

## IDENTIFY GOOD BUYERS by STATE!

Sample listings in state order:

### 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](mailto:tony@primetruss.com)

### Buyers

Joe Nathan – Lumber Buyer

### Notes

### Products

Roof & Floor Trusses  
**Items Purchased**  
SPRUCE #2, 2x's, KD, S4S (700,000 BF)

### 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](http://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 & Rough  
PONDEROSA PINE D & Btr., 4/4-8/4, KD, S2S & Rough  
WHITE PINE (Eastern) D & Btr., 4/4-8/4, KD, S2S & Rough

### 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](mailto: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')

### 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/Ls)  
YELLOW PINE (Southern) #2 & #3, 1" & 2", KD, S4S (40 T/Ls)  
ORIENTED STRANDBOARD 7/16, 4x8 (40 T/Ls)  
PARTICLEBOARD Ind. Grade, 5/8, 4x8 (55 T/Ls)  
PLYWOOD Sturdi-Floor, 5/8, 4x8 (30 T/Ls)

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

## 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 for our product 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 country, 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**

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"The **Online Green Book** is very simple to use. We have made numerous customer contacts by using it. It has brought us new business and in some cases these new customers have become repeat customers. We have also used it to penetrate deeper into the supply chain in markets we are already serving."

**Heath Grafton, Swanson Group Sales, Grants Pass, OR**

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"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**

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"We like the **Green Book** a lot. It provides us with information no other publication gives. It has brought us new business as much or more than any other research tool."

**John Austin, Gulf Coast Shelter, Daphne, AL**

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## GREEN BOOK, INC.

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

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

[www.millerwoodtradepub.com/SoftwoodMarketingDirectory.asp](http://www.millerwoodtradepub.com/SoftwoodMarketingDirectory.asp)

# GREEN BOOK'S SOFTWOOD MARKETING DIRECTORY ONLINE!

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- NEW BUYERS
- NEW QUANTITIES

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- Softwood Buyer • Wood Purchasing News

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DEPENDABLE RESEARCH.



Charlene Jumper  
Business Manager/  
Research Director

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

You'll have **over 3,900** wood-working plants lumber purchasing needs profiled here.

You'll have the firm name, complete address, including zip code, telephone number and area code, web & e-mail addresses...the buyer's name and 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 whether the buyer purchases truckloads or carloads.

You'll even know how the lumber should be shipped - rough, S2S or S4S and 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!

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.  
Every listing was proofread for accuracy.*

Here 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

127 Alabama	153 Florida	26 Maine	24 New Hampshire	6 Rhode Island	116 Wisconsin	187 Ontario	<b>SPECIES COUNT</b>	7 Radiata Pine
3 Alaska	168 Georgia	37 Maryland	34 New Jersey	62 South Carolina	10 Wyoming	3 Prince Edward Island	445 Cedar	96 Redwood
59 Arizona	4 Hawaii	47 Massachusetts	22 New Mexico	15 South Dakota		25 Quebec	101 Cypress	76 Softwoods
63 Arkansas	45 Idaho	88 Michigan	97 New York	118 Tennessee	<b>CANADA</b>	16 Saskatchewan	691 Fir	699 SPF
230 California	95 Illinois	96 Minnesota	193 North Carolina	237 Texas	47 Alberta		139 Hemlock	476 Spruce
43 Colorado	107 Indiana	67 Mississippi	8 North Dakota	27 Utah	108 British Columbia		1 Juniper	500 White Pine
30 Connecticut	43 Iowa	78 Missouri	138 Ohio	13 Vermont	30 Manitoba		30 Larch	17 Whitewood
6 Delaware	46 Kansas	19 Montana	43 Oklahoma	94 Virginia	21 New Brunswick		105 Mixed Softwoods	1,571 Yellow Pine
1 District of Columbia	53 Kentucky	26 Nebraska	101 Oregon	84 Washington	3 Newfoundland		398 Pine	
	42 Louisiana	8 Nevada	203 Pennsylvania	13 West Virginia	17 Nova Scotia		290 Ponderosa Pine	

## ONLINE Edition:

### SELECTION MAY BE MADE:

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

### ACCESS RATE:

Online .....\$900.00

Changes are made Real Time!

Can be used simultaneously by everyone on your sales team!

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[www.millerwoodtradepub.com/greenbook](http://www.millerwoodtradepub.com/greenbook)

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