

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!

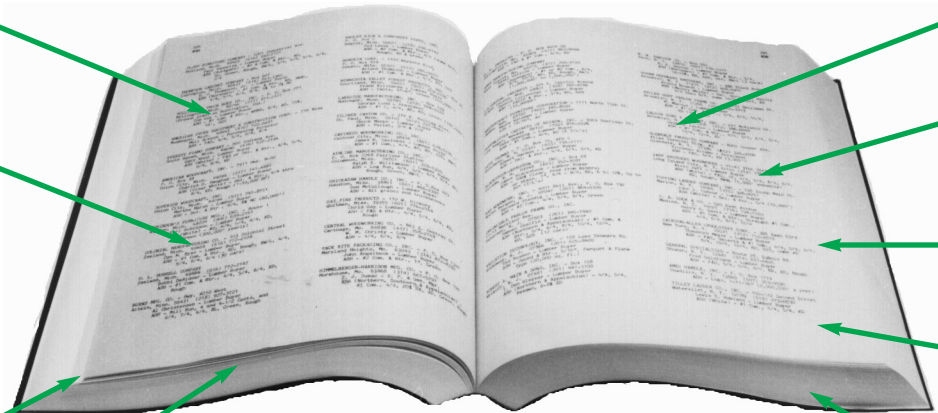
You'll have 7,996 woodworking plants lumber purchasing needs profiled here.

You'll have the firm name, complete address, including zip code, telephone number and area code...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 car-loads.



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!

You'll even know how should be shipped - round S4S and the moisture c

You'll find buyers listed and then cross-indexed to save time.

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

You'll discover buyers for board, plywood, hardbo board, veneers, squ dimension.

You'll find your present are buying items you know they used!

Buyers for everything you have for sale:

467 Alder Buyers
981 Ash Buyers
169 Aspen Buyers
344 Basswood Buyers
118 Beech Buyers
973 Birch Buyers
1,849 Cherry Buyers
9 Chestnut Buyers
43 Cottonwood Buyers

27 Elm Buyers
2 Red Gum Buyers
21 Sap Gum Buyers
4 Mixed Gum Buyers
35 Gum Buyers
13 Hackberry Buyers
394 Hickory Buyers
6 Magnolia Buyers

2,003 Hard Maple Buyers
1,283 Soft Maple Buyers
303 Maple (Misc.) Buyers
816 Red & White Oak (Mixed) Buyers
2,844 Red Oak Buyers
663 White Oak Buyers
350 Oak (Misc.) Buyers
44 Pecan Buyers
2,090 Poplar Buyers

39 Sycamore Buyers
10 Tupelo Buyers
942 Walnut Buyers
7 Willow Buyers
1,014 Mixed Hardwood Buyers
324 Hardwood (Misc.) Buyers
311 Imported Wood Buyers
1,012 Mahogany Buyers

LEASE RATE:
Printed Edition \$1

CD-ROM Information:

ENHANCED VERSION:

- ★ by Species (all, or 1 to 10 specific species) - and Grades, or Thicknesses, or Volume - such as Red Oak, #1 Com., or 4/4, or 1,000,000 BF
- ★ by state (all, or 1 to 10 at a time)
- ★ by individual city (up to 10 cities at a time within one state)
- ★ by product:
 - furniture - cabinets - pallets/low grade buyers - misc.
- ★ by companies alphabetically
- Can be used simultaneously by 3 computer terminals (upon request)

STANDARD VERSION:

- ★ by city, state and species

System Requirements:

Windows 95/98/2000/ME
IBM Compatible 486-66 Mhz Personal Computer or Higher
At least 16 MB RAM, 32 MB recommended
Monitor Capable of 800x600 Resolution
30 MB - Free Space on Hard Drive

CD LEASE RATES:

Enhanced Version \$
Standard Version \$

ACT IMMEDIATELY FOR INCREASED SALES...SIMPLY SIGN THE ENCLOSED LEASE AND MAIL YOUR CHECK TODAY

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IDENTIFY GOOD BUYERS by STATE! Sample listings in state order:

WESLING COMPANY, INC. - P. O. Box 486
32540 W. Clifton Ave.
City of Industry, Calif. 91747 (818) 566-8923
Ralph Jones - Lumber Buyer
Products - Furniture Parts, Dimension
Stocks, Mouldings, Custom Plywoods
HARD MAPLE - FAS & #1 Com. & Btr.,
4/4, 5/4, KD, Rough, S2S (1,000,000+ BF)

AMERICAN BOX CORP. - Johnson Road
Indianapolis, Ind. 46205 (317) 559-0080
John Hermann - Lumber Buyer
Products - Boxes, Pallets, Crates, Skids
GUM - #2 Com., 4/4, 8/4, 4' to 16' lengths,
AD, S2S, Prefers to buy by C/L
(1,200,000')

