

RETAIL SCOREBOARD

Rank 1990	Company	Sales		% Change 1990-1991	% DIY 1991	Stores		Sq. Ft.		Stores store avg. 1991	Employees 1991	% of Employees part-time 1991	Buying/ mktg group 1991		
		1991	1990			1991	1990	Store avg. 1991	Chain total 1991						
286	A.L. Kippo Co Inc., Honolulu ¹⁹	19	19	0.0	25	30	1	1	300,000	300,000	300,000	130	160	5	
290	Strait & Lamp Lumber Co., Hebron, Ohio	19	19	0.0	20	20	4	4	23,000	92,000	7,000	96	96	1	HWI
307	Shaw Lumber Co., St. Paul, Minn.	19	18	5.6	20	20	1	1	5,000	5,000	7,000	110	82	2	HWI
240	Tri-County Supply Inc., Pleasantville, N.J.	19	21	-9.5	20	20	4	3	3,000	12,000	NA	75	75	10	
289	Sinclair Supply Co. Inc., Baltimore	19	19	0.0	20	20	3	3	25,000	75,000	5,323	76	NA	0	
294	Triangle Building Supply Inc., Fayetteville, N.C.	19	19	0.0	15	10	2	2	40,000	80,000	12,000	119	130	2	DA
293	Sepulveda Building Materials, Torrance, Calif.	19	19	0.0	15	15	4	4	12,500	50,000	5,862	100	100	10	
272	Boland Maloney Lumber Co., Louisville, Ky.	19	20	-5.0	10	10	2	2	7,250	14,500	7,000	85	80	1	BMA, LMC
248	Livonia Building Materials, Livonia, Mich.	19	21	-9.5	5	5	4	4	2,000	9,500	2,000	50	50	0	SS
316	Brosius-Eliason Co., New Castle, Del.	18	17	5.9	65	60	4	4	18,000	72,000	13,000	120	100	0	LMC, SS
339	Morales Home Centers, Bronx, N.Y.	18	16	12.5	60	60	9	9	30,000	270,000	10,000	40	40	8	DA
381	Standale Lumber & Home Center, Grand Rapids, Mich.	18	15	20.0	55	20	3	2	8,300	25,000	NA	80	70	5	BMA, PAL, SS
298	Whelan's, Topeka, Kan.	18	18	0.0	50	50	4	4	32,500	130,000	20,000	140	160	5	HWI
325	Better Living Inc., Charlottesville, Va.	18	17	5.9	30	30	1	1	12,000	12,000	15,000	80	100	4	HWI, IBSA
238	Lumber One, Avon, Minn.	18	21	-14.3	30	30	2	2	3,600	7,200	16,000	76	82	2	Acc, BMA
224	A.H. Angerstein, Wilmington, Del.	18	22	-18.2	20	30	4	4	8,000	33,000	10,000	90	130	0	PAL, PRS
271	Devlin Lumber & Supply Corp., Rockville, Md.	18	20	-10.0	15	10	1	1	3,000	3,000	14,000	150	150	0	BMA
181	Douglas Lumber Corp., Smithfield, R.I.	18	26	-30.8	15	15	1	1	20,000	20,000	17,000	50	75	15	BMA, CBS
246	Ruffin & Payne, Richmond, Va.	18	21	-14.3	10	10	1	1	4,500	4,500	2,500	105	120	0	BMA
391	Cape Fear Supply, Fayetteville, N.C.	18	15	20.0	10	10	1	1	2,000	2,000	5,500	75	75	0	BMA
310	Lumber City Inc., Chesapeake, Va.	18	18	0.0	10	10	2	2	3,500	7,000	6,000	85	95	3	MA, C
241	Beronio Lumber Co., San Francisco	18	21	-14.3	10	20	1	1	135,000	135,000	3,000	65	67	0	
217	East Coast Builders Supply Corp., Chesapeake, Va.	18	23	-21.7	10	10	2	2	5,000	10,000	10,000	85	80	5	BMA, C
315	Erlanger Lumber Co., Erlanger, Ky.	18	18	0.0	5	5	1	1	2,000	2,000	6,000	50	50	0	LMC
312	Tulroy Lumber Inc., New Rochelle, N.Y.	18	18	0.0	5	5	2	2	1,500	3,000	12,000	79	85	0	
314	West Elizabeth Lumber Co., Elizabeth, Pa.	18	18	0.0	5	5	4	5	6,200	25,000	2,000	65	50	0	
398	Poulsen's Inc., Great Falls, Mont.	17	14	21.4	70	70	1	1	36,000	36,000	6,000	80	70	20	Acc, BMA, Our Own
318	Sash & Door Co., Bellingham, Wash.	17	17	0.0	50	50	2	2	50,000	100,000	10,000	120	120	0	Acc
319	Knoll Lumber & Hardware Co., Kenmore, Wash.	17	17	0.0	40	50	4	4	7,500	30,000	21,000	80	88	0	
