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**RESIDENTIAL BUILDING COMPONENTS MARKET STUDY  
NEW YORK STATE REGION**



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# BUILDING COMPONENTS MARKET - NEW YORK STATE REGION

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## EXECUTIVE SUMMARY

This study provides an overview of the New York State building components market, with a concentration on the new residential construction industry.

The Upstate New York region, though physically close, is somewhat different in trends and preferences from the Canadian market. Population is far less concentrated, and population growth has been modest for the past few decades in comparison with Southern Ontario and Montreal. Although new home construction is healthy and viable in a number of areas it is quite different from the large scale development common in Canadian urban centers. Most home builders active in Northern, Western and Central New York build to order, seldom with more than one or two models to show and almost never have any inventory of "spec" homes. An exporter also may incur styling differences and find certain designs and colours popular in Canada may have a smaller market share in the U.S.

It is strongly recommended that new exporters begin export test marketing in the closest geographic territory where control can be maintained and market intelligence can be collected firsthand. Although Upstate N.Y. is not a major new home construction market, there is a sizable aggregate market. Over 50% of the homes in Upstate N.Y. are over 40 years old, and a larger renovation market makes up for the smaller volume of new home construction. Upstate N.Y. is a relatively friendly environment, easy to do business in, and relatively free of tariff and non-tariff barriers.

Building codes and regulation should not present particular difficulty, since most Canadian components are built to standards equivalent or even more stringent than U.S. requirements. However, to eliminate resistance at the architect/builder level, membership and certification by the appropriate trade association is prudent.

It is apparent that success in this market will require a serious commitment to developing a network of established distributors starting in the key population centers nearest the Canadian base, (eg. Buffalo, Rochester, Syracuse, Erie, Cleveland etc.). Distribution is through either traditional three step distribution, (manufacturer-wholesaler-dealer-builder), or by two step, "direct distributors" (manufacturer-distributor-builder), where volume justifies. Direct sales from factory to builders are very rare, due to the lack of concentration of major markets for most building components. Alternatively, an established building products or lumber dealer with multiple outlets could function as a direct distributor, but they must be carefully selected. Most dealers are unsuited to making major commitments to marketing and are generally accustomed to relying on the factory rep and regional wholesaler, not only for inventory, but also sales help.



Distribution development by the Canadian company in the U.S. market, should ideally be the full time responsibility for at least one qualified sales specialist who has no choice but to succeed in the U.S market. The market can be developed incrementally on a part-time basis using manufacturers' agents provided it is serviced in the same way as the Canadian market is, however, the probability of success and degree of penetration will certainly be decreased. The agent and U.S. customers will have to be convinced that the export market will not be neglected. Manufacturers' agents will help to keep sales costs variable, but they still need regular direction, training, support and management to succeed.

Therefore any company contemplating expansion into this market should carefully consider their market approach. A Canadian manufacturer will need a healthy home market and financial capacity to succeed. It would be a very high risk proposition to try to shore up a marginal operation by starting a conquest in new export markets with little support.

Cracking this market will require determination and patience. In spite of its apparent small size and potential compared to the Toronto and Montreal regions, builders in Upstate New York expect the same high standards of service and backup support that they can get from established lines.



# I. PREFACE

## a. Purpose and Objectives of the Study

1. Identify potential for residential building components such as windows, doors, cabinets, etc. for new home construction in the Northeastern USA, concentrating on the upstate New York region, in proximity to the main Canadian market and most Canadian manufacturing plants.
2. Compare the American markets, regulations, codes, and practices to Canadian conditions, and identify any significant trends in the market.
3. Identify key specifiers and users of such products.
4. Identify major distribution channels, key distributors, agents, and representatives in the region.
5. Determine which associations, publications, trade shows, or other media that might be practical and useful in the promotion of such goods.
6. Summarize the findings and offer suggestions as to marketing strategy and promotion of Canadian building components and related products into the regional residential construction industry.

## b. Information Sources and Methods

1. Market information was source through various agencies, publications and databases, including:
  - The US Department of Commerce, International Trade Administration
  - Sales and Marketing Management, 1989 Survey of Buying Power
  - National Association of Home Builders (NAHB)
  - New York State Builders Association (NYSBA)
  - Niagara Frontier Builders Association (NFBA)
  - Rochester Home Builders Association (RHBA)
  - Home Builders Association of Central New York (HBACNY)
  - National Wood Window and Door Association (NWWDA)
  - Canadian Window and Door Manufacturers Association
  - Western Wood Products Association
  - Home Improvement Industry Council (HIIC)
  - Business First of Buffalo
  - Rochester Business Journal
  - Duns Regional Business Directory, 1992
  - The Commerce Register Inc., Directory of Upstate New York Manufacturers



2. Further information was obtained through personal and/or telephone interviews with a number of builders, building components distributors, suppliers, agents, and others including:

