

RETAIL SCOREBOARD

Rank	Company	Sales			% Change		% DIY		Stores		Sq. Ft.		Status		% of Employees		Buying/ mktg group
		1991	1990	1991	1990	1991	1990	1991	1990	1991	1990	1991	1990	1991	1991	1990	
231	Western Lumber, National City, Calif.	15	22	-31.8	10	10	5	4	6,800	34,000	8,000	286	270	15			
389	Gripps Lumber & Produce Co., Point Harbor, N.C.	15	15	0.0	10	10	3	3	7,800	20,000	1,900	40	40	0		HWI	
311	Naples Lumber & Supply, Naples, Fla.	15	18	-16.7	10	5	1	1	3,000	3,000	5,000	70	105	1		SS	
275	Wille Brothers Co., Alsip, Ill.	15	20	-25.0	5	10	2	2	3,500	7,800	6,000	20	20	0		HWI	
393	Yakle Lumber Yard Co., Palm Harbor, Fla.	15	15	0.0	5	5	1	1	2,600	2,600	6,500	60	35	0		SS	
425	N.B. Goodwyns & Son, Chesterfield, Va.	15	14	7.1	5	5	1	1	3,800	3,800	8,000	67	62	NA		HWI	
397	Serv-U Hardware Home Centers, Springfield, Mass. ²¹	14	14	0.0	90	75	8	9	42,800	120,000	25,000	200	NA	30		C	
427	Santa Barbara Home Improvement Centers, Santa Barbara, Calif.	14	13	7.7	85	85	1	1	50,000	50,000	25,000	63	63	2		Ace	
355	Chelsea Lumber, Chelsea, Mich.	14	15	-6.7	80	80	1	1	24,000	24,000	9,000	60	60	0		Ace, BMA, CBS	
404	Mendo Mill & Lumber Co., Ukiah, Calif.	14	14	0.0	70	56	4	4	15,000	60,000	18,000	110	131	5		Ace, BMA	
406	American Home & Hardware, Elkton, Md.	14	14	0.0	67	50	2	2	20,000	40,000	40,000	95	103	10SS			
400	Rugg Manufacturing Inc., Greenfield, Mass.	14	14	0.0	60	60	2	2	7,500	15,000	15,000	80	100	3		LMC, SS	
403	Marine Lumber, Nantucket, Mass.	14	14	0.0	60	60	1	1	50,000	50,000	50,000	85	85	4		Ace	
402	Jerry's Building Materials, Eugene, Ore.	14	14	0.0	60	60	1	1	60,000	60,000	30,000	150	70	50		Ace, BMA	
431	Anawalt Lumber & Materials Co., Picoima, Calif.	14	13	7.7	50	50	4	4	12,500	50,000	18,000	100	100	3		C	
461	Walker Builders Inc., Baileyton, Ala.	14	12	16.7	50	50	1	1	4,000	4,000	NA	50	60	0			
413	Rafael Lumber Co., San Rafael, Calif.	14	14	0.0	40	40	1	1	30,000	30,000	18,500	55	55	3Ace			
408	G.W. White & Son, Watertown, N.Y.	14	14	0.0	40	50	3	3	8,300	25,000	11,000	55	50	0		LMC	
423	Volco Inc., Jerome, Idaho	14	14	0.0	35	15	4	4	17,500	70,000	11,000	160	160	0		Ace, BMA	
344	Allensville Planning Mill, Allensville, Pa.	14	16	-12.5	35	35	4	4	8,500	34,000	18,000	160	190	3		C	
447	NFL Building Center, Daphne, Ala.	14	13	-7.7	35	25	3	3	10,800	30,000	12,000	100	100	0		Ace, BMA, SS	
412	John's Lumber & Hardware, Mt. Clemens, Mich.	14	14	0.0	35	40	2	2	7,800	14,000	10,000	75	50	3		BMA, C	
433	Friend Building Centers, Lowell, Mass.	14	13	7.7	35	50	2	2	10,500	21,000	18,000	90	58	5		Ace, BMA	
416	Preston Feather Building Center, Petoskey, Mich.	14	14	0.0	30	30	3	3	18,666	56,000	15,000	60	55	NA		PAL	
370	Jackson Lumber & Millwork, Lawrence, Mass.	14	15	-6.7	30	35	1	1	18,000	18,000	10,120	85	85	0		Ace, LMC	
446	Graber Post Buildings, Montgomery, Ind.	14	13	7.7	30	25	1	1	3,400	3,400	3,000	80	85	NA			
303	Narrowsburg Lumber Co., Narrowsburg, N.Y.	14	18	-22.2	30	30	4	4	3,000	12,000	15,000	63	70	1		ACE	
