

PUBLISHER'S LETTER

The 2019 Annual Buyer's Guide!

As subscribers and advertisers already know, we publish a Buyer's Guide each year with the goal of providing not only *Sawmill & Woodlot* readers, but also the broader community, with a handy and reliable resource for locating the products and services needed to run their businesses. In the Company Profiles section of the Guide, manufacturers detail their products and services and announce new or anticipated launches for 2019. A second section called Product Listings is organized by product sector and provides contact information for a wide range of manufacturers.

A print version of the 2019 Buyer's Guide will be mailed to *Sawmill & Woodlot* subscribers in March and will be available as a free download from our website at www.sawmillmag.com shortly thereafter. If you are a subscriber, you don't have to worry about lending your prized printed copy to friends—simply point them to the website version. And if your print copy gets damaged, lost, worn (or borrowed and not returned), no worries, just go to the website. We have heard that many manufacturers direct their current and potential customers to the Buyer's Guide so they can quickly and comprehensively research and compare products within the context of the wider market.

So, this is just our reminder that if you have friends, coworkers, or customers who are not subscribers, be sure to let them know that our Buyer's Guide resource is available to them for free on the *Sawmill & Woodlot* website.

Enjoy the current issue and look for your 2019 Buyer's Guide in the mail in March.



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