- Robert Weiboldt, New York State Builders Association
- Joseph Gugino, Home Improvement Center of Western NY
- C. Michael Zabel, Director of Public Affairs, NFBA
- Dick Kuske, Forbes Homes Inc.,
- Melody Wasko, Director of Operations, RHBA
- Robert F. Tomeny, Exec. Director Home Builders Association of Central New York (HBACNY)
- Carol M. Kelly, Home Improvement Council of Western NY
- Ray Paolini, Buffalo Wood Products
- Marty Martin, Kraus Wholesale Inc.
- Carl Smith, Vice President of New York Operations, Ryan Homes Inc. (Lancaster Div.)
- Jim Kepple, Central Purchasing, Ryan Homes Inc.
- Fran Hirsch, Fran Hirsch Development Inc., Rochester
- Ermanno Fallone, Fallone Homes Inc. Rochester
- Bill Gustafson, Wackerman - Guchone Custom Builders Inc., Pittsford, NY
- Ken Carosa, & S. Iacovangelo, Faber Homes, Rochester
- Jack Muchler, consultant, sales rep.
- John Miller, Weinheimers Inc., Tonawanda
- Ed Eckert, Marrano Mark Equity Inc. Buffalo
- John Zimmerman, International Building Components
- Mike Kimmel, Onandaga Window and Door, E. Syracuse
- Al Adams, Signature Homes, Syracuse
- Dan DeAngelis, DeAngelis & Ucci, Buffalo
- Tony Cutaia, Pati Camillo, European Ceramic Tile Center Inc. / Canac Kitchens

c. Background of Canadian Building Component Manufacturers

With their proximity to the very substantial and relatively compact new home construction markets in Southern Ontario and in the Montreal areas, many manufacturers of building components have based their marketing primarily on direct sales made to major home construction firms. In many cases, especially when considering major components in the big ticket price range, a relatively small proportion of their production has been marketed through the wholesale and retail building supply channels. Wholesale and retail distribution markets are often more applicable for sales into the renovation, do-it-yourself, and home repair segments and for sales into other regions of the country.

Companies that manufacture such building components as windows, doors, cabinets, trusses, etc., and who have established a reasonably solid home market base, could very well consider exporting into the Northeastern USA, particularly into the Upstate New York market, as a logical extension of their territory. However, any company embarking on such a venture will be well advised to consider their marketing plans carefully. Many Canadian manufacturers accustom to competing in the compact Southern Ontario



and Montreal regions, and keeping relatively close contact with major builders, often have a low level of experience with distribution, and relatively unsophisticated sales literature and promotional materials. Such sales aids are far less critical to their success when the majority of sales are made on a direct factory to builder basis, but they are crucial in helping distributors, dealers, and manufacturer's representatives to penetrate new markets.



## II. MARKET OVERVIEW

### a. National Market

The overall U.S. residential construction market, while the largest in the world, is traditionally a "boom and bust" business, very susceptible to the pressures of the general economic conditions, financial markets, and capriciousness of consumer confidence.

After several years of strong and steady expansion through the mid 1980's, the value of new home construction (after adjusting for inflation) declined somewhat between 1988 and 1991 on a national basis. In fact, the constant-dollar value of new construction put in place in 1991 was off by approximately 6% from 1990 levels, and even 12% lower than 1986 figures. In contrast, 1992 values increased dramatically over 1991 and projections indicate continuing growth through 1997. (See Table 1.)

Of the \$423 billion value of all new construction put in place in 1992, new residential construction accounts for approximately 43%, while private non-residential makes up approximately 29%, and public works, the remaining 27%. A drop of 15% occurred in new housing starts between 1990 and 1991, but 1992 figures increased significantly, finishing slightly higher than 1990. Non-residential construction has continued to decline over the same three year period, while public works has continued to demonstrate small but continual increases since 1989.

Looking at the residential construction segment, by far the most dramatic reduction in activity occurred in the multi-family sector, which dropped 35% from 1990 to 1991 and showed no recovery in 1992. Single family construction declined just 7% from 1990 to 1991 then showed a 16% increase from 1991 to 1992. After a comparable 1991 decrease, remodeling and repair has increased 10% in 1992 and is projected to increase consistently through 1997, (see table 1).

Projections for the value of residential construction in 1993, are showing a continued recovery with an increase of 8% in the value of single family home construction. New housing starts for 1993 are estimated at approximately 1.25 million; a 23% increase from 1991. However, due to lead times and construction lags, the actual value of construction follows the housing start statistics by several months, so the growth rate generally is somewhat more modest in the earlier stages of recovery.

Traditionally, new home construction has been among vanguards of leading economic indicators. Not only does new home construction expect to benefit from the pent-up demand that is released as the economy begins to recover, but with the current dramatic reductions in mortgage interest rates that have occurred, still more stimulus should propel sales. With mortgage money now available at the lowest rates in recent memory, affordable financing should put home ownership within reach of many more potential buyers.



Table 1

National Value of New Residential Construction, 1988 - 1997  
(in billions in constant 1987 dollars)

	1988	1989	1990	1991	1992	1993*	1997**
Single family	112.0	107.8	98.1	85.4	102.5	106.6	113.1
M u l t i - family	21.4	20.6	17.4	13.6	13.6	13.6	15.0
Home Improve	56.8	52.9	49.5	42.3	46.5	48.9	53.9
Total	190.3	181.3	165.0	141.3	162.6	169.1	183.0

\* 1993 figures are estimated  
\*\*1997 figures are projections

Source: US Department of Commerce

The recovery is already evident in both new and existing home sales statistics and this trend is projected to continue throughout 1993. The U.S. Department of Commerce projections for the next 5 years show a long term average 3% rate of increase in both single family and multi-family residential construction value, and an average 4% annual rate of increase in home renovation. If this projection holds true, this would indicate that the economic climate for manufacturers of building products should also improve substantially.

The most promising markets for building components with respect to growth, appear to be the home improvement sector and single family home construction. High vacancy rates in multi-family apartments will continue to depress construction activity in that sector for the foreseeable future.

