

RETAIL SCOREBOARD

RANK	1990	Company	Sales			% Change		% DIY		Stores		Sq. Ft.		Employees		% of Employees part-time 1991	Buying/mktg group 1991
			1991	1990	1990-1991	1990-1991	1991	1990	1991	1990	Store avg. 1991	Chain total 1991	Store avg. 1991	1991	1990		
493		C.H. Carpenter Lumber Co., Minneapolis	13	11	18.2	40	40	7	7	10,000	70,000	20,000	70	NA	0		
436		Spencer Lumber Co., Auburn, Ala.	13	13	0.0	40	40	2	2	2,375	4,500	1,000	50	50	15	SS	
437		Maki Corp., Lunenburg, Mass.	13	13	0.0	40	40	2	2	25,000	50,000	1,800	60	55	10	BMA, SS	
466		Phillips Building Supply Inc., Gulfport, Miss.	13	12	8.3	40	40	4	4	10,000	40,000	13,000	50	50	3	ABS, HWI	
441		Forestville Lumber, Plainville, Conn.	13	13	0.0	30	30	1	1	25,000	25,000	NA	15	13	0		
460		Brookside Lumber & Supply, Bethel Park, Pa.	13	12	8.3	30	50	1	1	10,000	10,000	12,500	70	70	0	Ace, BMA, CBS, LMC	
469		U.L. Harman Inc., Maryland, Del.	13	12	8.3	30	30	3	3	6,880	20,000	4,000	66	68	5	SS	
448		Harbin Lumber Co., Laveria, Ga.	13	13	0.0	25	25	6	6	12,000	50,000	2,000	70	75	0	HWI	
474		Aura Hardwood Lumber, San Jose, Calif.	13	12	8.3	25	20	4	4	7,500	30,000	2,500	40	42	0		
444		Crosalin Supply Co., Eagleville, Tenn.	13	13	0.0	25	25	3	3	NA	NA	NA	60	60	NA	BMA, HWI, LMC	
476		Chase Lumber & Fuel Co., Sun Prairie, Wis.	13	12	8.3	25	20	4	4	4,750	19,000	12,000	48	40	13	Ace, BMA	
477		Glazers Lumber Co., Vernon, Mich.	13	12	8.3	20	20	3	2	6,700	20,000	6,000	35	35	3	BMA, SS	
471		Atlas Builders Supply Co., Los Angeles	13	12	8.3	20	20	1	1	5,800	5,000	8,000	25	25	2		
386		Hatch & Bailey Co., S. Norwalk, Conn.	13	15	-13.3	15	10	2	2	2,250	4,500	6,000	54	80	3	BMA	
422		Adams Building Materials, Winter Haven, Fla.	13	14	-7.1	15	15	3	3	6,700	20,000	15,000	100	120	0	C, LMC	
394		Fort Myers Lumber & Supply, Fort Myers, Fla.	13	15	-13.3	5	5	1	1	10,000	10,000	2,000	100	115	0		
454		Coleman's Hamilton Supply Co., Trenton, N.J.	13	13	0.0	5	5	2	2	2,500	5,500	14,000	53	55	11	C	
500		Self Serve Lumber, Saginaw, Mich.	12	10	20.0	100	100	12	11	15,000	180,000	12,000	110	105	50	SS	
455		The Big Four Lumber Co., Cleveland	12	12	0.0	85	85	2	2	20,000	40,000	26,000	100	100	0	Ace	
456		L. Wernick & Sons Supply, Freeville, N.Y.	12	12	0.0	70	80	2	2	45,000	90,000	NA	14	12	0		
399		Mass Hardware & Supply, Waltham, Mass.	12	14	-14.3	65	65	2	2	28,000	56,000	22,000	90	90	20	SS	
457		Archer Building Center, Oneonta, N.Y.	12	12	0.0	65	65	5	5	8,800	44,000	7,500	65	65	15	HWI, LMC	
458		Tum-A-Lum Lumber Co., Walla Walla, Wash.	12	12	0.0	60	60	10	10	10,000	100,000	20,000	78	78	2	HWI	
487		Bob's Ace Hardware, Rockford, Ill.	12	11	9.1	60	80	1	1	60,000	60,000	25,000	120	150	50	Ace	
462		Henson Timber Products Corp., Forest City, N.C.	12	12	0.0	50	50	4	4	6,800	24,000	NA	75	75	NA	IBSA	
436A		Ranagan & Nist, Wheeling, W.V.	12	15	-20.0	50	50	3	4	5,000	15,000	5,000	74	92	10		
463		Weisman Lumber Co., Rockaway Beach, N.Y.	12	12	0.0	50	50	2	2	5,000	10,000	10,000	66	66	NA		
399		Dooley's Hardware Mart, Long Beach, Calif.	12	18	-33.3	50	50	1	1	150,000	130,000	10,000	80	170	30	C	
490		Niehau Lumber Co., Vincennes, Ind.	12	11	9.1	50	60	1	1	13,500	13,500	20,000	70	60	0	HWI	
