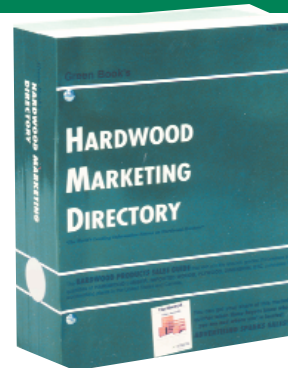


HARDWOOD MARKETING DIRECTORY ONLINE!



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



- Search by Furniture, Cabinets, Pallets and Flooring, Distribution/Concentration Yards, or Miscellaneous.
- Search by Zip Code within either 10, 20, 50 or 100 miles of a particular zip code to plan your sales trips.

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You Get The Latest Marketing Data When It Happens!

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**WHEN IT COMES TO
PROVIDING ROCK SOLID,
RELIABLE HARDWOOD
MARKETING OPPORTUNITIES,
NO ONE STACKS UP
BETTER THAN GREEN
BOOK'S 59 YEARS OF
DEPENDABLE RESEARCH.**



**Charlene Jumper
Business Manager/
Research Director**

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

"Our sales team and I use the **Green Book** in preparing for a sales trip, and we never hit the road without it. I have developed many new customers and relationships over the years as a direct result of the **Green Book**. It makes my job much easier!"

Mike White, Harold White Lumber Co., Inc., Morehead, KY

"The **Green Book** is a very helpful directory with good information. We use it to prospect new territories, and it has brought us new business. I really like having all the contact information available on new prospects."

Terry Sutherland, Bennett Lumber Company, West Plains, MO

"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

"In my opinion the **Green Book** is by far the best source for finding new customers. The amount of detail given helps us to direct our efforts to those areas in which we need to move our product. It's one source that the sales people use effectively."

Tim Girardi, Northland Corp., LaGrange, KY

"The **Green Book Online** gives you all the information you need. It saves a lot of time, is great for cold calling and has brought us several new accounts."

Howell Cox, Ralph Taylor Lumber Co., Memphis, TN

"We like that the **Green Book Online** is user friendly. The search options are great! It really helps our sales people get leads for new business. It has brought us new business!"

Darlene Cyphert, Babcock Lumber Co., Champion, PA

"We believe in the **Green Book**. It is a useful tool and we use it frequently!"

Bill Thompson, Thompson Forest Products Intl., Greensboro, NC

"I think the **Green Book** is very user friendly. I like the format. It has brought us new business when cold calling."

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

GREEN BOOK, INC.

P.O. Box 34908 Memphis, TN 38184-0908

Phone: (901) 372-8280 FAX: (901) 373-6180

www.millerwoodtradepub.com/HardwoodMarketingDirectory.asp

IDENTIFY GOOD BUYERS by STATE!

Sample listings in state order:

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')

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)

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

DISCOVER NEW MARKETS by SPECIES!

Sample Hard Maple listings:

HEARTWOOD CABINET, INC.

14669 Hwy. 22 – P. O. Box 1875

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.** *