In the residential construction market, detached homes continue to be by far the preferred structure for residential housing. This is particularly true in Northern New York State. Nationally, the number of new town-house starts have declined steadily over the past several years to approximately 6 to 7% of the total single family housing unit starts from a high of 19% in 1984, a trend reflected in the NYS figures as well.



Table 2

National Private Housing Starts (x 1,000), 1980-92  
Single Unit Structures

Year	Total	Detached	Townhouses
1980	852	774	78
1981	705	628	77
1982	663	577	86
1983	1,068	897	171
1984	1,085	875	210
1985	1,075	905	170
1986	1,179	1,013	166
1987	1,146	1,004	142
1988	1,081	968	113
1989	1,003	916	87
1990	895	832	63
1991	850	800	50
1992	1,060	990	70

(Source: U.S. Department of Commerce)

b. Regional Differences

Despite these optimistic projections, the major U.S. growth areas are expected to be the Midwest and the South. The midwest has not been severely over-built in the past few years, and the South has generally been the fastest-growing economic area, and as a result, has the most rapid growth in the construction sector. The West, and Northeastern areas are both expected to lag the South. California in particular, and to a lesser degree northeastern states, have been increasingly concerned with deterioration in the environment. Development in these regions has been somewhat slowed by new regulation and the cost of compliance. In Northern New York State, compliance with wetlands preservation regulations has become a thorny issue with many developers.



c. Northern New York State

Unlike the densely populated N.Y.C. and Long Island counties, upstate New York's population is relatively small, but still sizable. Total N.Y.S. residential construction is \$ 4.2 billion dollars and approximately 25% of this figure is Upstate.

Major regional markets are concentrated around 4 centers; Buffalo, Rochester, Syracuse, and the Capital region of Albany. (At a lower level, there are also scattered concentrations in the Southern Tier and Finger Lakes areas, including the cities of Binghamton, Elmira, Corning, Ithaca. The Upstate N.Y. population is approximately 4 million. The Buffalo metro areas population is 1.2 million and Rochester and Syracuse are approximately 950,000 each.

Population growth in Northern New York has been modest or stable in most of these areas with some regions actually declining in population. (See Table 3)

Table 3

MAJOR POPULATION CONCENTRATIONS IN NORTHERN NYS  
RANKED BY POPULATION GROWTH

Region	Population 1988	1993*	% Change '88-'93
Capital Area	711,600	772,800	8.6%
Rochester	953,100	960,600	0.8%
Syracuse	905,000	904,100	(0.1%)
S.Tier/ F. Lakes	549,200	546,900	(0.3%)
Buffalo	1,183,800	1,154,500	(2.5%)

\* estimate

Source: Sales & Marketing Management, 1989 Survey of Buying Power

Regions include counties of:

Buffalo: Erie, Niagara  
 Rochester: Monroe, Ontario, Wayne, Genessee  
 Syracuse: Onandaga, Oneida, Oswego  
 Capital: Albany, Renssalaer, Saratoga, Schenectady  
 S. Tier/ Finger Lakes : Broome, Chemung, Tompkins, Tioga, Stueben

In spite of these figures, hot spots do exist. For example, within the Greater Buffalo area in Erie county, the upscale Town of Amherst, home of the State University of New York at Buffalo, has succeeded in attracting many new industrial and service companies. As a result, it has been one of the fastest growing communities in New York State for several years.



Table 4

PERMIT AUTHORIZED CONSTRUCTION 1989 - 1992  
SINGLE FAMILY & RESIDENTIAL RENOVATION/ADDITION

	1989 1 FAM / RENOV.		1990 1 FAM / RENOV.		1991 1 FAM / RENOV.		1992 1 FAM/RENOV.	
<b>BUFFALO AREA:</b>								
ERIE COUNTY	2701	3059	2145	4085	1648	4259	1851	4900
NIAGARA COUNTY	642	1797	625	1728	597	1463	579	1577
<b>TOTAL</b>	<b>3343</b>	<b>4856</b>	<b>2770</b>	<b>5813</b>	<b>2255</b>	<b>5722</b>	<b>2430</b>	<b>6477</b>
<b>ROCHESTER AREA:</b>								
MONROE COUNTY	2500	4583	2018	4387	1860	4798	2127	4380
ORLEANS COUNTY	136	196	119	181	116	198	103	178
WAYNE COUNTY	290	536	321	625	297	643	363	631
<b>TOTAL</b>	<b>2926</b>	<b>5315</b>	<b>2458</b>	<b>5193</b>	<b>2273</b>	<b>5639</b>	<b>2593</b>	<b>5189</b>
<b>SYRACUSE AREA:</b>								
ONANDAGA CO.	1709	2128	1217	1968	1077	2105	1230	1949
CAYUGA COUNTY	242	406	234	378	41	119	177	529
OSWEGO COUNTY	385	390	350	254	241	334	397	524
MADISON COUNTY	254	273	205	249	185	285	189	266
ONEIDA COUNTY	603	1215	489	841	112	284	445	716
<b>TOTAL</b>	<b>3193</b>	<b>4412</b>	<b>2495</b>	<b>3690</b>	<b>1656</b>	<b>3127</b>	<b>2438</b>	<b>3984</b>
<b>CAPITAL AREA:</b>								
ALBANY COUNTY	814	2251	517	2131	605	2262	864	2306
RENNSELAER CO.	540	859	397	851	376	954	436	772
SARATOGA COUNTY	1257	1048	779	1077	873	1075	900	950
SCHENECTADY CO.	310	1145	271	1181	256	1222	249	1216
<b>TOTAL</b>	<b>2921</b>	<b>5303</b>	<b>1943</b>	<b>5240</b>	<b>2110</b>	<b>5513</b>	<b>2449</b>	<b>5244</b>
<b>TOTAL FOR ALL NEW YORK STATE</b>	<b>12383</b>	<b>19886</b>	<b>9666</b>	<b>19936</b>	<b>8294</b>	<b>20001</b>	<b>9910</b>	<b>20894</b>