491		Collins Pine Co., Portland, Ore.	12	11	9.1	50	50	3	3	NA	NA	15,000	650	580	1	BMA	
410		Landreth Lumber Co., Bunker Hill, Ill.	12	14	-14.3	50	45	6	6	9,500	57,000	18,000	95	95	20	BMA, HWI	
464		Shore Lumber & Building Materials, Stanton, Del.	12	12	0.0	50	45	1	1	13,400	13,400	10,000	51	53	0	BMA, PRS, SS	
405		Hamshaw Lumber, Keene, N.H.	12	14	-14.3	45	50	2	2	18,000	36,000	16,000	56	42	20	Ace	
465		Ashev's Inc., New Bern, N.C.	12	12	0.0	40	40	2	2	20,000	40,000	NA	75	75	2	Ace	
494		Tri-County Building Center, Cedarville, Mich.	12	11	9.1	40	40	5	5	2,500	12,500	10,000	75	75	4	PAL, SS	
436		Foreman's Inc., Elizabeth City, N.C.	12	13	-7.7	40	40	4	4	8,000	32,000	5,000	39	47	13	BMA, SS	
366		Terminal Builders Marts, Gadsden, Ala.	12	15	-20.0	40	40	2	2	30,000	60,000	13,500	50	50	33	BMA, HWI	
459		Davis Lumber Co., Texarkana, Ark.	12	12	0.0	35	60	4	5	10,000	40,000	20,000	85	70	0	ABS	
372		Somerville Lumber Co., Bridgewater, N.J.	12	15	-20.0	30	30	1	1	8,000	8,000	15,000	50	58	0	BMA, SS	
467		Tart Lumber Co., Sterling, Va.	12	12	0.0	30	30	1	1	7,800	7,000	8,000	50	50	0	BMA, SS	
345		Brook Contractors Supply Co., Holbrook, Mass.	12	16	-25.0	30	30	1	1	1,700	1,700	1,000	30	30	0		
302		Bakersfield Lumber Co., Bakersfield, Calif.	12	18	-33.3	30	33	1	1	50,000	50,000	30,000	100	100	30	HWI	
470		Lampe Lumber, Tulare, Calif.	12	12	0.0	30	30	3	3	4,000	12,000	14,500	100	100	4	C	
468		Homan Lumber Mart, Elkhart, Ind.	12	12	0.0	30	30	2	2	11,800	22,000	18,000	60	65	30	BMA, CBS, HWI	
480		Brunell Lumber & Millwork, Madison, Wis.	12	12	0.0	25	15	2	2	NA	NA	5,000	64	64	1	CBS	
496		Abilene Lumber Inc., Abilene, Texas	12	11	9.1	25	30	1	1	15,000	15,000	20,000	63	58	2	ABS, Ace	
445		Rim Forest Lumber Co., Rimforest, Calif.	12	13	-7.7	25	25	1	1	3,000	3,000	18,500	40	40	2	Ace	
449		J.S. Hayes Building Supplies, Gainsville, Va.	12	16	-25.0	25	25	1	1	8,000	8,000	15,000	32	32	0	SS	
475		Tynan Lumber, Salinas, Calif.	12	12	0.0	20	20	4	4	2,000	8,000	3,000	52	52	3	C	
473		Denlinger Inc., Paradise, Pa.*	12	12	0.0	20	20	1	1	8,000	8,000	15,800	200	200	NA		
497		S.S. Smith Lumber Co., Belton, S.C.	12	11	9.1	20	20	1	1	8,000	8,000	3,500	20	20	0	IBSA	
351		City Builders Supply, Worcester, Mass.*	12	16	-25.0	20	20	1	1	NA	NA	NA	20	20	0		
451		Taylor Brothers, Lynchburg, Va.	12	13	-7.7	18	16	1	1	12,580	12,500	2,000	72	90	1	BMA, HWI	
309		Wallich Lumber, Detroit	12	18	-33.3	15	11	1	1	10,000	10,000	10,000	60	75	1	C	
479		Christmas Lumber Co., Harriman, Tenn.	12	12	0.0	15	15	2	2	9,000	18,000	10,000	40	35	0	BMA, LMC	

*Co-op designations:
 ABS = Allied Building Stores; BMA = Builder Marts of America; BW = Builders World; C = Corner; CBS = Central Builders Supply; CR = Co-op Reserve; DA = Distribution America; EN = Eagle Nation; ENAP = Encompass Profit; HW = Handy Hardware Wholesalers; HWI = Hardware Wholesalers Inc.; IBSA = Independent Builders Supply Association; LMC = Lumbermen Merchandising Corp.; NSDA = National Supply Distributors; P = Peddler; PAL = Progressive Allied Lumbermen; PRS = Philadelphia Reserve Supply; SS = ServiStar.