

# RETAIL SCOREBOARD

Rank 1991	1990	Company	Sales		% Change 1990- 1991	% DIY 1991	Stores 1991	1990	Sq. Ft.		Size store avg. 1991	Employees		% of Employees part-time 1991	Buying/ mktg group 1991	
			(\$ mil.) 1991	1990					Store avg. 1991	Chain total 1991		1991	1990			
339	434	Norris Rader Inc., New Iberia, La.	16	13	23.1	50	40	3	3	10,000	30,000	7,500	100	100	0	HWI
340	343	A.D. Moyer Lumber & Hardware Inc., Gilbertsville, Pa.	16	16	0.0	50	35	2	2	10,200	20,400	12,000	70	NA	5	SS
341	280	Certified Lumber & Home Center Corp., Brooklyn, N.Y.	16	19	-15.8	50	50	2	2	10,000	20,000	NA	180	100	0	Ace, C
342	363	Economy Builders Supply Inc., Sandy, Utah	16	15	6.7	40	50	3	3	23,000	70,000	7,000	160	180	60	Ace, BMA
343	359	G.V. Moore Lumber Co., Ayer, Mass.	16	15	6.7	40	60	5	5	14,000	70,000	16,000	180	115	10	C, LMC
344	323	F. Diehl & Sons Inc., Wellesley, Mass.	16	17	-5.9	35	35	1	1	37,000	37,000	10,000	62	62	13	LMC, SS
345	374	La Crosse Lumber Co., Louisiana, Mo.	16	15	6.7	30	30	17	17	2,350	40,000	10,000	110	110	5	HWI
346	375	Imperia Brothers Inc., Pelham Manor, N.Y.	16	15	6.7	25	25	2	2	17,500	35,000	30,000	75	75	1	Ace, ENAP
347	347	Barroes Gaithersburg Lumber, Gaithersburg, Md.	16	16	0.0	25	25	1	1	20,000	20,000	17,000	60	NA	10	SS
348	350	Fifth Avenue Lumber Co., Columbus, Ohio	16	16	0.0	20	20	5	5	5,000	25,000	10,000	150	NA	1	HWI
349	442	Orgain Building Supply, Clarksville, Tenn.	16	13	23.1	20	30	1	1	8,500	8,500	11,000	100	70	3	BMA, HWI, LMC
350	291	Buena Park Lumber & Hardware, Buena Park, Calif.	16	19	-15.8	15	20	1	1	22,000	22,000	30,000	75	90	0	Ace, C
351	383	Holmes Lumber & Building Center, Millersburg, Ohio	16	15	6.7	15	15	1	1	7,000	7,000	10,000	48	48	0	SS
352	334	Kleef Lumber Co., Huntington, N.Y.	16	17	-5.9	15	7	1	1	4,000	4,000	NA	50	50	0	SS
353	380	Topeka Lumber Inc., Topeka, Kan.	16	15	6.7	10	20	2	2	62,000	124,000	15,000	50	55	0	BMA, CBS, SS
354	388	Mathews & Fields Lumber Co., Rochester, N.Y.	16	15	6.7	10	10	2	2	2,500	5,000	8,000	70	70	0	HWI
355	488	Scarborough Lumber & Building Supply, Scotts Valley, Calif.	15	11	36.4	80	75	4	4	7,000	28,000	25,000	105	125	15	Ace
356	338	Metropolitan Lumber & Hardware, New York	15	16	-6.3	70	70	4	4	11,250	45,000	10,000	200	200	3	SS
357	401	Bartlett Enterprises Inc., Canadian, Texas	15	14	7.1	70	60	9	9	8,000	72,000	NA	48	48	3	Ace
358	356	Hendrick's, Troy, Ala.	15	15	0.0	70	70	4	4	45,000	180,000	10,000	90	NA	5	Ace, BMA
359	426	Elliott's Hardware, Dallas	15	14	7.5	60	65	2	1	43,000	86,000	32,000	190	128	20	C
360	358	H. Greenberg & Son Inc., Bennington, Vt.	15	15	0.0	60	60	2	2	20,000	40,000	20,000	50	50	2	CBS, ENAP, HWI
361	409	Miner Lumber, Collinsville, Conn.	15	14	7.1	51	48	1	1	17,000	17,000	5,000	60	45	2	LMC, SS
362	361	Goldboro Builders Supply, Goldboro, N.C.	15	15	0.0	50	50	5	5	83,200	416,000	12,000	60	50	5	Ace, IBSA, LMC
363	360	Morsches Builders Mart, Columbia City, Ind.	15	15	0.0	50	50	5	5	12,000	60,000	15,000	80	60	8	RMA, C