Source: New York State Builders Association, Inc.



d. Outlook for Future Growth

According to Robert Weiboldt, Executive VP of the New York State Builders Association in Albany NY, the prospects for the near future in New York State are somewhat less optimistic than those forecast nationally by the US Department of Commerce. He still sees new construction, statewide, remaining rather soft in the immediate future. Upstate New York is less directly affected at the present time, but the current economic recovery has not yet had any appreciable affect on employment or led to any strong increase in consumer confidence. A recent survey, however, has predicted a record number expect to capitalize on the low interest rates in the near future.

Although the past few years have been difficult for the home building industry due to the disruption of the growth cycle in the economy, the stubborn recession, and the lack of job creation in the current economic recovery, there are some harbingers of better times evident. The U.S. monetary policy is currently very expansive. Interest rates in general, including home mortgages, are at historic lows, which should facilitate strong investment in new home construction as soon as the consumer confidence improves. Furthermore, the same stimulants to home construction that will affect the national figures, will certainly have a positive effect in Northern New York State. Upstate New York's unemployment rate has hovered around 7.5% and is much lower than the N.Y.C. area and most of the other industrial states.

e. New Home Developments

New housing developments have traditionally been done quite slowly and on a much smaller scale than Southern Ontario with customized construction done largely upon order. Only one of the major "national" home builders is active in Upstate New York. In most developments, three or four different builders will buy individual lots, and build only upon customer order. It is very unusual for a single builder/developer to control an entire subdivision.

Commonly, a neighborhood will have considerable variation in appearance, not only due to different elevations and trim, but the variety of basic models offered by the various participating builders. This diversity of elevations from one similar floor-plan to the next, calls for great variations in the style of windows and doors, with many options such as eyebrow, arches, circle-heads, quarters, etc., that give the illusion of unique home designs.

f. Typical Residential Builders and Developers

With small scale development, the residential construction industry in Upstate New York can generally be said to be the domain of small developers and "stick" builders. A much smaller local population base than the Southern Ontario market coupled with relatively slow economic growth over the past few decades, has not been adequate to support development on the scale common in the Toronto area.



Very few "spec" homes are built, even at the busiest of times. One or two model homes are built to illustrate the general level of construction quality and will be used as sales offices, sometimes for several years as the lots are gradually sold and units built. Unlike the production line style of development common in the Toronto area, it is very unusual to find a developer with any significant inventory of new homes ready for sale, "off the shelf."

Also, traditionally, the purchaser of a new home has expected to be able to customize his purchase to a larger degree than has been common in most middle class developments in Southern Ontario. As a consequence of these two factors, the residential construction industry in Upstate New York favors smaller companies, more flexible in their construction techniques, and consequently, leads to smaller orders for such materials and components as windows, doors, staircases, cabinets, or other hardware or components. With the exception of Ryan Homes, the only "national" modular home builder active in the area none of the builders interviewed would normally buy such components for more than one or two houses at a time.

During 1988, the largest 25 residential builders of single family homes in the Buffalo region of Western New York built approximately 1168 houses, and approximately 1375 in 1989. Average selling prices for these new homes was approximately \$145,000. The largest of these builders, Marrano/Marc Equity Corp., built approximately 250 units or 18% of the total, and there are only 3 or 4 other residential construction companies that build 100 or more homes in a single year. The 1991 statistics showed a decrease to approximately 30 to 40% from these totals. According to Ed Eckert of Marrano Marc Equity, they only built approximately 150 new homes in 1991, but did increase volume substantially in 1992.

g. Renovation Market

Over 50% of the homes in N.Y.S are over 40 years old. Although the new home construction market in N.Y.S. has a smaller market share than in the south, it is offset by a larger renovation market. Any company exporting into the U.S. should consider this sector in their market plans.

h. Construction Quality Level

Partly due to the relatively low real estate costs in cities of Northern New York State compared to other urban centers in the country, much of the new home construction has been in the higher quality and price level. A transferee from Boston, New York City Area, Chicago, or Los Angeles etc., would generally not only be able to trade up substantially, but is encouraged to do so by the tax system.

By selling a home at a profit, any capital gain would be subject to income tax at the taxpayers normal marginal rate, under the present tax code. The only exemption is a one time only \$250,000 deduction that applies to older taxpayers, who are close to retirement. Therefore, in order to avoid onerous tax obligations on the sale of a home, the gain



must be "rolled over" into the purchase of a new home of equal or greater value, and carried forward. Someone moving into a lower cost area, such as upstate New York, having sold a \$250,000 or \$300,000 bungalow elsewhere must purchase an home of equal or greater value, so top line homes with all the options in the best areas of town generally have strong sales appeal for newcomers. From the viewpoint of the supplier of building components, this can increase demand for larger, upgraded homes and accessories to a greater degree than might be expected in Ontario.

i. Summary of Residential Construction Market

The Upstate N.Y. new home market is different than the highly-concentrated, high volume construction style common in Toronto and Montreal. It is important to base any marketing plan on the reality that not only has the total market grown much more slowly, but is also more fragmented. The market, however, is relatively free of entry barriers and Canadian suppliers will be given the same chance as domestic suppliers providing prices are competitive and service is reliable. The disadvantage of a smaller market size is offset by the close geographic proximity to Canada, a larger renovation market, and the relative ease of entry. The market is not as large as some might expect but it is an easy area to test market and begin exporting before making ventures into other geographic areas.



