

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



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