

# RETAIL SCOREBOARD

Rank 1991	1990	Company	Sales		% Change 1990-1991	% D/Y		Sq. Ft.		Stores 1991 1990	Store avg. 1991	Chain total 1991	Sizs store avg. 1991	Employees		% of Employees part-time 1991	Buying/ mktg group 1991
			(\$ mil.) 1991	1990		1991	1990	1991	1990					1991	1990		
35	35	Gerrity Lumber, Newton Upper Falls, Mass.	83	140	-40.7	40	25	13	16	9,600	125,000	15,000	325	400	10		
56	58	Church's Lumber Yards, Utica, Mich.	82	80	2.5	60	75	16	16	20,000	320,000	15,000	525	480	50	BMA, LMC, PAL	
57	53	Pelican Building Centers, Conway, S.C.	80	89	-18.1	25	25	12	12	10,000	120,000	15,000	350	350	NA	LMC	
58	55	A.C. Houston Lumber, Wichita, Kan.	80	89	-10.1	20	15	8	8	15,375	123,000	14,000	300	350	5	Ace, BMA	
59	64	Yardbirds of California, Petaluma, Calif.	78	70	11.4	85	90	9	8	43,750	400,000	24,000	400	330	1		
60	59	Builders Discount, North Hollywood, Calif.	70	80	-12.5	50	50	4	5	125,000	500,000	25,000	220	240	20		
61	67	National Home Center, Springdale, Ark.	70	67	4.5	46	43	5	5	42,600	213,000	18,000	520	472	7	BMA, HWI	
62	63	Builderway Inc., Greenville, S.C.	70	72	-2.8	20	15	14	13	7,900	110,000	8,000	370	350	1	BMA	
63	61	Scherer Brothers Lumber, Brooklyn Park, Minn.	70	75	-6.7	10	10	2	2	5,000	10,000	9,000	275	250	5	HWI	
64	62	Lyman Lumber, Excelsior, Minn.	70	73	-4.1	5	5	3	3	25,000	75,000		150	150	2	LMC	
65	60	Barr Lumber, Los Alamitos, Calif.	65	80	-18.8	25	20	6	6	25,000	150,000	10,000	230	240	1	HWI	
66	66	Cox Lumber, St. Petersburg, Fla. <sup>11</sup>	64	68	-5.9	20	20	20	12	7,250	145,000	8,000	550	500	0	SS	
67	75	Star Lumber & Supply Co., Wichita, Kan.	63	57	10.5	50	36	4	4	27,800	90,000	24,000	475	475	14	BMA, CBS, HWI	
68	68	Courtesy Home Centers, Mt. Prospect, Ill.	62	66	-6.1	95	85	6	6	66,700	400,000	25,000	750	600	40	BMA	
69	69	Paty Co., Pinedy Flats, Tenn.	61	64	-4.7	50	57	8	8	25,000	200,000	16,000	400	400	15	LMC	
70	74	Lumber City, Van Nuys, Calif.	58	58	0.0	100	95	7	8	16,190	240,000	28,000	300	NA	0		
71	96	Great Plains Supply, Roseville, Minn.	58	48	20.8	25	30	27	34	5,550	150,000	15,000	300	294	2	BMA	
72	76	NHD Stores, Stoughton, Mass.	57	56	1.8	90	100	35	35	15,400	540,000	40,000	700	676	50		
73	79	Curtis Lumber, Ballston Spa, N.Y.	56	54	3.7	60	54	9	8	10,000	90,000	17,000	250	280	4	LMC	
74	86	Blackstone Co., East Brunswick, N.J.	55	51	-7.8	10	10	4	4	25,000	100,000	10,000	200	260	0		
75	95	City Mill, Honolulu	53	48	10.4	85	85	5	5	45,000	225,000	15,000	420	421	NA		
76	77	Sunrise Build 'N Grow, Hayward, Calif. <sup>12</sup>	52	55	-5.5	95	95	14	14	28,600	400,000	12,000	350	400	20		
77	65	Henry Bacon Building Materials, Issaquah, Wash.	52	70	-25.7	40	40	5	5	16,000	80,000	20,000	350	400	1	BMA	
78	83	Brown-Graves Co., Akron, Ohio	52	52	0.0	25	25	4	4	15,000	60,000	12,000	200	200	10	C	
79	72	Ganahl Lumber, Anaheim, Calif.	52	61	-14.8	8	8	3	3	25,000	50,000	20,000	250	280	15	BMA, HWI	
80	82	E.C. Barton, Jonesboro, Ark.	51	52	-1.9	45	40	27	27	5,500	150,000	5,000	375	380	13	HWI	
81	80	San Lorenzo Lumber, Santa Cruz, Calif.	51	54	-5.6	40	40	5	5	3,000	15,000	12,000	240	190	3	Ace	
82	92	Monarch Building Supply, Honolulu	51	49	4.1	40	40	7	7	NA	NA	18,000	250	NA	NA		
83	87	Goodman Lumber, San Francisco	50	50	0.0	90	100	4	4	52,500	210,000	12,500	250	200	8	Ace	
84	81	Central Michigan Lumber, St. Johns, Mich.	50	52	-3.8	55	65	6	5	6,000	35,000	14,000	175	150	10		
85	88	Hamilton Lumber & Home Center, Hamilton, Mich.	50	50	0.0	50	50	3	3	25,000	75,000	13,000	60	60	2	C, PAL	