VIKING LUMBER PRODUCTS CORP. - 233 Central Street
Sheffield, Penn. 16347 (814) 968-8941
James Viking - Lumber Buyer
Products - Furniture Parts
MAHOGANY (Honduras) - #1C & Btr., 4/4 thru
12/4, AD, KD, Rough (400,000')

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

DISCOVER NEW MARKETS by SPECIES! Sample Gum listings:

HUNT'S CHAIR COMPANY - P. O. Box 1876
High Point, N.C. 27261 (919) 742-8590
Jimmy Hawkins - Lumber Buyer
SAP GUM (Plain) - #2 A Com. & Btr., 5/4, 6/4,
8/4, AD, RW/L, Rough; Frame Stock, 4/4,
AD (5,500,000')

ARKANSAS FURNITURE MFG., INC. - P. O. Box 489
Jacksonville, Ark. 72076 (501) 892-5430
Jackie Alexander - Lumber Buyer
SAP GUM (Plain) - #1 Com. & Btr., 4/4
(500,000'), 6/4 (300,000'), 8/4
(500,000')

Sample Hard Maple listings:

JLP CORPORATION - 973 First Street
Detroit, Mich. 48212 (313) 291-8800
Fred Hall - Lumber Buyer
HARD MAPLE - #2 & 3A, 4/4 & 5/4, Green,
Rough (960 T/L's)

SOUTHWIND BOWLING CO., INC. - 8848 Rockland Ave.
Utica, N.Y. 10037 (212) 371-8590
Ken Williams - Lumber Buyer
HARD MAPLE - Northern, #2 Com., 4/4, #1 Com.
& Btr., 5/4, AD, Green, Rough, RW/L
(7 to 8,000,000')

* **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 absolutely the best reference book for match-
ing species and end user. Here at ABW we often page through the
Green Book grazing for new business – particularly during slack
times. Also we have gotten phone and address information that is
up to date. The Green Book is a very valuable aid to our compa-
ny.”

Steve Berry, ABW Lumber Industries, Inc., Greensboro, NC

“We find Green Book's Hardwood Marketing Directory to be a great
source for attaining new customers and exploring new markets.
With the additions each year, as well as recurring entries, we are
able to locate prospective clients all over the US. The organization
and descriptions of potential customers provide us with detailed
information about a customer even before contacting them direct-
ly. This is a tool we reference all year long.”

Daniel G. Downey, III, Marquette Lumber Company, Inc., Vero Beach, FL

“We have used the Green Book for several years. It is a convenient
way to find end users of the lumber we sell. We have our regular
customers but use the Green Book to obtain new customers.”

Wood Holley, Wood Holley Lumber Company, Nanafalia, AL

“Our third generation company uses this fine directory just about
daily in getting information as to usage, addresses, fax and tele-
phone numbers. We have no other directory which serves our
Hardwood industry in a more useful fashion.”

John S. Beard, E.N. Beard Hardwood Lumber, Inc., Greensboro, NC

“Our company relies on the Green Book a great deal. It's a great
publication and a real necessity in our business! It is one of the
reasons our business has increased. We could not think of explor-
ing new territories without it.”

Judy Brown, Hardwoods of Michigan, Clinton, MI

GREEN BOOK, INC.
1235 Sycamore View Memphis, TN 38134
Phone: (901) 372-8280 FAX: (901) 373-6180

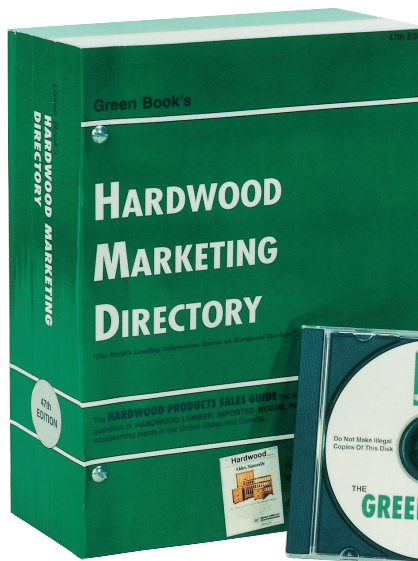
Now it's easier to:

- IDENTIFY GOOD PROSPECTS
- OPEN NEW ACCOUNTS
- CLOSE SALES YOU'RE MISSING
- UNCOVER NEW MARKETS

with *Green Book's*
NEW, COMPLETELY REVISED

51st Edition

of the
Hardwood Marketing
Directory



Meet

7,996 BUYERS

purchasing all grades and
of
HARDWOODS
and
IMPORTED WOOD