

IDENTIFY GOOD BUYERS by STATE!

Sample listings in state order:

Company Information

FIELDSTONE HOMES, DIV. OF COUNTRYSIDE HOMES
1610 Golfview Drive – P. O. Box 1607
Griffin, GA 30224
Phone: (770) 384-1212
Fax: (770) 384-7815

Buyers

Skip Johnson – Lumber Buyer, Ext. 308

Notes

Products

Single Wide Mobile Homes

Items Purchased

SPF	#2 & #3, 1" & 2", KD, S4S (40 T/L's)
YELLOW PINE (Southern)	#2 & #3, 1" & 2", KD, S4S (40 T/L's)
ORIENTED STRANDBOARD	7/16, 4x8 (40 T/L's)
PARTICLEBOARD	Ind. Grade, 5/8, 4x8 (55 T/L's)
PLYWOOD	Sturdi-Floor, 5/8, 4x8 (30 T/L's)

Company Information

BWA FOREST INDUSTRIES
P. O. Box 640057
Boise, ID 83717-0057
Phone: (208) 435-1906
Fax: (208) 435-5866
E-Mail: bkremser@bwafp.com

Buyers

Boyd Kremser – Lumber Buyer

Notes

Products

Fencing, Benches, Vents & Furring Strips

Items Purchased

CEDAR	Low Grade, 1" & 2", AD, KD, Green, S2S, S4S, Rough (8,000,000')
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Company Information

PRIME TRUSS COMPANY
18140 State Road 661
Indianapolis, IN 46222
Phone (317) 639-1702
Fax: (317) 639-8754
E-Mail: tony@primetruss.com

Buyers

Joe Nathan – Lumber Buyer

Notes

Products

Roof & Floor Trusses

Items Purchased

SPRUCE	#2, 2x's, KD, S4S (700,000 BF)
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Company Information

ALLIANCE WOOD PRODUCTS, INC.
1774 Industrial Park Rd.
Brooklyn, NY 11207
Phone: (718) 922-2714
Fax: (718) 922-4265
Web: www.alliancewood.com

Buyers

Tony Williams – Lumber Buyer

Notes

Uses 2,000,000'+ per year of all combined.

Products

Mouldings

Items Purchased

PINE (Sugar)	Moulding Grade & D & Btr., 5/4, 6/4, KD, S2S
PONDEROSA PINE	D & Btr., 4/4-8/4, KD, S2S & Rough
WHITE PINE (Eastern)	D & Btr., 4/4-8/4, KD, S2S & Rough

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

GREEN BOOK, INC.

P.O. Box 34908 • Memphis, TN 38184-0908
Phone: (901) 372-8280 • FAX: (901) 373-6180
www.millerwoodtradepub.com

GREEN BOOK'S SOFTWOOD MARKETING DIRECTORY ONLINE!

- NO MORE WAITING FOR THE PRINTED EDITION
- FASTER SALES OPPORTUNITIES
- NEW SPECIES NEEDED
- NEW MARKETS
- NEW BUYERS
- NEW QUANTITIES



SEE WHAT THE NEWEST
TECHNOLOGY CAN DO FOR YOU.

AVAILABLE TO EVERYONE ON
YOUR SALES TEAM!

You Get The Latest Marketing Data When It Happens!

SPECIAL DISCOUNTS AVAILABLE
TO ADVERTISERS WITH A
QUALIFYING AD PROGRAM IN:

- National Hardwood Magazine
- 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 72 YEARS OF
DEPENDABLE RESEARCH.



Jennifer Trentman
Business Manager/
Research Director

★ **Names and addresses are fictitious.** ★

Here are all the documented up-to-the-minute purchasing facts you need to **INCREASE SALES!**

You'll have **over 4,500** 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.

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

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

You'll know whether the buyer purchases truckloads or carloads.

You'll know whether the lumber is shipped rough, S2S or S4S and, in some cases, the moisture content.

You'll find buyers listed by state.

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

You'll discover buyers for Softwood plywood.

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

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

Green Book's Softwood Marketing Directory Online contains:

Number of Buyers Per State:

150 Alabama	3 Hawaii	76 Massachusetts	16 New Mexico	13 South Dakota
6 Alaska	44 Idaho	107 Michigan	101 New York	164 Tennessee
55 Arizona	114 Illinois	115 Minnesota	192 North Carolina	240 Texas
70 Arkansas	135 Indiana	83 Mississippi	11 North Dakota	33 Utah
227 California	64 Iowa	103 Missouri	188 Ohio	14 Vermont
48 Colorado	38 Kansas	35 Montana	50 Oklahoma	110 Virginia
28 Connecticut	88 Kentucky	38 Nebraska	137 Oregon	82 Washington
7 Delaware	52 Louisiana	13 Nevada	253 Pennsylvania	13 West Virginia
192 Florida	18 Maine	18 New Hampshire	9 Rhode Island	138 Wisconsin
159 Georgia	32 Maryland	41 New Jersey	85 South Carolina	5 Wyoming

Canada

58 Alberta
112 British Columbia
22 Manitoba
25 New Brunswick
9 Newfoundland
13 Nova Scotia
247 Ontario
1 Prince Edward Island
30 Quebec
16 Saskatchewan

Species Count

530 Cedar	23 Radiata Pine
133 Cypress	64 Redwood
814 Fir	85 Softwoods
139 Hemlock	809 SPF
1 Juniper	533 Spruce
33 Larch	468 White Pine
124 Mixed Softwoods	14 Whitewood
473 Pine	1,858 Yellow Pine
200 Ponderosa Pine	

ONLINE Edition:

SELECTION MAY BE MADE:

★ by Species ★ by state and province ★ by individual city

ACCESS RATE:

Online.....\$1,200.00

Changes are made in Real Time!
Can be used simultaneously by everyone on your sales team!

ACT IMMEDIATELY FOR INCREASED SALES...CALL JENNIFER TODAY AT 800-844-1280!