

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

"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."

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.

"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

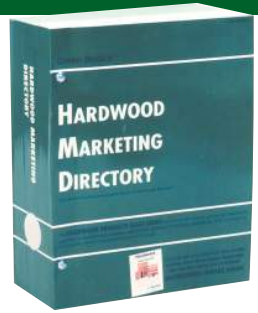
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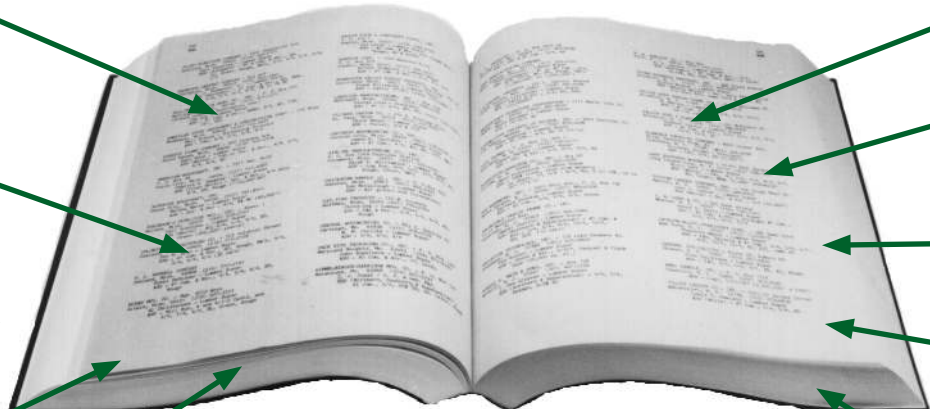
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DEPENDABLE RESEARCH.



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 6,000** 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.

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!

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

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that can easily be worth a fortune to your company!

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678 Alder Buyers
781 Ash Buyers
168 Aspen Buyers
252 Basswood Buyers
218 Beech Buyers
703 Birch Buyers
1645 Cherry Buyers
12 Chestnut Buyers

37 Cottonwood Buyers
70 Elm Buyers
12 Sap Gum Buyers
36 Gum Buyers
10 Hackberry Buyers
799 Hickory Buyers
3 Magnolia Buyers
1780 Hard Maple Buyers

1419 Soft Maple Buyers
289 Maple (Misc.) Buyers
27 Red & White Oak (Mixed) Buyers
2498 Red Oak Buyers
1660 White Oak Buyers
176 Oak (Misc.) Buyers
38 Pecan Buyers
1627 Poplar Buyers

43 Sycamore Buyers
8 Tupelo Buyers
1176 Walnut Buyers
7 Willow Buyers
641 Mixed Hardwood Buyers
600 Hardwood (Misc.) Buyers
1451 Imported Wood Buyers
740 Mahogany Buyers

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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