364	407	Higginbotham Brothers, Comanche, Texas	15	14	7.1	50	50	18	18	3,000	50,000	15,000	150	150	4	HWI
365	362	Habersham Hardware & Home Center, Cornelia, Ga.	15	15	0.0	50	50	2	2	27,000	54,000	35,000	95	90	2	Ace, BMA, CBS
366	342	Fisher/Malibu Lumber, Santa Monica, Calif.	15	16	-6.3	45	50	2	2	7,500	15,000	19,000	75	100	4	
367	377	Mathew Hall Lumber Co., North St. Cloud, Minn.	15	15	0.0	40	25	2	2	7,000	14,000	3,000	72	70	3	Ace, BMA, LMC
368	365	Sutersville Lumber, Sutersville, Pa. <sup>20</sup>	15	15	0.0	40	40	3	3	2,800	8,500	11,000	80	65	0	C, LMC
369	435	Stewart Lumber Co., Dickson, Tenn.	15	13	15.4	40	40	3	3	20,000	60,000	6,000	88	82	10	BMA, HWI
370	411	Siding World Inc., Detroit	15	14	7.1	40	40	7	6	20,000	140,000	13,000	70	70	3	DA, PAL
371	369	Schoeneman Brothers Co., Sioux Falls, S.D.	15	15	0.0	40	40	9	10	6,700	60,000	10,000	100	100	0	
372	440	Black Lumber, Bloomington, Ind.	15	13	15.4	35	33	6	6	8,000	42,000	11,500	74	60	8	CBS, HWI
373	327	Snow Lumber & Home Decorating, High Point, N.C.	15	17	-11.8	30	30	2	2	10,000	20,000	10,000	135	125	5	Ace, BMA, CBS
374	376	Chopp & Co., Waldorf, Md.	15	15	0.0	30	25	1	1	6,000	6,000	1,500	90	75	5	
375	439	Hackmann Lumber Co., St. Charles, Mo.	15	13	15.4	30	35	2	2	12,500	25,000	15,000	110	110	NA	HWI
376	419	Bliffert Lumber & Home Center, Milwaukee	15	14	7.1	25	25	4	4	NA	NA	15,000	50	50	3	HWI
377	190	Midland Lumber & Supply, Midland Park, N.J.	15	25	-40.0	25	30	1	2	10,000	10,000	15,000	70	125	0	Ace, BMA
378	348	Hale Kauai Ltd., Lihue, Island of Kauai, Hawaii	15	16	-6.3	25	25	2	2	6,500	13,000	18,000	74	75	2	C
379	267	Fairfax Lumber & Millwork, Springfield, Va.	15	20	-25.0	25	20	2	2	5,000	10,000	8,000	70	75	0	BMA
380	421	General Wholesale Building Supply, New Bern, N.C.	15	14	7.1	20	20	1	1	110,000	110,000	10,000	110	110	5	LMC
381	306	Morrill Builders Supply Co., Hyde Park, N.Y.	15	18	-16.7	20	20	1	1	12,000	12,000	NA	55	65	0	
382	498	Hundman Lumber Do-It Center, Bloomington, Ill.	15	11	36.4	20	15	1	1	20,000	20,000	20,000	75	50	1	HWI
383	244	Home Lumber, San Bernadino, Calif.	15	21	-28.6	20	20	2	2	10,000	20,000	4,000	35	35	6	HWI
384	384	Northwest Building Materials & Supply, Park Ridge, Ill.	15	15	0.0	15	15	4	4	10,000	40,000	2,000	60	60	0	HWI, PRS
385	352	Elmsford Interstate Building Materials, Elmsford, N.Y.	15	16	-6.3	10	10	2	2	22,500	45,000	6,000	57	60	1	BMA

\*MCH estimate  
 †Includes one window and door store.  
 Buying group designations:  
 A = All-Pro; ABS = Allied Building Stores; BMA = Builder Marts of America; BW = Builders World; C = Co-op; CBS = Central Builders Supply; CR = Co-op Reserve; DA = Distribution America; EN = Eagle Nation; ENAP = Employee Needs & Profit; H-HW = Handy Hardware Wholesalers; HWI = Hardware Wholesalers Inc.; IBSA = Independent Builders Supply Association; LMC = Lumbermen Merchandising Corp.; NSDA = National Supply Distributors Association; P = Pecklers; PAL = Progressive Allied Lumberman; PRS = Philadelphia Reserve Supply; SS = ServiStar.  
 MCHN chart