### III. PRODUCT FACTORS

#### a. Regulations

##### Building Codes

Naturally, the building and fire codes must be met, and there are plenty of them; national, state, regional, and local. In the case of windows, for example, regulations relate to such specifications as the minimum light areas, minimum R values, minimum egress areas, etc., which will also relate to the local fire codes, and ASHRE ratings. The national codes are the most liberal, and the local codes the most restrictive. At the state level, New York State's building code is said to be one of the toughest, but anyone meeting Canadian and Ontario codes should generally be able to comply with relative ease. A copy of the building code can be ordered from:

Lenz & Rieker  
1 Columbia Place  
Albany, N.Y. 12207  
1-800-582-8020

It is also available for viewing at the:

Buffalo and Erie County Library  
Lafayette Square  
Buffalo, N.Y. 14203  
716-858-7097

Selected pages can be obtained through the Consulate.

Architects and builders use the company's published specifications on sealing, dimensions, insulation efficiency etc., to select appropriate products for particular homes. Potential exporters should review the U.S. Sweet's Directory literature to determine what standards, regulations, test methods etc. are required. CSA has a department which is quite familiar with U.S. standards and can also be of great assistance.

Several industry associations of manufacturers, such as the National Wood Window & Door Association (NWWDA), are primarily concerned with promotion of the products of their memberships and monitoring of market data. They will usually also co-ordinate with various national and international standards organizations, monitor any building and fire codes that might affect their products, and usually offer a voluntary certification program by which members can offer the assurance that their products are manufactured to the association standards. Although not strictly a requirement to meet various building codes, the lack of a trade association certification could be used as an excuse not to accept a new product by the builders and architects.



Competitors literature also should be reviewed to determine the norm for the industry. Most can be found in the Sweet's Catalog.

Occasionally the trade association will also co-ordinate its standards to international (ISO) or national (ANSI) standards. According to the NWWDA's technical director, Jim Benny, for example, the NWWDA Standards IS-2 is also an ANSI standards.

Although not always in direct harmony, many Canadian manufacturing or trade associations co-operate with their US counterparts and can help a Canadian manufacturer determine whether or not it can receive certification in the USA as well.

One standard mentioned, which some Canadian companies have had difficulty with, is an EPA ruling which specifically bans the use of mercury in any wood preservatives. Apparently, preservatives containing mercury are still in use in Canada, according to Mr. Benny of the NWWDA and several companies have had difficulty with compliance. Otherwise, the majority of Canadian products, meet the higher quality standards of the NWWDA ranges. (According to several different sources, the amount of wood used in Canadian wood windows, is greater than that used in most American wood windows. However that not only adds to quality, it also adds to the cost.)

b. US Customs Duty & Importing Regulations

As of January 1, 1992 the new duty rates on some representative components were as follows:

Tariff number 4418-10:	Wood window and frame ass'y.
Most Favored Nation:	5.1%
Canadian Product*:	2.5%
Tariff number 3925-20:	Plastic window and frame ass'y
Most Favored Nation:	5.3%
Canadian Product*:	2.6%
Tariff number 4090-60:	Wooden cabinets for permanent installation
Most Favored Nation:	2.5%
Canadian Product*:	Free

\*Note: The Country of Origin Rules of the Free Trade Agreement determine the FTA duty rates. These can be sometimes confusing and consultation with U.S. Customs and a Customs broker is strongly recommended.

Assuming that a company's products do qualify under these more stringent additional rules, it is still necessary for the customs broker to apply for a ruling from US Customs service. Until then, the higher M.F.N. rate would automatically be applied on all imports.



c. Marking Country of Origin

Country of origin marking is the single most troublesome area for most importers, and can be one of the most costly things to correct if not done properly.

Regardless of whether or not they qualify under the FTA, all Canadian components imported to the USA must be permanently and noticeably marked "Made in Canada". The definition of permanent is non-removable until the ultimate U.S. purchaser has seen that the goods are imported. It is generally not sufficient to apply an easily removable tag or sticker. That could be easily removed by an importer, and then the good sold to an American consumer as domestic product. Furthermore, the print size cannot be smaller than other information on a label, so as to be unnoticed. In most cases, customs officers will insist on some permanent marking such as branding, printing or stamping, in such a way that it cannot be removed, or easily covered until installed.

The ultimate purchaser would probably be considered to be the home builder, who then includes that assembly as a component part in his finished product. However, in the case of replacement windows for example, that ultimate consumer might be a home owner buying from a building supply store. If there is a package or carton in which the component is shipped, and on which the country of origin is clearly and noticeably marked, that might be considered sufficient. However, if the US customs officer decides that it might be possible for a wholesaler or dealer to remove the packaging before the sale to the ultimate customer, he is within his rights to refuse entry of the goods, or in the case of a repeat offender, seize them.

Take the time and effort before shipping to ensure that this regulation is fully complied with. If you have ever tried to import improperly marked products and been refused even once, the company name and importer number will be noted in the computer files as a past offender and every shipment will attract extra scrutiny. Avoid the trouble by marking or branding, if possible, so that even if protective packaging is removed before a sale, the consumer can still determine that it was made in Canada.