317	J.C. Baldridge Lumber Co., Albuquerque, N.M.	17	17	0.0	40	50	2	2	6,500	13,000	20,000	140	140	15	C
282	Whipple Brothers Inc., Tunkhannock, Pa.	17	19	-10.5	40	50	10	10	10,000	100,000	2,600	90	80	3	
321	Allen Lumber Co., Barre, Vt.	17	17	0.0	35	40	5	5	5,000	25,000	15,000	70	80	6	LMC
373	Thomas W. Perry, Chevy Chase, Md.	17	15	13.3	33	30	2	2	17,500	35,000	30,000	140	140	20	BMA, SS
367	Arnold Lumber Co., West Kingston, RI	17	15	13.3	30	40	3	3	6,500	20,000	20,000	85	100	0	SS
329	Montalbano Lumber Co., Houston	17	17	0.0	30	25	2	2	7,500	15,000	8,000	90	85	0	BMA, C, H+HW
346	Mentor Lumber & Supply, Mentor, Ohio	17	16	6.3	30	30	3	3	10,000	30,000	13,000	92	60	20	HWI
304	Mintzer Bros., Rutland, Vt.	17	18	-5.6	30	30	2	2	5,000	10,000	4,000	40	40	3	LMC
328	Rowley Building Products Corp., Middletown, N.Y.	17	17	0.0	25	25	6	6	5,000	30,000	10,000	115	100	8	SS
320	Herrinack Valley Wood Products, Methuen, Mass.	17	17	0.0	20	40	1	1	15,000	15,000	3,000	90	90	0	
390	Winstatt Building Materials Co., Wayne, Mich.	17	15	13.3	20	10	2	2	5,000	10,000	7,000	50	41	0	HWI
308	R Lumber Center, Edgewater, Md.	17	18	-5.6	20	15	1	1	3,000	3,000	6,000	90	100	0	BMA, CBS
382	Smoot Lumber Co., Alexandria, Va.	17	15	13.3	20	20	1	1	10,000	10,000	11,000	65	65	5	BMA, SS
332	Alpine Lumber, Denver	17	17	0.0	15	12	4	4	3,000	12,000	4,000	70	70	0	BMA, HWI
395	Columbia Lumber, Columbia, S.C.	17	15	13.3	10	5	5	5	1,000	4,000	4,200	150	NA	1	LMC
274	Hoida Lumber Inc., Green Bay, Wis.	17	20	-15.0	10	10	1	1	6,000	6,000	NA	125	125	0	CBS, LMC
155	Champion Lumber, Riverside, Calif.	17	30	-43.3	5	5	1	1	10,000	10,000	2,500	39	60	0	BMA
277	Pine Cone Lumber, Sunnyvale, Calif.	17	20	-15.0	5	5	1	1	15,000	15,000	NA	75	85	5	BMA
133	Ragnal Builders Supply, Columbia, S.C.	17	17	0.0	5	10	1	1	10,000	10,000	4,500	60	60	0	BMA
396	Allied Trades Inc., Denver	17	15	13.3	5	5	1	1	5,000	5,000	10,000	141	141	0	DA
335	Pintchak Inc., Brooklyn, N.Y.	16	16	0.0	90	90	6	6	12,500	75,000	12,000	150	125	NA	Acc
336	Hardware City Home Center, Silver Spring, Md.	16	16	0.0	85	75	4	4	15,000	60,000	19,000	175	125	30	HWI, SS
134	Dunen Lumber, Seattle ²	16	15	6.7	80	80	10	9	10,000	100,000	NA	100	100	NA	
137	Bering Home Center Inc., Houston	16	16	0.0	70	75	2	2	27,500	55,000	30,000	175	110	25	HWI
368	Higginbotham-Bartlett Co., Lubbock, Texas	16	15	6.7	60	40	36	36	15,000	570,000	10,000	150	150	1	HWI
1341	Payless Building Supply, Chico, Calif.	16	16	0.0	60	50	5	5	6,000	30,000	7,000	100	80	25	BMA
1357	Guadalupe Lumber & Supply Co., San Antonio	16	15	6.7	60	60	2	2	150,000	300,000	9,000	80	55	10	C, H+HW

Common square foot represents seven buildings.

Group designations:
 ABS = Allied Building Stores; BMA = Builders Mart of America; BW = Builders World; C = Corner; CBS = Central Builders Supply; CR = Co-op Reserve; DA = Distribution America; EN = Eagle Nest; ENAP = Eagle Nest Associates; H+HW = Home Hardware Wholesale; HWI = Hardware Wholesale Inc.; IBSA = Independent Builders Supply Association; LMC = Lumbermen Merchandising Corp.; NSDA = National Supply Distributors Association; P = Pecklers; PAL = Progressive Allied Lumbermen; PRS = Philadelphia Reserve Supply; SS = ServStar.