover	Back Cover
\$4,980*	\$3,240	\$3,115	\$3,445

*plus regular schedule of at least 6 1/2 pages or more

SPECIAL POSITIONS

Front Spread	Center Spread	Back Spread
\$3,300	\$3,935	\$3,300

COLOR

Standard colors - red, orange, yellow, green, brown or blue	\$250 extra
4-color	\$750 extra

BLEED - 8.375 W x 11.25 D	\$85 extra
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MECHANICAL REQUIREMENTS OF BLEED UNITS (INCHES)

	Full Bleed Size		Finished Trim Size	
	Width	Depth	Width	Depth
2 facing pages	16.75	11.25	16.50	10.875
1 page	8.375	11.25	8.25	10.875
Covers	8.375	11.25	8.25	10.875

Type matter should be kept 3/8 inch inside the above dimensions, since publication is saddle stitched and center pages necessarily trim narrower than 8.25. Publisher to control location of bleed units in magazine.

CLASSIFIED ADS

Display Classified \$45.00 per column inch.
Fee for blind box number \$10. Agency discount not allowed.

MECHANICAL REQUIREMENTS OF NON-BLEED UNITS (INCHES)

	Horizontal		Vertical	
	Width	Depth	Width	Depth
2 facing pages	15.25	9.875		
1 page	7	9.875		
2/3 page	7	7.375	4.5625	10
1/2 page	7	4.875	3.375	10
1/2 page (Island)	4.5625	7.50		
1/3 page	4.5625	4.875	2.125	10
1/4 page	7	2.375	3.375	4.875

REQUIRED MATERIAL

We require a high resolution Adobe PDF (CMYK, embedded fonts and photos, no crop marks). We use Adobe Creative Suite.

You may email the PDF File to: nhm@millerwoodtradepub.com

AGENCY COMMISSIONS

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

CLOSING DATE

Published monthly except for bi-monthly in December: issued first week of publication month. Last forms close 35 days prior to month of publication.

ADVERTISING ORDER

Schedule

Page January Issue	20
Page February Issue	20
Page March Issue	20
Page April Issue	20
Page May Issue	20
Page June Issue	20
Page July Issue	20
Page August Issue	20
Page September Issue	20
Page October Issue	20
Page November Issue	20
Page December Issue	20
Page Christmas Issue	20
Pages	Total

Date: _____

National Hardwood Magazine, Inc.

P.O. BOX 34908 Memphis, TN 38184-0908 (901) 372-8280 1-800-844-1280

You are hereby authorized to insert the advertisement of the undersigned in National Hardwood Magazine, a 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 the rate of \$ _____ per insertion, payable within 30 days. Total yearly amount of this contract is \$ _____. Payment in U.S. Dollars only.

We are to have the privilege of changing ads as often as desired, but all advertising submitted shall be subject to your approval. You may supply or repeat previous advertisements when no new ad copy instructions are furnished. Artwork ordered or approved by us is to be paid for at regular rates. During the term 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. All provisions of this agreement are included herein.

Accepted for Name _____

National Hardwood Magazine, Inc.

Signed by _____

By _____ Address _____

	2025-2026					
	<u>NATIONAL HARDWOOD MAGAZINE</u>					
		<u>DEADLINE SCHEDULE</u>				
<u>ISSUE</u>	<u>Space Reservations</u>	<u>Dummy</u>	<u>Ads Completed</u>	<u>Copy To</u>	<u>Upload</u>	<u>Books</u>
		<u>Make-up</u>		<u>Art Department</u>	<u>To</u>	<u>Delivered</u>
					<u>Insite</u>	
February	12/6	12/13	12/30	1/6	1/21	1/31
March	1/10	1/20	1/24	1/28	2/19	3/3
April	2/10	2/20	2/24	2/28	3/20	4/1
May	3/10	3/20	3/24	3/28	4/21	5/1
June	4/10	4/21	4/24	4/25	5/21	6/2
July	5/9	5/20	5/23	5/28	6/19	7/1
August	6/10	6/20	6/24	6/27	7/22	8/1
September	7/10	7/21	7/24	7/28	8/20	9/2
October	8/11	8/20	8/25	8/28	9/19	10/1
November	9/10	9/19	9/25	9/29	10/22	11/3
December	10/9	10/15	10/24	10/23	11/18	12/2
Christmas	9/22	10/15	10/24	10/27	11/21	12/8
January (26)	11/5	11/12	11/24	11/25	12/18	1/5
February (26)	12/5	12/10	12/30	1/8	1/21	2/2

Service Program

Since my company uses a qualifying Ad in the Christmas Buyer's Guide Issue of National Hardwood Magazine, we are entitled to the privilege of using an Ad in the Hardwood Purchasing Handbook. (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. 15% agency discount allowable on **space only** and must be paid net 30 days.)

