



LUMBER Blue Book Services



What is the Blue Book?

The Lumber Blue Book is a comprehensive directory and credit information resource covering businesses involved in the lumber and forest products industry. Whether a mill, manufacturer, trader, or retailer, a **free*** listing in the Blue Book ensures industry decision-makers have the necessary facts on your company to authorize business transactions.

Blue Book Members will use the directory to identify supply sources and new customers. Available credit profiles on individual companies can also assist in making safe and profitable trading and credit decisions.

What is a Blue Book Listing?

The sample (below right) illustrates how a Blue Book listing communicates key facts about your company to current and prospective business connections.

A **basic listing** provides address, phone, fax, classification, e-mail, and web (URL) information. Including additional "Descriptive Listing" facts can improve the value of your listing as it provides contact names, details product specialties, or promotes value-added services.

* A basic Blue Book listing is *free*. For 2012 up to ten lines of "Descriptive Listing" facts (designated by hyphens) will also be free, though a modest per line fee will apply annually beginning in 2013.

Top Benefit of a Blue Book Listing

While your business may already be listed in several other industry directories, the fact is the *Lumber Blue Book* is the only one to provide industry-specific, analyst-based credit ratings.

It simply makes good business sense to take advantage of this early opportunity to, at minimum, validate your firm's *free* Blue Book listing.

Doing so ensures the industry decision-makers will reach prudent conclusions based on current facts about your company.

How to Become a Blue Book Member

4 Easy Steps in 5 minutes!

- 1) Contact Blue Book Services at 630 668-3500 or info@bluebookservices.com.
- 2) Obtain a Membership Agreement.
- 3) Indicate your Membership Package preference and your users' contact information on the Agreement, along with your payment preference.
- 4) Fax or e-mail the document to Blue Book Services at: 630 344-0365 or info@bluebookservices.com.

Questions? Call Kathi Orłowski at 630 668-3500, or e-mail korłowski@bluebookservices.com

Industry Need Never Greater

Lumber professionals across North America have told us today's economic conditions present challenges not seen in more than a generation. Therefore, it is critically important that the lumber industry work "hand-in-glove" with Blue Book Services to develop a database, credit information, and ultimately, industry-specific ratings as quickly as possible.

You can participate in the process by submitting AR Aging files electronically, your financial statements, and/or your list of connections. In addition, be sure your own listing details are up-to-date by contacting us today!

Additional Questions?

Visit our "Frequently Asked Questions" (FAQs) page for additional information about Blue Book Services: www.lumberbluebook.com/Faqs.aspx

SAMPLE LISTING

Orlando, FL

BB #250005

ABC Lumber, Inc.

3489 All American Blvd. (32810-4722)

Phone 407 299-1592

FAX 407 299-1489

E-Mail: info@abclumber.com

Web Site: www.abclumber.com

-- Joe cell 407 299-0011

-- Fred cell 407 299-1001

-- Nelson res. 812 946-3269

-- Specialize in Custom Finishing

-- Handle both Hardwood & Softwood

Stocking Wholesaler/Distributor,

Importer, Secondary Manufacturer

• *Business Reports now available at www.lumberbluebook.com*

• *Financial ratings and Pay Indicators now available*

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