

RETAIL SCOREBOARD

1990	Company	Sales			% Change		% D/Y		Stores		Sq. Ft.		Sizs store avg. 1991	Employees		% of Employees part-time 1991	Buying/mktg group 1991
		1991	1990	1991	1990	1991	1990	1991	1990	1991	1990	1991		1990	1991		
196	Gulf Stream Lumber, Boynton Beach, Fla.	22	25	-12.0	20	10	3	3	2,830	8,500	12,000	150	170	10	BMA, C		
230	Maryland Lumber, Baltimore	22	22	0.0	10	10	1	2	5,000	5,000	NA	78	78	0	SS		
215	Walter & Jackson Inc., Christiansa, Pa.	22	23	-4.3	10	11	3	3	5,000	15,000	6,500	101	105	0	BMA, PRS, SS		
250	Borgaars Supply, Sioux City, Iowa	21	20	5.0	90	90	11	11	21,500	237,000	12,500	225	250	0	Ace		
258	Martin Distributors, Alexandria, La.	21	20	5.0	40	30	3	4	13,300	40,000	10,000	85	100	0	H-HW		
256	Truitt & White Lumber, Berkeley, Calif.	21	20	5.0	40	35	2	1	77,500	155,000	20,000	120	110	0	Ace		
270	Manning Building Supplies, Ocala, Fla.	21	20	5.0	15	15	4	4	30,000	120,000	7,000	110	110	0	BMA		
153	Stevenson Lumber Co., Stevenson, Conn.	21	30	-30.0	5	10	1	1	8,000	8,000	1,000	60	150	0			
313	Building Material Supply Co., Tucker, Ga.	21	18		5	5	1	1	24,000	24,000	1,800	73	55	20			
232	Kuesters Inc., Evansville, Ind.	20	21	-4.8	98	90	9	9	21,000	190,000	33,000	250	200	15	HWI		
233	Elliott Hardware, Elm Grove, Wis.	20	21	-4.8	85	80	4	3	31,250	125,000	50,000	300	260	20	Ace		
172	Rocky's Hardware & Home Center, Springfield, Mass.	20	26	-23.1	80	80	7	8	12,000	85,000	25,000	140	180	25	Ace		
278	Chris & Dick's, Salt Lake City	20	19	5.3	80	90	1	1	70,000	70,000	27,000	155	165	5	C		
251	Big L Corp., Sheridan, Mich.	20	20	0.0	75	65	6	6	21,700	130,000	35,000	70	74	10	Ace, LMC		
218	Cramer's Home Centers, E. Stroudsburg, Pa.	20	22	-9.1	75	75	7	7	10,000	70,000	9,000	120	125	2	LMC, SS		
252	White Aluminum Products, Leesburg, Fla.	20	20	0.0	65	65	7	6	38,570	270,000	5,000	200	200	0			
283	Potter's Shopping Center, Jamestown, Tenn.	20	19	5.3	60	45	8	7	11,000	88,000	15,000	120	125	20	Ace, BMA		
297	Newkirk's Ace Hardware Inc., Rapid City, S.D.	20	18	11.1	55	60	7	6	17,900	125,000	30,000	130	160	10	Ace, C		
255	Gordon Lumber Co., Oak Harbor, Ohio	20	20	0.0	50	40	9	9	4,500	40,000	10,000	110	120	10	C, CBS		
254	Economy Building Materials, Denver	20	20	0.0	50	40	3	3	9,000	27,000	13,000	100	100	3	BMA, HWI		
265	McGuire Lumber Co., Yakima, Wash.	20	20	0.0	40	25	1	1	20,000	20,000	8,000	35	35	0	BMA		
208	Hinckley Home Centers, Hyannis, Mass.	20	23	-13.0	40	50	3	4	15,000	45,000	50,000	115	114	2	BMA		
415	Simonson Lumber, St. Cloud, Minn.	20	14	42.9	40	30	7	6	15,000	140,000	3,000	100	80	3	BMA, C, CBS, Our Own		
305	A.J. Smith Co., Nashville, Tenn.	20	18	11.1	35	25	5	4	3,000	15,000	10,000	58	60	5			
331	Du-Bell, Medford, N.J. ¹⁸	20	17	17.6	35	20	4	3	18,750	75,000	25,000	120	100	3	BMA, C, PRS, SS		
210	Lavalley Building Supply, Newport, N.H.	20	23	-13.0	35	35	5	5	8,000	40,000	15,000	120	125	5	C, LMC		
322	Theut Products Inc., Mt. Clemens, Mich.	20	17	17.6	35	35	4	4	5,000	20,000	30,000	100	75	10			
225	Lumas Supply, Atlanta	20	22	-9.1	35	25	4	4	10,500	42,000	7,500	61	62	0	HWI, SS		
205	One Source Home & Building Centers, North Little Rock, Ark.	20	24	-16.7	30	30	4	4	7,500	30,000	10,000	135	160	NA	Ace		
260	JH Patterson Co., Rockford, Ill.	20	20	0.0	25	25	10	10	2,000	20,000	NA	100	100	10	BMA, PRS		
