

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



"I started in sales with Wheeland Lumber Co., sixteen months ago during the worst of times during the pandemic and at that time, a lousy lumber market. I had absolutely no lumber sales experience! So, we leased the Green Book and I started using it immediately. I've found it to be very useful and have picked up at least two or three accounts... it gave me a place to go to search for buyers. It's also helped me to be more efficient in planning for sales trips because I scour the Green Book to see what buyers are in the areas I am traveling to. So, yes, it's a great tool, I use it regularly and well worth the investment."

Sean Kaczynski, Wheeland Lumber Co., Liberty, PA

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"I don't want people to know how good it is."

Jordan Dery, Tropical Forest Products, Mississauga, ON

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"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."

Dave Bramlage, 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



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