1. HARDWOOD PURCHASING HANDBOOK

Standard Advertising Rates
**Printed/Internet Edition

1 Page	\$2,150
1/2 Page	\$1,700
2 Page Spread	\$3,150
Front Spread	\$3,600
*Back Cover	\$3,750
Back Spread	\$3,150
Inside Back Cover	\$2,500

*Back Cover must be in 4-Color
**Includes Internet Edition with Ad, Listing and Direct Links
ALL RATES PAYABLE IN U.S. FUNDS

Color: AAAA standard red, orange, yellow, green, brown or blue per page or fraction, extra	\$250
Bleed, per page	\$ 85
4-Color, extra	\$750
Tip-in Charge, extra	\$375

Bill us for a _____ Ad at the rate of _____ on a non-cancelable basis, to be published in the next edition of the Hardwood Purchasing Handbook. Firm name and Ad page number will be in bold type in telephone listing and classification listing.

2. NATIONAL HARDWOOD MAGAZINE – CHRISTMAS BUYER'S GUIDE ISSUE

Standard Advertising Rates

*Front Cover	\$4,980
Inside Front Cover	\$3,240
Inside Back Cover	\$3,115
Back Cover	\$3,445
1 Page	\$2,280
1/2 Page	\$1,595
1/4 Page	\$1,265

Editorial Rates

1/2 Page (Island)	\$1,870
1/3 Page	\$1,595
1/6 Page	\$1,075

*plus regular schedule of at least 6 1/2 pages or more

ALL RATES PAYABLE IN U.S. FUNDS

Color: AAAA standard red, orange, yellow, green, brown or blue per page or fraction, extra	\$250
Bleed, per page	\$ 85
4-Color, extra	\$750

Firm Name _____

Address _____

Signed By _____

See back side for mechanical requirements and Insert rates

Check one of the following boxes:

- ☐ We will provide finished artwork.
- ☐ We want you to create our Ad.
- ☐ Use the same Ad no changes.
- ☐ Make the following changes.



Check one of the following boxes:

- ☐ We will provide finished artwork.
- ☐ We want you to create our Ad.
- ☐ Use the same Ad no changes.
- ☐ Make the following changes.

Accepted For:
National Hardwood Magazine, Inc.
PO Box 34908
Memphis, TN 38184-0908
Phone: 901-372-8280 Fax: 901-373-6180

By _____

(Lower rates are available on Ads in the **Christmas Buyer's Guide Issue** when combined with a regular Ad program in National Hardwood Magazine.)

HARDWOOD PURCHASING HANDBOOK - MECHANICAL REQUIREMENTS

<u>Ad Size:</u>	<u>Width</u> <u>(inches)</u>	<u>Depth</u> <u>(inches)</u>
2 facing pages	10	7.5 (Live Area)
1 Page	4.75	7.5 (Live Area)
1 Page, Bleed	5.75	8.75 (Trims .125 All Sides)
1/2 page	4.75	3.875 (Live Area)

<u>Inserts:</u>		
1 Page, Bleed	5.75	8.75 (Trims .125 All Sides)
1 Page, Bleed w/ folded tab	5.375	8.75 (Trims .125 All Sides)

Finished trim size: 5.5 width x 8.5 depth. All text for Bleed Ads must be within the Live Area only. **Live Area is 4.5 width x 7.5 depth.** Customer assumes responsibility for any image/text outside the Live Area.