417	Geiger Lumber & Supply Co., Tallman, N.Y.	14	14	0.0	30	26	1	1	15,000	15,000	60,000	45	40	0		ENAP, SS	
378	Reistertown Lumber, Reistertown, Md.	14	15	-6.7	25	20	1	1	5,000	5,000	NA	75	70	3		CBS, ENAP, SS	
263	Imperial Valley Lumber Co., San Dimas, Calif.	14	20	-30.0	25	25	5	5	2,400	12,000	5,000	90	70	10		C	
379	SBS Building & Home Center, Marysville, Calif.	14	15	-6.7	25	20	2	2	10,500	21,000	15,000	68	80	0		Ace, BMA	
443	Snohomish Building Center, Snohomish, Wash.	14	13	7.7	25	25	2	2	5,800	10,000	18,000	52	52	3		Ace	
418	GBS Lumber, Mauldin, S.C.	14	14	0.0	25	25	3	3	6,700	20,000	7,000	65	65	0		HWI, LMC	
371	Oldham Lumber Co., Dallas	14	15	-6.7	20	35	1	1	10,800	10,000	3,000	35	25	0		SS	
392	Tindell's Inc., Knoxville, Tenn.	14	15	-6.7	20	10	3	3	5,000	15,000	3,000	60	90	0		HWI, IBSA	
330	Southampton Lumber Co., Southampton, N.Y.	14	17	-17.6	20	20	3	5	8,300	25,000	10,000	70	70	3		C, LMC	
472	Standard Builders Supply, Salt Lake City	14	12	16.7	20	20	1	1	3,000	3,000	4,200	40	40	3		C	
449	Arcadia Lumber Co., Arcadia, Calif.	14	13	7.7	15	20	2	2	5,000	10,000	30,000	50	NA	5			
420	McGinnis Lumber Co., Plant City, Fla.	14	14	0.0	10	20	1	1	7,000	7,000	12,000	66	73	1		BMA, LMC, SS	
450	Randall Brothers Inc., Atlanta	14	13	7.7	10	20	1	1	3,500	3,500	8,000	100	85	0		LMC	
387	Belair Road Supply Co., Baltimore	14	15	-6.7	10	10	2	3	6,000	12,000	15,000	47	46	0		BMA, C	
452	Kaper's Building Materials, Demotte, Ind.	14	13	7.7	10	10	1	1	6,000	6,000	70,000	42	36	0		LMC	
424	Burton Lumber & Hardware, Salt Lake City	14	14	0.0	10	10	2	2	7,000	14,000	2,000	54	45	0		Ace	
482	R.L. Sweet Lumber Co., Olathe, Kan.	14	12	16.7	10	10	2	2	3,000	6,000	3,500	100	100	3			
453	Banner Lumber Co., Detroit	14	13	7.7	10	10	1	1	2,500	2,500	8,500	40	40	2		SS	
353	Essen Hardware & Lumber, St. Louis	13	15	-13.3	90	90	9	9	16,700	150,000	10,000	155	155	15		HWI	
428	Handyman Home Centers, Fairborn, Ohio	13	13	0.0	90	85	9	8	15,000	135,000	9,000	180	120	33		Ace	
486	Kabelin Hardware Co., La Porte, Ind.	13	11	18.2	80	90	3	3	40,000	120,000	6,000	180	180	0		C	
489	Delta Home Center, Escanaba, Mich.	13	11	18.2	75	75	4	3	25,000	100,000	25,000	180	140	4		HWI	
429	The Corning Building Co., Corning, N.Y.	13	13	0.0	65	80	1	1	42,500	42,500	26,000	100	80	10		C, LMC	
430	Stone's Inc., Bainbridge, Ga.	13	13	0.0	60	60	8	8	7,500	56,000	10,000	100	100	3		DA	
432	Len-Co Lumber Corp., Buffalo, N.Y.*	13	13	0.0	50	50	1	1	27,000	27,000	40,000	70	80	0			
492	Marriner Lumber Home Center, Brunswick, Maine	13	11	18.2	50	50	3	3	6,700	20,000	15,000	50	50	4			
495	Porter's Building Center, Kearny, Mo.	13	11	18.2	40	40	5	5	10,000	50,000	20,000	100	75	20		HWI	
414	H.G. Page & Sons, Roughkeepsie, N.Y.	13	14	-7.1	40	35	1	1	25,000	25,000	35,800	75	80	10		Ace, SS	

²¹ Estimate
 * Includes three automotive stores and two paint stores.
 Buying group designations:
 ACE - Ace Pro; 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 - Eastern National; 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.
 *NCHC chart