Before exposing yourself to possible difficulty and unnecessary costs, have your customs broker get the necessary rulings with regards to FTA compliance, and acceptable county of origin markings before attempting to ship any products into the USA, especially if you have a customer waiting for it. Having samples refused entry could be an annoyance, but losing a customer whose construction is held up waiting for your products to be acceptable for customs clearance, would be disastrous.



d. Product Styles and Features

NEW HOME CONSTRUCTION:

In new home construction market in the USA, styles are generally very conservative in comparison to Canada, but there are often many more options and variety of elevations and trim. For example, in Buffalo, probably half of all new homes are built with some specialty windows or optional window treatments or features such as stack top, arches, segments, or half round etc. This can partially be accounted for by the preponderance of upscale homes in areas like Amherst that have been the hottest segment of the market for the past several years. However, it is also an indication of the degree to which homes are built to order rather than sold from finished or partly finished inventory.

REPLACEMENT AND RENOVATIONS:

The renovation market in N.Y.S. As in the new home construction market, variety and extra features are often what sells. According to one home renovation contractor interviewed, concerning replacement windows, "If all you have is white, forget it!" The hot sellers now seem to be light and dark brown, with wood trim inside.

Also, Pella Aluminum clad windows are among the favorite ones used for remodelling and additions where a great deal of attention is paid to style. These products are very popular with remodelers, who can sell consumers on the many appearance features of sun-room additions, greenhouses, skylights and other specialty window treatments. This takes advantage of and capitalizes on the fastest growing segment of the residential construction industry.

In the case of kitchen cabinets, also a very popular item in the renovation market, extra features will add sales appeal at the retail level, but generally the more conservative styles will still be the best sellers, with contemporary or Euro styles far less popular.

e. Summary

Although Canadian standards and codes are probably more stringent than those in force in the USA, there could be a need to join the appropriate trade association and get certification for complete acceptance by specifiers. Building codes themselves should generally not be a major problem for Canadian manufacturers, although it would be worthwhile to ensure that mercury based preservatives are not used in any wood products, so as to meet the US EPA regulations.

Concerning the tastes of US homeowners, conservative styles predominate, although consumers do respond very favorably to extra features.



## IV. COMPETITIVE FACTORS

For many components such as windows, doors, cabinets, etc., the U.S. manufacturing is often concentrated in other parts of the country with local sales and service handled through a network of distributors and manufacturers representatives. For example, there are at least 25 different window makes and dozens of distributors and dealers active in Northern New York, both for prime and replacement windows, although only one or two manufacturing facilities in the region. Most window manufacturing is concentrated in the Midwest, and particularly in Wisconsin. (Many smaller operations assemble replacement windows from standard components and extrusions, available from a variety of manufacturers. Often, in the replacement market, there is little or no identification of the actual manufacturer or recognizable brand names).

While some distributors and product ranges service both new home and replacement markets, most concentrate in one or the other. There are very different approaches used to reach the replacement and renovation customer than new home builders.

### a. Replacement and Renovation

With a large percentage of sales of components for the replacement market done by home improvement contractors, often from storefront operations, telemarketing and door to door sales, it is very difficult to identify market leaders. Many home improvement companies do not even identify the manufacturer of the components they favor, or may use a variety of assemblers or manufacturers depending on competitive prices and the particular contract.

Prices are usually well-hidden in the installation contract price, so any information on selling prices is difficult to get. Commonly, there is no published price list available other than retail prices in building supply stores. The installers or contractors however, will all gladly visit to make a sales call, quote on a job based on "installed prices" and then negotiate to try to complete a one call close for the order. The actual component prices are hidden behind the installation costs.

If selling prices are difficult to extract or identify in the labor intensive renovation contract, cost prices paid by the home improvement companies from their suppliers is treated like a national security secret, and are very difficult if not next to impossible to get. Most installers won't even mention the name of their supplier(s). If the renovation market is your key target, some further investigation into negotiated price ranges would be called for.



b. New Home Construction

The main focus of this study however, was the new home market where there is a smaller field of major builders. However, the competition for the business is still intense. There is some brand loyalty, and there is a much better level of brand awareness. Established relationships with reliable suppliers are important to any builder, and any newcomer to the market would certainly have to prove his dedication and determination to succeed.

Builders are certainly very cost conscious and according to most that were interviewed, home buyers generally do not insist on a particular make, such as Andersen Windows, even if they might initially ask for it. They will often follow the advice of a builder. As long as the builder is assured of service and that the components meet the industry standards, they usually feel that they can convince a home buyer to accept their recommendation of alternatives which helps them to maximize their profits as well.

In any local market area, one of the keys to market share is a well organized and reputable distributor or dealer. Reasonably good quality and competitive prices are also important, but the main concerns of most builders interviewed were; a very strong distributor, that carries a reasonable inventory, makes deliveries on time to meet commitments, and provides good local follow up support and service. With these attributes, a distributor/dealer can become the primary supplier for a number of major builders.

The distributors and dealers of building components often carry a variety of other products for the home building industry, from appliances, through to plumbing fixtures. Building on long time relationships and strong field service support, a good distributor can provide credibility and an established market penetration very quickly.

Some nationally know manufacturers or brand names, such as Andersen Windows, are well-represented locally, and supported by a heavy national advertising campaign. Such companies rely on major wholesale warehouse distributors, to support a network of dealers, (lumber and building supply companies). Reeb Millwork Systems in Syracuse, and Iron City Distributors, based in Pittsburgh with a branch in Rochester distribute through dealers. Although they do not sell directly to builders, they do keep good contact with major home builders and support the less specialized dealers in sales efforts.



