

# RETAIL SCOREBOARD

Rank 1991	1990	Company	Sales			% Change		% DTY		Stores		Sq. Ft.		Store avg. 1991	Chain total 1991	Store avg. 1991	Employees		% of Employees part-time 1991	Buying/ mktg. group 1991
			1991	1990	1991	1990	1991	1990	1991	1990	1991	1990	1991							
476	478	Southland Lumber & Supply, Inglewood, Calif.	12	12	0.0	15	15	1	1	4,800	4,800	20,000	24	24	NA					
484	484	H.J. Granger & Sons Inc., Jacksonville, Fla.	12	12	0.0	10	10	1	1	30,000	30,000	10,000	100	100	0				HWI, LMC	
483	483	Johnson Lumber Co., Salisbury, Mass.	12	12	0.0	10	10	1	1	10,000	10,000	20,000	25	25	0				SS	
499	499	Asheboro Building Supply & Hardware, Asheboro, N.C.	12	11	9.1	10	10	2	2	10,000	20,000	15,000	50	50	5				BMA, HWI	
385	385	Grubb Lumber, Wilmington, Del.	12	15	-20.0	10	10	1	1	10,000	10,000	8,000	36	36	0				BMA	
		Pegram West Inc., Greensboro, N.C.	12	12	0.0	10	10	1	1	4,000	4,000	2,500	45	44	NA				BMA, DA	
		McMichael Lumber, Pompano Beach, Fla.	12	12	0.0	5	5	1	1	12,000	12,000	12,000	27	20	1				C	
Top 10 Totals and Averages			19,011	16,575	14.5*	76	79	1,661	1,601	64,100	9,105,514*	28,600	123,068	108,700	25					
Top 25 Totals and Averages			25,400	22,935	10.7*	75.4	76.6	2,811	2,795	44,548	4,848,205*	24,400	171,586	157,450	28					
Top 50 Totals and Averages			28,917	26,622	8.6*	60.8	61.2	3,610	3,639	32,293	2,702,146*	21,650	195,644	182,854	21					
Top 100 Totals and Averages			31,882	29,731	7.2*	53.6	53.1	4,136	4,168	27,040	1,464,621*	18,449	212,499	197,685	15					
Top 200 Totals and Averages			34,997	32,781	6.8*	46.0	46.3	4,710	4,734	22,942	766,317*	17,031	229,968	214,544	11					
Top 300 Totals and Averages			37,045	34,865	6.3*	41.6	42.0	5,125	5,147	21,214	535,039*	16,199	240,781	225,095	9					
Top 400 Totals and Averages			38,629	36,478	5.9*	40.0	40.2	5,464	5,486	20,429	412,264*	15,342	249,961	233,279	8					
Top 500 Totals and Averages			39,916	37,805	5.6*	38.8	39.2	5,725	5,748	19,098	337,388*	15,017	257,655	240,811	8					
Total U.S. Home Center/ Building Materials Sales**			67,150	66,765	0.1															
Total U.S. Hardware Store Sales**			13,087	13,301	-1.6															
Total U.S. Home Improvement Sales**			80,237	80,066	0.2															

NWCI estimate  
Source: U.S. Department of Commerce  
Can total represents the average for each segment  
\*Percentage change represents the difference, from year to year, of aggregate dollar sales in each sector. When the actual percentage changes for each company are tabulated and compared, a very different picture of the industry's performance emerges: Top 10: 11.1 percent; Top 25: 5.8 percent; Top 50: 2.2 percent; Top 100: -0.4 percent; Top 200: 1.7 percent; Top 300: 0.9 percent; Top 400: 0.7 percent; Top 500: 0.3 percent.  
\*\*Group designations: ABS = Allied Building Stores; BMA = Builder Marts of America; BW = Builders World; C = Cotter; CBS = Central Builders Supply; CR = Co-op Reserve; DA = Distribution America; EN = Eagle Nation; ENAP = Enigma Needs a Profit; HWI = 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.  
NWCI chart

