

RETAIL SCOREBOARD

RANK	1990	Company	Sales			Stores		Sq. Ft.		Store		Employees		% of Employees part-time 1991	Buying/ mktg group 1991	
			(\$ mil.)	1990	% Change 1990-1991	% DIY	1990	1991	Store avg. 1991	Chain total 1991	Store avg. 1991	1991	1990			
160		TAPIAC Co., Carthage, Mo.	28	28	0.0	30	55	11	13	9,700	106,798	15,000	193	300	5	HWI
292		East Coast Lumber & Supply, Fort Pierce, Fla.	28	19	47.4	25	15	6	6	8,333	50,000	15,000	115	120	1	DA, LMC, SS
128		William M. Young, New Castle, Del.	28	33	-15.2	20	15	1	1	44,000	44,000	NA	70	75	12	
143		J.C. Seavely & Sons, Landisville, Pa.	28	31	- 9.7	15	15	3	2	13,300	40,000	8,000	220	180	5	LMC, SS
168		Levy's Lumber & Building Centers, Louisville, Ky.	27	27	0.0	75	95	4	4	62,500	250,000	25,000	250	300	NA	
199		Bender Lumber, Bloomington, Ind.	27	24	12.5	65	60	5	6	19,500	98,000	15,000	210	210	15	BMA, HWI
189		Bloedorn Lumber Co., Torrington, Wyo.	27	25	8.0	40	40	18	18	*7,400	133,000	15,000	150	150	0	BMA, Our Own
242		John H. Myers & Son, York, Pa.	27	21	28.6	20	20	5	3	26,800	134,000	40,000	97	90	5	BMA, ENAP
171		Southern Sash Sales & Supply, Sheffield, Ala.	27	27	0.0	20	20	4	4	20,000	80,000	25,000	50	50	0	SS
236		Matt's Cash & Carry Building Mat'ls, Pharr, Texas	26	21	23.8	70	55	2	2	50,000	100,000	30,000	168	165	30	BMA, H&W
187		J.H. Rogers Lumber, Oklahoma City	26	25	4.0	65	65	29	30	4,500	130,000	15,000	180	185	0	
164		Stottemyer & Shoemaker Lumber, Sarasota, Fla.	26	28	- 7.1	25	10	5	5	7,000	35,000	9,500	200	220	10	DA, SS
182		F.E. Wheaton & Co., Wheaton, Ill.	26	26	0.0	20	10	1	1	10,000	10,000	30,000	100	82	1	LMC
206		Marling Lumber Co., Madison, Wis.	26	24	8.3	15	15	4	2	2,500	10,000		140	100	0	BMA, SS
216		Mead Clark Lumber Co Inc., Santa Rosa, Calif.	26	23	13.0	10	10	2	1	10,400	20,800	6,000	100	80	15	C, HWI
165		Ridge Lumber, Baltimore	26	28	- 7.1	10	10	1	1	12,000	12,000	10,000	100	100	NA	BMA
167		Raymond Building Supply Corp., N. Fort Myers, Fla.	26	28	- 7.1	5	5	3	3	12,000	36,000	5,000	200	180	0	LMC, SS
158		Simon Home Centers, Walnut Creek, Calif.	25	28	-10.7	95	95	3	3	50,000	150,000	10,500	350	258	20	
137		Snyder Diamond, Santa Monica, Calif.	25	31	-19.4	95	95	4	4	9,000	36,000	40,000	140	210	2	
234		Dill's Best Building Centers, Brewster, N.Y.	25	21	19.0	80	75	8	8	15,000	120,000	10,000	170	221	20	HWI
175		C&C Lumber Building Supplies, Tarr, Pa.	25	26	- 3.8	50	60	2	1	21,000	42,000	15,000	75	70	5	BMA
188		Your Building Centers, Altoona, Pa.	25	25	0.0	40	50	7	8	5,000	34,000	10,000	150	180	2	
151		California Shingle and Shake Co., Concord, Calif.	25	30	-16.7	25	25	4	4	1,200	4,800	250	80	75	6	
163		Yaeger & Kirk, Santa Rosa, Calif.	25	28	-10.7	25	25	3	3	20,000	60,000	18,000	215	205	5	Ace, BMA
162		Learned Lumber, Hermosa Beach, Calif.	25	28	-10.7	25	35	2	2	6,000	12,000	6,500	45	85	0	HWI
228		Goy C. Lee Building Materials, Smithfield, N.C.	25	22	13.6	20	25	6	6	6,000	36,000	12,000	84	77	2	IBSA
135		Roper Bros. Lumber, Petersburg, Va.	25	32	-21.9	10	10	3	4	4,000	12,000	9,000	125	150	5	Ace, BMA, EN
195		Clay Ingels Co., Lexington, Ky.	25	25	0.0	10	10	2	2	4,000	9,000	8,000	100	100	0	P
152		Riverside Millwork Co., Penacook, N.H.	25	30	-16.7	10	15	7	7	4,300	30,000	300	220	200	1	
207		Estate of George Snyder, Hatfield, Pa.	24	23	4.3	80	93	1	1	60,000	60,000	40,000	125	120	NA	LMC, SS
159		Lumber Headquarters, Brooklyn, N.Y.	24	28	-14.3	75	80	14	13	5,000	65,000	7,500	225	225	10	SS