Standard Insert Rates: (Artwork **not** included.) **Text paper:** 40# Text Lynx Opaque
*Printing Includes 4-Color, Tip-in and bleed. **Cover & Inserts:** 110# Text Matte (65# Cover)

<u>Inserts</u>	<u>Space</u>	<u>*Printing</u>	<u>Total</u>
1 Page	\$2,500	\$1,750	\$4,250
1 Page, with folded tab	\$2,500	\$1,975	\$4,475
2 Pages	\$4,300	\$2,500	\$6,800
2 Pages, with folded tab	\$4,300	\$2,750	\$7,050

CHRISTMAS BUYER’S GUIDE ISSUE - MECHANICAL REQUIREMENTS

	<u>Horizontal (inches)</u>		<u>Vertical (inches)</u>	
Ad Size	Width	Depth	Width	Depth
1 Page	7	9.875		
1/2 page	7	4.875	3.375	9.875
1/2 page (Island)	4.5625	7.5		
1/3 Page	4.5625	4.875		
1/4 Page			3.375	4.875
1/6 Page	4.5625	2.375	2.25	4.9375

<u>FULL BLEED SIZE</u>		
1 Page, Bleed	8.375	11.25

Finished trim size: 8.25 width x 10.875 depth. All text for Bleed Ads must be within the Live Area only. Live Area is 7 width x 9.875 depth. Customer assumes responsibility for any image/text outside the Live Area.

Preferred material: We require a high resolution (300 dpi) PDF file. CMYK (no processed black), embedded fonts and photos, crop marks, no security. We work in Adobe Creative Suite, InDesign (Mac iOS).

Email Christmas Ad to: nhm@millerwoodtradepub.com

Email Hardwood Purchasing Handbook Ad to: hph@millerwoodtradepub.com

WHAT'S IN IT FOR YOU?

ADVERTISERS CAN TELL YOU:

"I recently got a call from someone looking for a specialty Walnut product for a flooring job they were doing. He said he got our name from the Ad we ran in **National Hardwood Magazine**. He said he always uses the magazine to learn about the industry and to find quality suppliers. He said 'Your Ad says you specialize in Walnut. I'm going to give you a chance to prove it.' We had just what he was looking for and now have a new Walnut customer."



"Missouri-Pacific Lumber Co., Inc., has been partnering with the Millers now for 4 generations with helping us gain market presence. Their variety of very industry focused publications work well for us at getting our message out to the clients we are focusing our advertising to. Simply printing a stock list cannot convey to the customers our quality. Our advertising in **National Hardwood Magazine** helps us tell the whole story about our products."

"The way we see it, there is no better place to advertise to the Hardwood industry than with **Miller Wood Trade Publications**."

Bucky Pescaglia
MO PAC Lumber Company
Fayette, MO

"I think the Advertising in **National Hardwood Magazine** reaches the people who are actually doing the purchasing. I've received a lot of calls from my Ad program. I have heard from new people that I wasn't doing business with in the past. They saw my Advertisements in the magazine, and that led us to being able to do business together. Without the exposure in your magazine, I would not have met these people."



Scott Cummings
Cummings Lumber Co., Inc.
Troy, PA

"A.W. Stiles has been providing after market services for over 20 years to all companies who own dry kilns and pre-dryers. **National Hardwood Magazine** is the perfect publication targeting our markets being the high-end furniture manufacturers, flooring manufacturers, sawmills and distribution/concentration yards who have their own kilns and pre-dryers."



"We have definitely seen a return on our investment as a result of our advertising in **National Hardwood Magazine**. As a matter of fact, we upgraded our Ad program because of the results we have seen!"

Lee Stiles
A.W. Stiles Contractors, Inc.
McMinnville, TN

"Over the years our company has consistently received phone calls, emails, and/or faxes from customers and potential customers mentioning that they've seen our Ads running in **National Hardwood Magazine** and/or your other publications that we advertise in such as **Import/Export Wood Purchasing News** and the **Hardwood Purchasing Handbook**. Also when our sales people visit our customers and potential customers they often see your wood trade publications in their offices. So, we feel like **Miller Wood Trade Publications** is doing a good job of keeping our company's name and products in front of the companies we are, or want to do business with. Furthermore, our Ads in your publications helps buyers more easily think of our company when they need to order more lumber. I would recommend that any Hardwood lumber company that wants to consistently keep their name and products in front of North American purchasing agents at companies that buy Hardwood lumber advertise in **National Hardwood Magazine**, and/or in some of your other wood trade publications."



Hal Mitchell, President
Atlanta Hardwood Corporation
Mableton, GA

"I know the value of keeping a presence in a market that is constantly changing and that is why we advertise on a regular basis in **National Hardwood Magazine**. Your publications are targeting the markets we are serving coast to coast. Therefore, I feel it is a small investment to make to stay in front of those customers and potential customers who have helped make Hermitage Hardwood Lumber Sales, Inc. a growing concern in the Hardwood concentration yard business."



