

RETAIL SCOREBOARD

HOME CENTERS

The NHCN Top 500 Retailers

Rank 1990	Company	Sales (\$ mil.)		% Change 1990-1991	% DIY		Stores		Sq. Ft.		Size store avg. 1991	Employees		% of Employees part-time 1991	Buying/mktg group 1991
		1991	1990		1991	1990	1991	1990	Store avg. 1991	Chain total 1991		1991	1990		
1	Home Depot, Atlanta	5,137	3,815	34.7	80	80	174	145	102,900	16,480,000	30,000	30,800	21,500	8	
2	Lowe's Cos., North Wilkesboro, N.C. ¹	3,056	2,833	7.9	69	66	306	309	26,200	8,016,136	25,000	18,368	16,000	17	
3	Payless Cashways, Kansas City, Mo. ²	2,390	2,229	7.2	60	75	195	195 ³	80,000	15,600,000	18,000	18,900	17,000	NA	
4	Builders Square, San Antonio	2,050	1,890	8.5	70	70	150	144	83,000	12,500,000	32,500	17,900	17,000	NA	
5	Hechinger, Landover, Md. ³	1,615	1,392	16.0	95	95	116	115	80,000	9,285,000	40,000	15,800	16,000	50	
6	HomeClub, Fullerton, Calif. ⁴	1,400	1,260	11.1	75	100	73	66	113,000	8,249,000	30,000	9,900	8,500	NA	
9	Menard Inc., Eau Claire, Wis.	965	800	20.6	95	100	60	48	70,800	4,200,000	30,000	3,500	NA	38	
8	Grossman's, Braintree, Mass.	806	813	-0.9	81	84	139	155	32,800	4,565,000	25,800	4,700	5,200	38	
11	Eighty-Four Lumber, Eighty Four, Pa.	800	767	4.3	50	40	368	342	27,000	10,000,000	5,500	4,500	4,500	NA	
10	Sutherland Lumber, Kansas City, Mo.	792	776	2.1	80	75	80	82	27,800	2,160,000	20,000	3,900	3,000	5	
7	Wicks Lumber, Vernon Hills, Ill.	750	850	-11.8	39	40	141	150	9,500	1,339,000	12,000	4,000	4,500	20	
12	Builders Emporium, Irvine, Calif.	600	600	0.0	90	95	106	112	40,000	3,710,000	25,000	5,000	5,000	50	
13	Scotty's, Winter Haven, Fla. ^{5,7}	600	600	0.0	70	70	158	165	30,000	4,584,000	20,000	6,800	6,300	10	
15	Handy Andy, Schaumburg, Ill. ⁷	500	440	13.6	98	98	56	53	68,000	3,740,000	30,000	5,800	3,500	10	
16	Lanoga, Redmond, Wash. ⁶	462	425	8.7	50	48	137	124	7,700	1,050,000	16,000	2,650	2,300	15	Acc, C, SS
14	Fay 'N Pak, Kent, Wash.	410	499	-17.8	98	98	68	102	32,350	2,200,000	16,000	2,300	2,600	10	
17	Rickel Home Centers, South Plainfield, N.J.	410	421	-2.6	90	100	40	45	40,100	1,604,000	35,000	4,000	5,000	65	
20	Pergament Home Centers, Melville, N.Y.	355	350	1.4	90	80	32	35	46,800	1,440,000	40,000	2,700	3,300	26	
19	Erb Lumber, Birmingham, Mich.	353	360	-1.9	50	45	50	50	10,800	500,000	10,500	1,400	1,750	NA	
21	Harcros Lumber & Building Supplies, Roanoke, Va.	350	350	0.0	50	50	65	68	14,400	936,000	13,000	2,000	2,250	NA	
22	Central Hardware, Bridgeton, Mo. ⁷	340	305	11.5	98	100	38	38	65,000	2,470,800	40,000	4,800	4,000	40	
23	Ernst Home & Nursery, Seattle	336	301	11.6	100	100	73	72	32,000	2,336,000	30,000	2,400	2,300	35	
25	Orchard Supply Hardware, San José, Calif.	310	290	6.9	80	80	37	35	35,000	1,295,000	50,000	3,400	3,200	50	
27	McCoy's Building Supply Center, San Marcos, Texas	309	273	13.2	75	75	98	95	16,300	1,600,000	7,500	1,100	1,100	NA	
24	Wolohan Lumber, Saginaw, Mich.	304	296	2.7	53	51	51	50	26,400	1,346,000	10,000	1,768	1,650	28	
26	Carter-Jones Lumber, Kent, Ohio	300	280	7.1	60	55	146	146	8,000	1,168,000	16,000	4,000	4,000	0	
18	Channel Home Centers, Whippany, N.J.	260	379	-31.4	100	100	52	86	35,000	4,000,000	17,000	3,000	4,000	30	
29	BMC West, Boise, Idaho	219	224	-2.2	25	22	28	28	12,500	350,000	20,000	1,125	1,034	13	C, HWI
30	Carolina Builders, Raleigh, N.C.	210	187	12.3	5	5	21	21	1,800	38,000	8,000	1,003	1,003	0	
28	West Building Materials, Atlanta ⁸	190	257	-26.1	30	30	34	46	27,000	972,000	10,000	1,300	1,900	0	
31	Meeks Building Centers, Springfield, Mo. ⁹	171	171	0.0	40	40	30	29	15,200	455,000	12,000	700	700	25	HWI
33	Copeland Lumber Yards, Portland, Ore.	152	154	-1.3	40	35	73	73	5,000	365,000	6,500	750	800	NA	
41	Foxworth-Galbraith Lumber, Dallas	142	111	27.9	30	35	44	46	8,000	603,182	10,000	1,200	892	2	
38	The Andersons, Maumee, Ohio	140	135	3.7	95	95	6	6	120,800	720,000	80,000	900	900	70	
34	Leeds Building Products, Marietta, Ga.	140	150	-6.7	10	15	18	28	7,500	135,000	11,000	425	800	33	
36	Miron Building Products, Kingston, N.Y. ⁹	130	140	-7.1	30	25	8	7	20,000	150,000	45,000	400	NA	8	BMA, SS
32	Terry Cos., Tarzana, Calif.	130	165	-21.2	6	5	16	14	5,700	91,000	25,000	540	585	2	
40	Westlake Hardware, Lenexa, Kan.	120	111	8.1	95	95	51	52	22,400	1,144,000	30,000	1,120	1,200	30	Acc
37	Dixieline, San Diego	115	136	-15.4	50	29	10	10	20,000	200,000	28,000	700	874	10	HWI
46	Fagen's Building Centers, Wexford, Pa.	110	100	10.0	20	15	28	26	10,350	290,000	10,000	600	590	NA	
39	Anderson Lumber, Ogden, Utah	107	113	-5.3	30	30	23	21	6,000	138,000	15,000	650	650	5	CBS
43	Parr Lumber, Aloha, Ore.	107	102	4.9	20	30	10	9	10,000	100,000	20,000	250	270	5	BMA
48	Stambaugh-Thompson, Youngstown, Ohio	104	94	10.6	90	100	21	21	30,100	633,000	23,000	1,200	1,300	40	
45	Seigle's Home & Building Centers, Elgin, Ill.	104	100	4.0	60	60	8	8	35,000	280,000	18,000	600	616	25	BMA, CBS
44	Alexander Lumber, Aurora, Ill.	100	102	-2.0	30	20	50	50	4,000	144,000	10,000	400	390	0	HWI
42	Strober Organization, Brooklyn, N.Y.	100	110	-9.1	15	15	10	9	10,200	102,000	8,000	450	380	0	SS
47	Valu Home Centers, Buffalo, N.Y.	94	94	0.0	85	100	28	28	27,000	756,000	15,000	225	225	0	
49	Wolf Organization, York, Pa. ¹⁰	92	92	0.0	30	30	36	35	2,000	72,000	4,000	320	245	20	LMC
50	Chase-Pitkin, Rochester, N.Y.	90	90	0.0	90	90	13	12	46,150	600,000	30,000	1,550	1,400	4	BMA
51	Hill-Behan Lumber, St. Louis	90	90	0.0	70	70	33	33	12,000	396,000	10,000	650	650	0	
52	Edward Hines Lumber, Itasca, Ill.	90	90	0.0	50	40	23	25	13,000	300,000	9,000	1,000	NA	5	
56	ACO Inc., Farmington Hills, Mich.	88	87	1.1	90	90	70	70	10,000	840,000	15,000	1,300	1,400	40	SS
57	Leaner Home Center Inc., York, Pa.	87	87	0.0	80	80	5	6	15,000	77,000	10,000	90	90	2	C
54	Thompson Building Materials, Orange, Calif.	86	89	-3.4	21	20	9	9	NA	NA	1,500	270	220	0	