86	90	Piedmont Lumber & Mill, Pleasant Hill, Calif.	50	50	0.0	40	35	6	6	15,000	90,000	40,000	245	210	4	Ace	
87	93	Stock Lumber Inc., Green Bay, Wis.	49	49	0.0	30	20	9	8	10,000	90,000	NA	500	NA	NA	BMA, Our Own	
88	84	Lezzer Cash & Carry, Curwensville, Pa.	48	51	-5.9	50	50	7	7	12,000	84,000	15,000	250	257	5	LMC, SS	
89	111	Ridout Lumber, Searcy, Ark.	48	41	17.1	50	50	9	9	11,600	104,000	3,500	185	150	6		
90	89	Bellevue Builders Supply, Schenectady, N.Y.	48	50	-4.0	40	40	1	1	42,000	42,000	19,500	195	188	20	Ace	
91	98	Haddonfield Lumber, Cherry Hill, N.J.	48	48	0.0	10	10	7	6	11,000	78,000	7,000	200	170	10	Ace	
92	99	Fox Home Center, Chicago	47	47	0.0	50	50	4	4	20,000	80,000	17,500	100	100	25	HWI	
93	97	H.P.M. Building Supply, Hilo, Hawaii <sup>13</sup>	47	48	-2.1	30	20	5	4	21,600	108,000	20,000	240	200	0	A-P	
94	101	M.L. Claster & Sons, Bellefonte, Pa.	46	46	0.0	55	50	11	11	11,000	121,000	12,000	240	270	NA	BMA	
95	103	Bison Building Materials, Houston	46	45	2.2	50	50	4	4	6,000	24,000	1,000	375	375	2		
96	85	Riverhead Building Supply, Riverhead, N.Y.	46	51	-9.8	40	30	4	4	15,000	60,000	13,000	180	200	0	ENAP, RS	
97	112	Lampert Yards, St. Paul, Minn.	45	41	9.8	35	45	31	30	11,000	370,000	15,000	225	210	0	HWI	
98	71	General Building Products, Medford, N.Y.	45	62	-27.4	30	35	6	8	22,500	135,000	15,000	200	241	2		
99	78	Hancock Lumber Co., Casco, Maine	43	55	-21.8	40	40	9	9	3,500	31,500	15,000	200	197	2	ENAP	
100	105	Plywood Minnesota, Minneapolis	42	42	0.0	65	45	11	13	35,400	390,000	7,000	350	375	25		
101	113	Spain and Rose Lumber, Dubuque, Iowa	42	40	5.0	60	60	23	22	4,600	105,000	11,000	195	185	13	HWI	
102	104	Standard Supply & Lumber, Grand Rapids, Mich.	42	45	-6.7	20	25	11	10	4,500	50,000	10,000	225	200	5	Ace, CBS	
103	107	Big Tin Barn, Conroe, Texas	42	42	0.0	15	30	5	4	9,000	45,000	12,000	110	110	0	BMA	
104	108	Builders Supply, Omaha, Neb.	42	42	0.0	15	11	1	1	20,000	20,000	30,000	200	200	10	HWI	
105	102	Causeway Lumber, Ft. Lauderdale, Fla.	42	46	-8.7	10	15	2	3	8,350	16,700	9,500	215	280	0	C	
106	247	Williams Brothers, Duluth, Ga.	41	21	95.2	5	10	5	4	50,000	250,000	4,000	160	140	0		
107	73	Busy Beaver, Pittsburgh	40	59	-32.2	95	95	10	13	27,000	270,000	15,000	450	729	40		
108	121	M.G. Building Materials, San Antonio	40	35	14.3	40	60	4	4	10,000	40,000	13,000	100	120	1	BMA, HWI, HWI	
109	180	Brookhart Inc., Colorado Springs, Colo.	40	26	53.8	30	30	9	7	11,800	100,000	8,000	200	156	5	Ace, CBS	
110	183	West End Lumber Co., Houston	40	26	53.8	10	10	3	3	5,000	15,000	15,000	85	50	5		
111	109	Fairfield Lumber & Supply, Fairfield, Conn. <sup>14</sup>	40	42	-4.8	10	10	2	3	6,000	12,000	7,000	120	100	5	BMA, C, SS	

**NAIEN estimate**  
 \*Includes sales from Panning Lumber.  
 †Begin liquidating in late April 1992.  
 ‡Three home centers (30,000 square feet each) and two paint stores (6,000 square feet each)  
 §Includes sales from Moodus Lumber, Moodus, Conn.  
 ¶Buying group designations: 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 = Everyone Needs a Profit; HWI = Handy Hardware Wholesalers; HWI = Hardware Wholesalers Inc.; IBSA = Independent Builders Supply Association; LMC = Lumbermens Merchandising Corp.; NSDA = National Supply Distribution Association; P = Pecklers; PAL = Progressive Affiliated Lumbermen; PRS = Philadelphia Reserve Supply; SS = ServStar.