

## RETAIL SCOREBOARD

Rank 1991	1990 Company	Sales			% DIY 1991 1990	Stores 1991 1990	Sq. Ft.			Employees 1991 1990	% of Employees part-time 1991	Buying/ mktg group 1991				
		(\$ mil.) 1991	1990	% Change 1990- 1991			Store avg. 1991	Chain total 1991	Store avg. 1991							
112	115	Feldman Lumber Co., Brooklyn, N.Y.	40	40	0.0	10	15	3	3	2,600	8,000	3,000	120	125	1	SS
113	94	Holmes Lumber Co., Jacksonville, Fla.	40	49	-18.4	5	5	2	2	14,000	28,000	12,500	200	190	2	BMA
114	117	Thompson Enterprises, Minnetonka, Minn. <sup>6</sup>	39	37	5.4	70	70	9	9	10,000	90,000	30,000	600	600	NA	
115	114	Fullerton Lumber, Minneapolis	38	40	-5.0	40	40	23	23	6,000	138,000	15,000	200	250	5	Our Own
116	132	Stripling Blake Lumber, Austin, Texas	38	32	18.8	25	30	3	3	26,300	79,000	18,000	200	200	5	BMA, HIFW, HWI
117	119	Western Home Center, Cincinnati	38	36	5.6	20	50	2	2	13,000	26,000	12,000	300	250	0	BMA, LMC
118	118	Mayfield Building Supply, Arlington, Texas	38	37	2.7	5	5	2	2	6,500	13,000	10,000	125	100	0	BMA
119	106	Hayward Lumber, Salinas, Calif.	37	42	-11.9	35	42	6	6	15,000	90,000	20,000	201	185	15	BMA, SS
120	169	Alamo Lumber, San Antonio	36	27	33.3	70	70	14	14	5,000	70,000	10,000	250	250	5	HWI
121	156	R.P. Lumber Co., Edwardsville, Ill.	36	29	24.1	25	50	11	11	9,100	100,000	12,000	133	130	10	HWI
122	501	Eagle Hardware & Garden, Tukwila, Wash. <sup>13</sup>	35	2	NA	85	85	4	4	120,000	465,000	45,000	600	NA	5	
123	212	Central Valley Builders Supply, St. Helena, Calif.	35	23	52.2	35	30	3	2	6,000	18,000	3,000	180	175	2	C
124	142	Tualatin Valley Builders Supply, Lake Oswego, Ore.	35	31	12.9	30	20	5	4	6,000	30,000	15,000	150	131	5	Ace
125	150	Woodhaven Lumber & Millwork, Point Pleasant Beach, N.J.	35	30	16.7	25	25	3	3	15,000	45,000	10,000	130	130	0	BMA, SS
126	124	Moser Lumber Inc., Naperville, Ill.	35	34	2.9	20	25	2	2	40,000	80,000	20,000	225	225	30	HWI
127	125	Midpac Lumber Co., Honolulu	35	34	2.9	20	15	1	1	9,000	9,000	NA	175	169	1	
128	91	Golden State Lumber, Vallejo, Calif.	35	50	-30.0	8	20	2	2	6,400	12,800	2,500	85	100	1	
129	166	Franklin Building Supply, Boise, Idaho	35	28	25.0	5	5	5	5	9,000	45,000	6,000	170	110	0	BMA, CBS
130	70	Chandler Lumber Co., Van Nuys, Calif.	35	64		5	5	3	3	20,000	60,000	20,000	120	120	5	Ace
131	176	P.E. Dolan Lumber, Benicia, Calif.	34	26	30.8	60	60	4	4	11,250	45,000	20,000	160	160	10	
132	123	Babbitt Brothers, Flagstaff, Ariz.	34	34	0.0	40	35	7	7	15,000	105,000	15,000	250	250	0	BMA, CBS
133	145	Friedman Brothers Hardware, Santa Rosa, Calif.	33	30	10.0	70	70	1	1	60,000	85,000	30,000	200	180	15	
134	138	Century Supply Co., Lombard, Ill.	33	31	6.5	50	50	8	8	11,160	89,290	10,000	200	220	10	
135	161	Mill Creek Lumber & Supply, Tulsa, Okla.	33	28	17.9	35	40	3	3	15,000	45,000	16,000	95	95	NA	BMA, HWI
136	120	Naseau Suffolk Lumber, Hauppauge, N.Y.	33	36	-8.3	25	30	6	6	3,000	18,000	10,000	150	90	NA	LMC
137	136	Calcasieu Lumber, Austin, Texas	33	32	-3.1	5	5	1	1	15,000	15,000	20,000	150	150	3	
138	129	Rigg's Supply, Kennett, Mo.	32	32	0.0	75	65	8	8	15,600	125,000	12,000	200	145	NA	
139	148	Manis Lumber (Wheeler's), Rome, Ga.	32	30	6.7	40	32	11	9	6,500	71,500	10,000	185	150	1	
140	177	Herrmann Lumber, Springfield, Mo.	32	26	23.1	30	40	10	10	8,000	80,000	10,000	170	163	10	Our Own
141	139	Peter Lumber, Pleasantville, N.J.	31	31	0.0	40	35	13	12	0,000	50,000	8,000	52	52	0	PKS