Parker Boles
Hermitage Hardwood Lumber Sales, Inc.
Cookeville, TN

"My Ad program in **National Hardwood Magazine** is doing a good job in that new buyers have called my firm because they saw my Ads. I know for a fact that I've obtained new customers and increased sales of Hardwood lumber through my Ad program. Some of these new accounts I obtained through your magazine have become repeat customers in that they've followed up their initial orders with additional orders later on. Needless to say, I'm very pleased with my Ad program in **National Hardwood Magazine**. I would recommend advertising in your fine publication to any Hardwood lumber company that wants to increase sales!"



Jimmy Kepley
Kepley-Frank Hardwood Co., Inc.
Lexington, NC

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

www.nationalhardwoodmag.com

Phone: 800-844-1280

One Success Story *After Another*

Our company has advertised in **National Hardwood Magazine** for over 30 years. We're very pleased with the results of our Ad program, because it helps keep our company's name and products in front of our present customers and it also generates new inquiries from Hardwood lumber buyers that purchase lumber in volume. When new purchasing agents call us, in the beginning of the conversation they often tell us that they saw our Ad in your magazine and that's how they found out about our firm.



So the investment in advertising in your magazine is worthwhile because over the years we've obtained new accounts, and through our advertising in your publication we're reminding our present customers that we're always willing to try to do what we can to serve their needs.

Marijo Wood
Neff Lumber Mills, Inc.
Broadway, VA

Neff Lumber Mills, Inc. is a family Hardwood manufacturing business that was founded in 1931 by Blair A. Neff. Through the years the company has constantly updated their facilities to produce quality Appalachian Hardwood lumber and by-products. Today, the firm has a modern bandmill operation with dry kilns that produce high grade Hardwood lumber that is prepared exactly to customer specifications. They manufacture Appalachian species of lumber like Red Oak, White Oak, Ash, Poplar, and Steamed Black Walnut, which is their specialty. Every portion of each Hardwood log is utilized. For example Hardwood lumber is sold to: distribution/concentration lumber yards; many types of woodworking plants; and wholesalers and exporters. Wood chips are sold to major paper companies; frame lumber and fencing boards are bought by farmers; survey stakes are marketed to surveyors and construction engineers; bark is further ground for mulch and sold to nurseries and homeowners; sawdust is marketed to dairy farmers and horse breeders for bedding; and their low grade lumber is made into pallets and skids.

Contact Marijo Wood at Neff Lumber Mills, Inc. at (540) 896-7031 for fine Appalachian Hardwood lumber. Their mailing address is P.O. Box 457, Broadway, VA 22815, Email: nefflum@aol.com, Website: www.nefflumber.com.

NATIONAL HARDWOOD MAGAZINE

P.O. Box 34908 • Memphis, TN 38184-0908 • Toll Free: 800-844-1280

Website: www.millerwoodtradepub.com

Email address: tammy@millerwoodtradepub.com

www.nationalhardwoodmag.com

One Success Story *After Another*

I know our advertising in **National Hardwood Magazine** helps keep Granite Valley Forest Products and our sales representatives in front of our customers, potential customers and our suppliers which is all very important to us as a Concentration/Distribution yard. We also know advertising in your magazine is effective from the phone calls and emails we've received. So, I feel our advertising in **National Hardwood Magazine** is a good investment.



Gus Welter
Owner/President
Granite Valley Forest Products
New London, WI

Granite Valley Forest Products is a Hardwood concentration yard with facilities located in Marathon City, WI, and in New London, WI. Established in 2002, the company procures approximately 40 million board feet annually. Species available include Alder, Ash, Aspen, Basswood, Beech, Birch, Butternut, Bitternut, Cherry, Elm, Hard and Soft Maple, Hickory, Red and White Oak, Poplar, Walnut, cedar and pine. They can be reached at:

Granite Valley Forest Products
P.O. Box 506
Marathon City, WI 54448
P: (715) 443-3317