324	Zarsky Lumber Co., Victoria, Texas	20	17	17.6	25	30	6	6	6,500	40,000	8,000	115	120	4	Ace, CBS, H-HW		
257	Coler Brothers, Tucker, Ga.	20	20	0.0	25	30	1	1	15,000	15,000	500	70	85	3	SS		
261	Albert R. Lavalley Lumber, Sanford, Maine	20	20	0.0	25	25	3	3	6,700	20,000	9,000	130	NA	5	C, LMC		
259	Sterling Lumber & Investment Co., Denver	20	20	0.0	25	30	10	10	15,255	152,550	7,000	95	100	2			
262	Jordan & Bradley Building Supply, Columbus, Ga.	20	20	0.0	20	25	3	3	NA	NA	5,000	80	NA	0	CBS		
266	Jones Lumber Co. Inc., Lynwood, Calif.	20	20	0.0	20	20	1	1	5,000	5,000	10,000	100	NA	0			
268	BNR Beatty Lumber Co., Oak Lawn, Ill.	20	20	0.0	20	20	4	3	6,750	27,000	6,000	100	72	6	HWI, PRS		
170	IT's Home & Builders Centers, Newport, R.I.	20	27	-25.9	20	20	3	4	8,000	24,000	13,000	100	125	2	ENAP		
237	Broadway Lumber Co., New York	20	21	-4.8	20	40	4	4	10,000	40,000	5,000	100	120	5	SS		
269	Moss Lumber Co., Redding, Calif.	20	20	0.0	15	15	2	2	6,000	12,000	18,000	120	120	25	C		
243	Dykes Lumber Co., Weehawken, N.J.	20	21	-4.8	15	20	6	6	3,000	18,000	5,000	95	100	5	LMC		
276	Hartje Lumber Inc., La Valle, Wis.	20	20	0.0	10	10	1	1	5,000	5,000	5,000	35	38	0			
295	Chintimini Forest Products Inc., Albany, Ore.	20	19	5.3	10	10	3	3	9,700	29,000	7,000	29	29	0			
264	W.T. Harvey Lumber Co., Columbus, Ga.	20	20	0.0	10	25	4	4	10,000	40,000	10,000	150	130	NA	BMA		
249	Home Lumber Co., S. St. Paul, Minn.	20	21	-4.8	5	5	2	2	16,000	32,000	2,500	50	50	5	BMA, HWI		
184	Wilson Brothers, Fredericksburg, Va.	20	26	-23.1	5	5	4	4	6,250	25,000	10,000	120	120	5	LMC, SS		
197	Crenshaw Lumber, Gardena, Calif.	20	25	-20.0	5	10	1	1	3,500	3,500	3,000	50	NA	0			
296	Mead Building Centers, Columbus, Neb.	19	18	5.6	60	60	16	15	3,875	62,000	7,000	135	120	10	BMA, HWI		
340	Butz Building Centers, Palmerton, Pa.	19	16	18.8	40	50	4	6	5,500	22,000	16,000	100	104	5	C		
284	Earl Latscha Lumber Co., Harrisburg, Pa.	19	19	0.0	40	40	1	1	40,000	40,000	10,000	53	56	0			
300	DeGol Brothers Lumber Co., Gallitzin, Pa.	19	18	5.6	40	50	4	4	10,000	40,000	5,500	80	80	10			
285	Elsworth Builders Supply, Elsworth, Maine	19	19	0.0	35	32	8	8	NA	NA	6,000	100	75	4	LMC, SS		
222	The Dunn Corp., Daytona Beach, Fla.	19	22	-13.6	30	50	6	6	8,300	50,000	20,000	150	150	15	Ace		
301	Mortimer & Son Lumber Co., Port Huron, Mich.	19	18	5.6	30	40	4	4	10,000	40,000	14,000	80	80	1	C, LMC		
326	Doug Ashy Building Materials, Lafayette, La.	19	17	11.8	30	30	3	3	16,700	50,000	12,000	115	100	0	LMC		
288	Southport Lumber & Supply, Kenosha, Wis.	19	19	0.0	30	30	4	4	6,750	27,000	NA	60	NA	30	HWI		
245	Riemeier Lumber Co., Cincinnati	19	21	-9.5	25	10	1	1	15,500	15,500	4,000	58	59	NA			

¹⁸ Formerly called Christy's Supplies.
 Group designations: BMA = Builder Markets of America; BW = Builders World; C = Cotter; CBS = Central Builders Supply; CR = Co-op Reserve; DA = Distribution America; EN = Eagle Nation; ENAP = National Supply Distributors; HWI = Handy Hardware Wholesalers; HWI = Hardware Wholesalers Inc.; IBSA = Independent Builders Supply Association; LMC = Lumbermen Merchandising Corp.; NSDA = National Supply Distributors; P = Packers; PAL = Progressive Affiliated Lumbermen; PRS = Philadelphia Reserve Supply; SS = ServStar.
 AHCN chart