¹ In the process of converting many of its smaller stores to 65,000- to 100,000-square-foot stores.
² Sales from Cornersville Lumber (\$244 million). Last year, remodeling tore down wall between stores and adjacent warehouse, making the selling floor in many units 80,000 square feet.
³ 100,000 square feet average (77 Hechingers); 100,000 (33 HomeQuarters Warehouse); 35,000 (6 Triangle Building Centers)
⁴ Moved name to HomeSense 4/92.
⁵ Single square footage includes calculation for 110 home centers and 48 hardware stores.
⁶ Includes Lumberman's, Spencers and United Building Centers chains.
⁷ Operated by Belgium's GB Group
⁸ Formerly a division in California.
⁹ New store opened in Liberty, N.Y., in April.
¹⁰ Includes two window and door stores

Buying group designations:
 A = Allied Building Stores; BMA = Builders Mart of America; BW = Builders World; C = Cotter; CBS = Central Builders Supply; CR = Co-op Reserve; DA = Distribution America; EN = Eagle Nation; ENAP = National Home & Profit; HHW = Handy Hardware Wholesalers; HWI = Hardware Wholesalers Inc.; IBSA = Independent Builders Supply Association; LMC = Lumbermen's Merchandising Corp.; NSDA = National Supply Distributors Association; P = Peddlers; PAL = Progressive Allied Lumbermen; PRS = Philadelphia Reserve Supply; SS = ServStar.