235		Stine Lumber, Sulphur, La.	24	21	14.3	70	65	4	4	26,250	105,000	10,000	200	180	15	ABS, Ace
198		Ek Supply, Clinton, Okla.	24	24	0.0	60	70	17	18	20,000	340,000	30,000	100	130	NA	C
201		N.A. Mans & Sons, Trenton, Mich.	24	24	0.0	40	40	4	4	10,000	40,000	14,000	150	110	20	BMA, CBS, HWI
211		Steenbecke & Sons, Boscawen, N.H.	24	23	4.3	40	31	7	7	12,000	84,000	13,000	165	155	10	BMA, C
219		Lappo Lumber, Fruitport, Mich.	24	22	9.1	40	65	2	2	15,000	30,000	20,000	95	95	33	BMA, PAL
223		Scott Lumber Co., Bridgeport, Ohio	24	22	9.1	35	35	8	8	15,000	120,000	20,000	257	220	35	BMA
281		Keim Lumber Co., Charm, Ohio	24	19	26.3	30	50	1	1	32,000	32,000	15,000	100	90	0	HWI
202		Lester Group, Martinsville, Va.	24	24	0.0	30	35	4	4	14,375	57,500	13,000	150	130	5	BMA, C, IBSA, SS
239		Chicago Lumber Co. of Omaha, Omaha, Neb.	24	21	14.3	25	25	15	15	6,000	90,000	NA	140	140	1	Ace, Our Own
192		Cedarburg Lumber Co., Cedarburg, Wis.	24	25	- 4.0	20	25	2	2	7,500	15,000	15,000	110	105	5	BMA, HWI, LMC
220		Olshan Lumber, Houston	23	22	4.5	60	60	2	2	31,000	62,000	14,000	160	140	6	BMA, H&W, HWI
200		Jaeger Lumber, Union, N.J.	23	24	- 4.2	45	60	4	5	18,750	75,000	30,000	100	110	0	Ace, BMA, ENAP
209		Frierson Building Supply, Jackson, Miss.	23	23	0.0	40	40	1	1	7,000	7,000	10,000	160	175	0	BMA, SS
178		Black & Co., Decatur, Ill.	23	26	-11.5	40	40	9	9	22,200	200,000	12,000	250	250	30	C, DA
287		Kight Home Center, Evansville, Ind.	23	19	21.1	30	30	3	3	NA	NA	6,500	115	95	20	BMA, HWI
203		Consolidated Lumber, Stillwater, Minn.	23	24	- 4.2	30	30	9	9	4,800	43,000	10,000	130	110	23	LMC
204		Shelly Enterprises, Souderton, Pa.	23	24	- 4.2	30	30	3	3	5,000	15,000	20,000	150	165	5	LMC, PRS, SS
226		Wilson Lumber Co., Huntsville, Ala.	23	22	4.5	25	25	2	2	10,000	20,000	12,000	150	150	5	BMA, HWI
214		Lee Lumber & Building Materials, Chicago	23	23	0.0	15	15	2	2	12,500	25,000	11,000	140	135	0	BMA, PRS
273		Great Central Lumber, St. Louis	23	20	15.0	10	10	4	4	5,000	20,000	8,500	80	135	1	HWI
229		Inter-State Lumber Co., Stillwater, Minn.	23	22	4.5	5	20	9	10	NA	NA	5,000	80	85	8	CBS, SS
279		Crafty Beaver Home Centers, Skokie, Ill.*	22	19	15.8	75	75	4	4	20,000	80,000	35,000	NA	NA	NA	C
221		Buchheit Inc., Perryville, Mo.	22	22	0.0	50	50	3	3	13,300	40,000	15,000	60	60	0	BMA
253		Iry-K Lumber, New Hartford, N.Y.	22	20	10.0	40	60	1	1	50,000	50,000	23,000	180	110	0	Ace, LMC
127		Sinclair Lumber, Laurinburg, N.C.	22	33	-33.3	33	30	6	7	16,700	100,000	12,000	90	150	2	Ace, LMC
213		Stan's Lumber Co., Twin Lakes, Wis.	22	23	- 4.3	30	25	3	3	4,000	10,000	3,000	80	85	3	CBS, Our Own
193		County Lumber Co., Santa Barbara, Calif.	22	25	-12.0	25	25	3	2	16,700	50,000	1,000	63	60	0	DA
191		Big C Lumber, South Bend, Ind.	22	25	-12.0	25	25	4	5	6,250	25,000	12,000	100	125	10	BMA, C, PAL
227		Big Creek Lumber, Davenport, Calif.	22	22	0.0	25	25	4	4	20,000	80,000	6,000	175	170	0	Ace

*Estimate
 group designations:
 ABS = Allied Building Stores; BMA = Builder Mart of America; BW = Builders World; C = Cotter; CBS = Central Builders Supply; CR = Co-op Reserve; DA = Distribution America; EN = Eagle Nest; ENAP = Empire Needs & Profit; H&W = Handy Hardware Wholesalers; HWI = Hardware Wholesalers Inc.; IBSA = Independent Builders Supply Association; LMC = Lumbermen Merchandising Corp.; NSDA = National Supply Distributors Association; P = Paddlers; PAL = Progressive Allied Lumbermen; PRS = Philadelphia Reserve Supply; SS = ServStar.
 *MPCN chart