142	130	Fingerle Lumber, Ann Arbor, Mich.	31	32	-3.1	35	35	2	1	20,000	40,000	10,000	150	130	10	BMA, HWI
143	141	Masten Home Centers, Milford, Del.	31	31	0.0	30	27	7	7	10,800	76,000	17,000	200	213	NA	LMC
144	134	Builders General Supply, Little Silver, N.J.	31	32	-3.1	25	15	4	4	5,000	20,000	15,000	150	125	NA	Ace
145	122	All American Home Center, Downey, Calif.	30	34	-11.8	100	100	1	1	145,000	145,000	90,000	270	300	50	C
146	126	H&E Do-It-Yourself Home Centers, Victorville, Calif.	30	33	-9.1	95	95	6	6	41,666	250,000	24,000	250	300	0	HWI
147	144	Hacienda Home Centers, Albuquerque, N.M.	30	30	0.0	90	90	6	6	23,300	140,000	15,000	270	280	15	BMA
148	502	Builders Express, San Antonio <sup>16</sup>	30	NA	NA	90	90	3	3	117,000	352,000	30,000	352	352	NA	
149	185	Supply One Inc., Reno, Nev.	30	25	20.0	85	85	5	3	45,000	225,000	30,000	200	170	50	Ace, BMA
150	147	Williams Lumber & Home Center, Rhinebeck, N.Y.	30	30	0.0	40	40	3	3	16,600	50,000	12,000	100	150	NA	Ace
151	116	Westside Building Materials, Anaheim, Calif.	30	40	-25.0	30	10	1	1	1,200	1,200	8,000	60	50	3	
152	133	Millard Lumber, Omaha, Neb.	30	32	-6.3	25	25	3	3	20,000	57,000	25,000	200	200	2	BMA, HWI
153	131	Moyrhan North Reading Lumber, N. Reading, Mass.	30	32	-6.3	25	30	2	2	4,000	8,000	6,000	90	78	5	Ace, CR, ENAP
154	100	Kogel Giant Builders Supply, Middle Island, N.Y. <sup>6</sup>	30	47	-36.2	15	15	3	7	3,500	11,000	8,000	60	NA	3	SS
155	110	Pine Tree Lumber, Escondido, Calif.	30	42	-28.6	10	10	3	3	12,000	36,000	12,000	120	180	1	Ace
156	154	Kempville Building Materials, Virginia Beach, Va.	30	30	0.0	10	10	2	1	12,000	24,000	12,000	170	150	0	BMA, IBSA
157	174	Ziegler Building Centers, Spokane, Wash.	29	26	11.5	75	75	10	9	27,000	270,000	4,500	150	123	3	
158	157	Hammond Lumber Co., Belgrade, Maine	29	29	0.0	40	40	5	5	8,000	40,000	15,000	125	125	5	BMA, LMC, SS
159	149	Nickerson Lumber Co., Orleans, Mass.	29	30	-3.3	30	26	7	7	18,570	130,000	22,000	167	155	7	LMC
160	140	Richardson Industries, Sheboygan Falls, Wis. <sup>6</sup>	29	31	-6.5	20	30	2	2	10,000	20,000	11,500	50	55	3	BW, HWI, PAL
161	194	National Lumber, Mansfield, Mass. <sup>17</sup>	29	25	16.0	15	15	3	3	30,000	90,000	20,000	85	70	5	SS
162	186	Hughes Lumber, Tulsa, Okla.	28	25	12.0	80	75	10	10	12,000	120,000	13,500	170	170	0	
163	173	Thurman Industries, Kirkland, Wash.	28	26	7.7	80	80	15	15	15,000	150,000	9,500	140	140	8	NSDA
164	146	Marvin's Inc., Trussville, Ala. <sup>6</sup>	28	30	-6.7	50	50	12	12	22,000	264,000	NA	500	500		LMC
165	179	Choo Choo Supply, Vidalia, Ga.	28	26	7.7	40	35	7	7	12,850	90,000	9,000	140	160	15	BMA, HWI

<sup>6</sup>ACH estimate  
<sup>7</sup>One store (Spokane, Wash.) opened in December 1990.  
<sup>8</sup>Company went out of business 3/31/92.  
<sup>9</sup>Wentfield, Mass., store is 60,000 square feet.  
<sup>10</sup>Buying group designations:  
<sup>11</sup>A = All-Pro; ABS = Allied Building Stores; BMA = Builder Marts of America; BW = Builders World; C = Cotler; CBS = Central Builders Supply; CR = Co-op Reserve; DA = Distribution America; EN = Eagle Nest; ENAP = Everyone Needs a Profit; HIFW = Handy Hardware Wholesalers; HWI = Hardware Wholesalers Inc.; IBSA = Independent Builders Supply Association; LMC = Lumbermen Merchandising Corp.; NSDA = National Supply Distributors Association; P = Peddlers; PAL = Progressive Allied Lumbermen; PRS = Philadelphia Reserve Supply; SS = ServStar.  
ACH - ACH chart