Granite Valley Forest Products
500 County Highway S
New London, WI 54961
P: (920) 982-2542

www.granitevalley.com

NATIONAL HARDWOOD MAGAZINE

P.O. Box 34908 • Memphis, TN 38184-0908 • Toll Free: 800-844-1280

Website: www.millerwoodtradepub.com

Email address: tammy@millerwoodtradepub.com

www.nationalhardwoodmag.com

One Success Story After Another

National Hardwood Magazine is the only publication available that can represent those of us in the mill, distribution/concentration yard and wholesale businesses, with a high quality, 4-color publication backed by superior marketing services – second to none! We know our customers read the publication because they comment on photos taken at various meetings attended by our sales representatives, or the feature story that was written about our company. Your magazine targets our customers, who are appearance grade manufacturers that purchase truckloads of North American Hardwoods. By advertising in **National Hardwood Magazine**, we benefit from the marketing program that showcases who we are, and the products and services we have to offer. We've made a big investment for our customers and our future customers, so it was an easy decision for us to commit to the best publication serving our industry!



Bruce Dahn
Sales Manager
HHP, Inc.
Henniker, NH

HHP, Inc. is an integrated forest products company that includes a Hardwood lumber mill producing 12.5 million bd ft per year of kiln-dried and green lumber, a pallet manufacturing facility that produces custom and standard-size pallets, and a roundwood chip plant that produces paper-quality Hardwood and softwood chips. To ensure the steady supply of raw materials, HHP operates three cut to length harvesting crews. HHP's operations, including the 50,000 sq. ft. sawmill, are located on 50 acres in Henniker, New Hampshire. The company utilizes the latest technological advances in lumber handling, milling, chipping, harvesting, and pallet construction to increase productivity and eliminate waste. By taking an integrated approach to our three product lines, HHP is able to offer our customers superior quality, custom products and knowledgeable services. Contact HHP, Inc. today at (603) 428-3298, or www.hhp-inc.com.

NATIONAL HARDWOOD MAGAZINE

P.O. Box 34908 • Memphis, TN 38184-0908 • Toll Free: 800-844-1280

Website: www.millerwoodtradepub.com

Email address: tammy@millerwoodtradepub.com

www.nationalhardwoodmag.com

One Success Story *After Another*

Simon Lussier Ltd. is very pleased with the investment we make in both **National Hardwood Magazine** and the **Import/Export Wood Purchasing News** in regards to advertising! Your publications give us tremendous exposure to the appearance grade buyers both in North America and overseas. The editorial support you provide, along with the photos you take of our salespeople at various meetings, generate phone calls and inquiries which many times have led to orders.

We know the value of keeping our name, products and services before the Hardwood buyers around the world, and your publications provide the means to target and penetrate these important markets!



Mario Lussier
General Manager
Simon Lussier Ltd.
Blainville, QC

Founded in 1938, Simon Lussier Ltd. is a family-owned business with facilities that cover a million square-feet and handling large volumes of lumber. Their concentration yard includes warehouses, a planing mill, dry kilns and a kiln-dried inventory of 4,000,000 BF. They handle air-dried and kiln-dried Hardwood lumber in species such as Aspen, Ash, Basswood, White and Yellow Birch, Hard and Soft Maple, Mahogany, Red and White Oak, and Cherry. Contact them at: 16 De La Seigneurie Blvd., Blainville, QC J7C 3V5, Tel: (450) 435-6591, Website: www.simonlussier.com.

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Email address: tammy@millerwoodtradepub.com

www.nationalhardwoodmag.com

One Success Story *After Another*

Lumber Resources has been advertising in **National Hardwood Magazine** for many years. I am very pleased with the feature story you did on our company, and the number of responses and emails I received from the mills I buy from, and the buyers we sell to all over the world!

Lumber Resources is consistently reminding their partners (both mills and end users) the products and services that we offer, and your publications provide the perfect platform to accomplish these goals.

We know **National Hardwood Magazine** produces results because it is being read by our customers and potential customers, and furthermore, provides Lumber Resources the ability to continually build our brand around the globe!



Philippe LeBlanc
President
Lumber Resources

Lumber Resources is a concentration lumber facility with a warehouse capacity of 1,500,000 BF. They handle Birdseye Maple, Birch, Walnut, Hard and Soft Maple, as well as other species. Since 2003, Lumber Resources has developed global industry expertise, allowing it to offer its customers the best industrial lumber, pallet components, Hardwood lumber and flooring. Lumber Resources operates in the forest products industry as a wholesaler and distributor, serving Canada, USA, Mexico, Asia and China. They can be reached at: 1627 Boul. Bastien, Quebec, QC G2K 1H1, Tel: (418) 624-0404, Website: www.rlumber.ca.