TABLE 5: Major Prime Window Competition in Upstate New York:

Manufacturer	Distributor/Dealer	Notes
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Vetter	Appliance Assoc. of Buffalo Inc. 200 Amherst St. Buffalo, NY 14207 (716) 884-4100	Local inventory, price competitive at approx 30% under Andersen. ASHRE ratings in catalog
Eagle (aluminum clad)	B.W.P. Inc. 135 Manhattan St. Buffalo, NY 14215 (716) 833-3020 Showroom at 1532 Walden Ave Cheektowaga, NY	The only local manufacturer that is equipped to mfg. pre-hung doors. Good contacts with the local builders and active NFBA member. ASHRAE ratings in cat.
Imperial	Forbush Lumber 107 Evans St. Hamburg, NY 14075 (716) 649-1000	Considered cheap. Forbush is a lumber yard with limited window inventory.
Andersen	Gerlach Lumber Inc. N Ellicott Creek Rd (716) 691-9133	local lumber dealer carrying Andersen
	Quality Lumber 1700 Union Rd. West Seneca, NY (716) 674-3422	local dealer
	Iron City Distr. 10 Victor-Mendon Rochester NY 14564 (716) 924-7766 Based in Pittsburgh PA 6 reg. stores	Distributor selling through dealers
	Reeb Millwork Syracuse NY	Distributor selling through dealers
Marvin Windows	Marvin Windows of New York Inc. 716-753-6706	Buffalo, NY 14212 (716) 895-8484 Factory owned distribution center
	Big L Distributors 1800 Broadway	Dealer primarily seen as a replacement window



Pella (aluminum clad)	Westny Building Products Inc. 2580 Walden Ave. Cheetowaga, NY (716) 681-2000	More an aftermarket remodelers window in the opinion of most builders but some prime window market.
Hurd	Weinheimers 1888 Niagara Falls Blvd. Tonawanda, NY 14150 (716) 692-9000  New Life Window Co. (Bailey Lumber) 1545 William St. Buffalo, NY 14206 (716) 895-1242	Wood, and Aluminum Clad, ASHRAE rating in catalog. competitive prices. primarily remodel- ling and replace- ment windows)
Craftline	Classic Windows and Door 100 Stradtman Rd Buffalo, NY 14227 (716) 675-8720	one of two major suppliers to Forbes Considered low end, inexpensive range.
Peachtree	Calkins Window and Door Center 2874 Niagara Sanborn, NY 14303 (716) 625-8741	Dealer buying from Blount
	Blount Lumber Lacona, NY 315-387-3451	Distributor

Any market leader such as Andersen constantly has its market share under attack by competitors. Their protection is the support of dealers while providing builders good service, often deliveries are drop shipped directly from inventory at the wholesale distributor's warehouse. This uses the local lumber dealers and building supply companies that have traditionally been their main outlets, more as agents than stocking dealers. Although many of the builders interviewed mentioned Andersen's acceptance and market awareness, but were also quick to state that their prices were very high compared to alternatives, and that their service to the builders (through lumber dealers) has been spotty in the past. Considering that, it is easy to see why there is a campaign by the wholesale distributor to improve contacts with builders. Also their very active and costly national advertising and co-op advertising program supports dealers by increasing demand from home buyers who specify the brand by name.



## V. DISTRIBUTION AND MARKETING

### a. Distribution Channels

The traditional three step distribution route, (from the manufacturer to the wholesale distributor, to the dealer, to the builder), is most often used by such companies as Andersen Windows, Peachtree Windows, and other nationally known and promoted building components. This type of distribution and marketing is most suited to penetrating the broad market across many smaller population centers, making it possible for major brands to have their product available almost everywhere. The disadvantages are that the manufacturer is relatively remote from the buying decisions with field representatives, distributor salesmen, and dealer salesmen often between them and the builder or specifier. They are more dependent on customer satisfaction surveys or other research in refining products or services.

To be successful in three step distribution, a company's printed material must be first rate; very comprehensive and easily understood. Advertising must be heavy to help overcome the remoteness between manufacturer and purchaser. Sales policy and discounting has to be extremely clear, consistent and disciplined. (For example, Andersen is one of the very few manufacturers that publish prices in their catalogs). Also, in order to keep the distribution chain intact, all levels of distribution have to make a reasonable margin, which can increase the overall retail prices. However, in a national marketplace, an established market leader such as Andersen is concerned with making the company's product available in almost any building supply retailer, and making the sale to the ultimate customer relatively easy because of brand awareness. This type of marketing can still be the least expensive way to get product to the ultimate purchaser.

A smaller manufacturer, however, will be forced to target key markets with "direct distributors" in a two step distribution. They cannot afford the advertising to compete directly with a nationally known product in the broad marketplace. In the two step distribution channel, the distributor/dealer buys directly from the factory, and sells directly to builders, in theory eliminating one step and its necessary gross profit margin from the chain. In theory at least, this gets product to key builders at lower cost. However, on the negative side of the ledger, this generally necessitates overlooking smaller builders, who in aggregate still account for a substantial proportion of sales volume, since it is usually too costly to directly service smaller accounts and manage a large number of small accounts receivable.

For any newcomer into the market, especially one without an unlimited national advertising budget, the traditional three step wholesale distributor to dealer to builder distribution chain is simply not a viable option. The most successful suppliers to builders in the urban areas, are usually direct distributors. Some of these distributors still do make some sales wholesale to smaller dealers, but their concentration is on forging close relationships with key buyers and specifiers in their local area. By largely bypassing the lumber dealers, who aren't



committed to development of new product lines, they maximize competitiveness, and offer more direct service, shortening the chain between user and manufacturer which should improve communication, in theory at least.