## Alphabetical Listing of the Industry Top 500

Alpine Lumber Inc. ....486 Roy White	Asheboro Building Supply .....499 Bruce Ayres	Bellevue Builders Supply .....90 Joseph Lucarelli	Boland Maloney Lumber Co. ....290 Richard Boland	Builderway Inc. ....62 Newell LaVoy
ABC Inc. ....52 Peter Noseworthy	Askew's Inc. ....474 Milton H. Askew Jr.	Bender Lumber .....171 Paul Bender	Borgsars Supply .....229 Roger Borgsars	Building Material Supply Co. ....234 Robert Chambers
Adams Building Materials .....455 Bog Adams	Atlas Builders Supply Co. ....453 Tom Wang	Bering Home Center Inc. ....335 Norman J. Bering II	Broadway Lumber Co. ....264 Richard Spodek	Burton Lumber & Hardware .....428 Robert Burton
Airco Lumber .....120 Bernal Puckett	Aura Hardwood Lumber .....449 Kellen Aura	Beronio Lumber Co. ....304 Michael V. Casassa	Brook Contractors Supply Co. ....481 Rosalie Carturo	Busy Beaver .....107 Charles Bender
Archie R. Lavalley Lumber .....258 Michael Rivard	A.C. Houston Lumber .....58 Robert A. Houston	Better Living Inc. ....296 Richard Nunley	Brookhart Inc. ....109 Tom Watt	Butz Building Centers .....274 Michael Cary
Alexander Lumber .....45 Richard Alexander	A.D. Moyer Lumber & Hardware .....340 Scott Moyer	Big C Lumber .....224 Roger Foley	Brookside Lumber & Supply .....446 Bruce Edwards	Calcasieu Lumber .....137 T.N. Morris Jr.
American Home Center .....145 Edward Gerber	A.H. Angerstein .....298 Bruce Greene	Big Creek Lumber .....225 Homer McCrary	Brosius-Eikason Co. ....292 James T. Eikason III	California Shingle and Shake Co. 188 Leo Brutsche
Arden Lumber Co. ....314 Bobby Allen	A.J. Smith Co. ....249 Gibert Smith	Big L Corp. ....239 Kenneth Lehman	Brown-Graves Co. ....78 Harold E. Graves Jr.	Cape Fear Supply .....302 J.H. Hollnshed
Asheville Planing Mill .....405 Paul J. Westover	A.L. Kigo Co Inc. ....283 A.L. Kigo	Big Tin Barn .....103 Clifford Grum	Brunsell Lumber & Millwork .....485 Ronald Kneebone	Carolina Builders .....29 Fenton Hord
Ashley Trades Inc. ....331 Charles Goldberg	Babbitt Brothers .....132 W. David Chambers	Bison Building Materials .....95 Pat Bierschwale	Buchheit Inc. ....219 Kenny Buchheit	Carter-Jones Lumber .....26 Bryan Carter
Ashe Lumber .....325 C.D. Dray	Bagnal Builders Supply .....330 T.N. Bagnal Sr.	Black Lumber .....372 William Carmichael	Buena Park Lumber & Hardware 350 John Nelson	Causeway Lumber .....105 Scott Whiddon
American Home & Hardware .....396 Henry Hammond	Bakersfield Lumber Co. ....482 Ted Maidment	Black & Co. ....210 J.S. Black	Builders Discount .....60 Shlomo Lehari	Cedarburg Lumber Co. ....206 William Wernicke Jr.
Asheboro Lumber & Materials Co. 400 Henry Arzwait	Banner Lumber Co. ....430 Isadore Epstein	Blackstone Co. ....74 William Schwartz	Builders Emporium .....12 James McKittrick	Central Hardware .....21 James Cohen
Anderson Lumber .....41 Charles Beardall	Barr Lumber .....65 Murl Fast	Biffert Lumber & Home Center ...376 Thomas Biffert	Builders Express .....148 Jud Walford	Central Michigan Lumber .....84 Steve Lawrence
Ashe Lumber Co. ....423 Charles Crosby	Barrons Gaithersburg Lumber ...347 Charles Davis	Bloodom Lumber Co. ....172 R.B. Fancher	Builders General Supply .....144 T.J. Shaheen	Central Valley Builders Supply ...123 Robert Paterson Jr.
Ashe Building Center .....462 Paul Archer	Bartlett Enterprises Inc. ....357 Tom Bartlett	BMC West .....28 Donald Hendrickson	Builders Square .....4 Glen Melton	Century Supply Co. ....134 Paul Spiewak
Ashe Lumber Co. ....316 Richard P. Arnold Jr.	Belair Road Supply Co. ....426 T.R. Adams Jr.	Bob's Ace Hardware .....464 R.W. Westlund	Builders Supply .....104 Robert Wellendorf	

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