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www.nationalhardwoodmag.com

One Success Story After Another

“We started our advertising program in 2017 and I am very pleased and impressed with the phone calls and emails we’ve received from our advertising. We also feel your publications target the markets we’re interested in selling to here in North America and from an export perspective globally. I like the additional exposure we receive from the photos you take of us at industry meetings and the feedback from the feature stories in **National Hardwood Magazine** and **Import/Export Wood Purchasing News**. As a result, we feel the value we receive is a good investment for Snowbelt Hardwoods Inc. and are continuing to advertise in **National Hardwood Magazine**, **Import/Export Wood Purchasing News** and the **Forest Products Export Directory**.”



Brady Francois
Snowbelt Hardwoods
Hurley, WI

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Stoltzfus Forest Products
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Peach Bottom, PA 17563
Phone: (717) 548-2668
Fax: (717) 548-2013
www.stoltzfusforestproducts.com

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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)

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Brian Gibson, Sales Manager, Cole Hardwood, Inc., Logansport, IN

"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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Wayne Carlisle, Mars Hill, Inc., Waynesboro, MS

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Jennifer Trentman
Business Manager/
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where there is a high potential for business!*

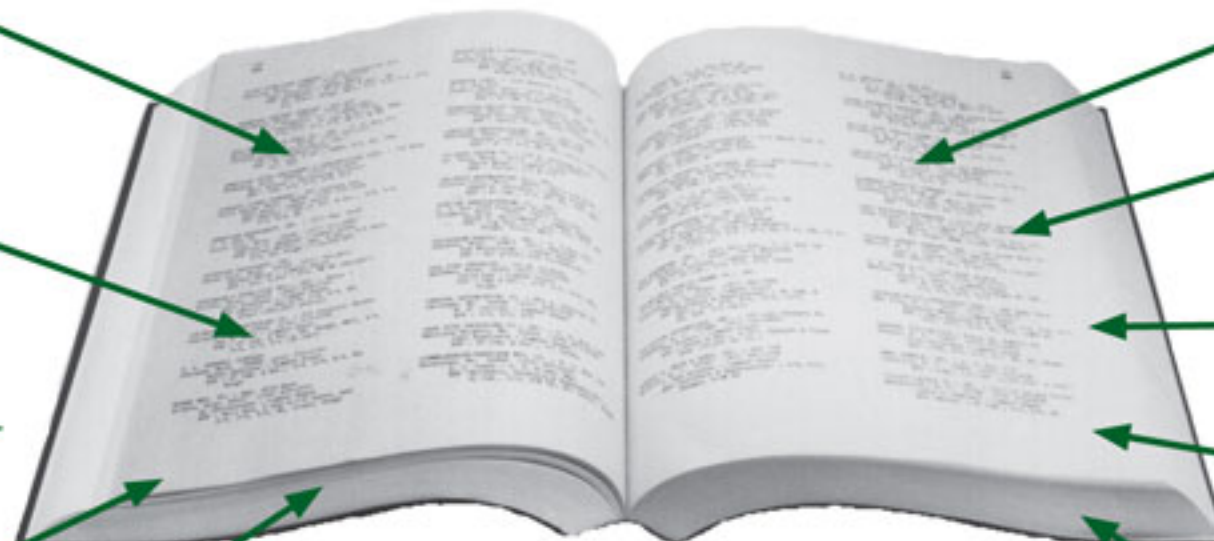
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You'll have the firm name, complete address, telephone number, website, email, the buyer's name and the products manufactured.

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.



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

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

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220 Beech Buyers
706 Birch Buyers
1647 Cherry Buyers
12 Chestnut Buyers

39 Cottonwood Buyers
69 Elm Buyers
11 Sap Gum Buyers
37 Gum Buyers
10 Hackberry Buyers
781 Hickory Buyers
3 Magnolia Buyers
1,776 Hard Maple Buyers

1,392 Soft Maple Buyers
292 Maple (Misc.) Buyers
29 Red & White Oak (Mixed) Buyers
2,506 Red Oak Buyers
1,647 White Oak Buyers
183 Oak (Misc.) Buyers
40 Pecan Buyers
1,632 Poplar Buyers

41 Sycamore Buyers
8 Tupelo Buyers
1,157 Walnut Buyers
7 Willow Buyers
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