There aren't many serious local manufacturers of building components located in the upstate New York region, so selling directly from the factory, as is now common in Southern Ontario is quite rare. There are some assemblers, though, who can assemble components on order, and a few companies that do both distribution and some complementary manufacturing. For example, one specialty window accessory manufacturer in Rochester, (Rochester Colonial), uses their own manufactured accessories to complement their distribution of Lincoln Windows. Also, Marvin Windows of New York is a company-owned distribution center, from which the company itself provides the wholesale inventory and support by a vertically integrated subsidiary.

#### b. Price Competitiveness

Prices can be very difficult to compare directly, due to the many different designs and options. The only way to get them is by contacting and quoting various channels in the distribution chain. Start with a major national distributors's current published list prices, and try to determine their average discounts for a preliminary costing. An established market leader's price is often used as the target to beat. Builders often use the market leader's specifications and prices for a preliminary costing and then call for tenders or price and delivery quotes on comparable components from distributors or dealers of other less-expensive makes.

Even if comparison with one of the market leaders' list prices appears to indicate competitiveness, be certain that your products can be marketed profitably. Remember that published prices are all subject to heavy discounting for key accounts, and vary from builder to builder depending on volume, payment history, etc. Also, the wide variety of options complicates direct comparisons.

As a strategy, in order to better compare, it can be advantageous to contact a couple of home builders for co-operation. Most will be unwilling to breach confidentiality by showing you competitors' prices, but they may be willing to have you quote your products to specifications on a few recently completed projects where the actual selling and negotiating have already been completed.

Quote all prices in US funds, and with FOB point the same as the competitors products. Trans border freight costs must be calculated, and any customs duty, statistical reporting fees and brokerage charges should also be included in you costs. Also, be certain that you include the normal gross profit markups for a distributor, dealer, and sales commissions.

If your prices are too high, that will quickly be determined, and you can review your costs and pricing policies to see if some modification is required. If on the other hand, you prices quoted are competitive, assuming that you have calculated according to the needs of distribution



and representation in the market, you can be reasonably comfortable that you should be able to compete. If your prices quoted are significantly lower than the components already purchased, you will very likely be invited to tender on future business with that builder and perhaps even get his help in making contact with suitable distributors or dealers. However, recheck your costs to ensure that you have not underestimated sales costs, or "skipped" over a necessary step of distribution. If all seems correct, you might wish to adjust your future sales price levels upward. Rather than leaving money on the table, you would be better served by a larger gross profit margin that could help finance your initial sales and marketing costs.

Often, after the builder senses a seriousness on your part, he may be disposed to offering you other advice on your strategy, such as builders association meetings or introductions to preferred representatives or potential distributors.

c. Service

It was strongly stressed in interviews with many builders and distributors, that dealing with Canadians would not be a problem so long as they can assure good back up service and delivery when promised. It was perceived by many distributors and builders, that Canadian firms have been less than reliable at living up to commitments for delivery dates and also providing the necessary training or back up service.

One distributor expressed exasperation with the casual attitude of the Canadian cabinet manufacturer he represents. Also, co-incidentally, the same Canadian manufacturer was mentioned at Forbes homes as having good product and prices, but until follow up service could be assured, he did not intend to use them again due to their casual delivery, and slow response to his service needs.



## VI. RECOMMENDATIONS

It is quite apparent that the market potential in Northern New York State and surrounding regions is smaller and less concentrated than the Southern Ontario and Montreal regions. There are also differences in style.

A very careful consideration of the market potential, competition, and company's long term plans must be made before making any major commitments. Initially there will be some onerous costs that must be faced to get established in this market. Some changes in products might be necessary to meet the style or design needs common in Upstate N.Y. Sales literature, support and marketing methods must also be reviewed and changes made where necessary to meet the needs of this different marketplace. Unless the company is prepared to become a competitor in the North American market in the long run, it might well decide that making the investment simply for the potential local market is not cost effective. However, in the longer view, establishing a venture in this region would be a good way to gain experience and provide a base on which to build future growth.

The key, as it is in any market, is to find voids and fill them.

### a. Distribution Channels

It would be a waste of time, money, and energy to try to sell in this market on a "as time permits" basis. It will simply not be enough to send a salesman into unfamiliar territory for a few days every month. If the market potential is deemed to be interesting enough to pursue as a test market, it must be handled professionally and continuously.

Ideally a qualified sales specialist or manager should be assigned "full time" to develop distribution. Companies that have put a full time sales person in a "sink or swim" situation have usually succeeded. The market can be developed incrementally with a part time U.S. sales specialist, but he/she must be expected to spend time in the territory at least every other week, and be available immediately to service problems. It is often an easy out to have excuses that the Canadian market needs attention, which may well be the case. However, the U.S. market will never be developed under these conditions. Also customer service, shipping and manufacturing personnel must all be educated on handling and servicing export business as quickly as the domestic, to insure the sales efforts succeed. Late delivery or trying to dump seconds to the U.S. market won't work.

Preferably, the sales person should be someone already familiar with the market, the customer group and the distribution. It would be far better to hire a U.S. professional, or a Canadian experienced in selling building products in Upstate New York, to avoid the extra time and expense of having a newcomer learn the key players and gradually try to become familiar with the competition and market conditions here.



Caution must be exercised to hire an individual who is not between jobs and will quit to take the first domestic job that comes along.

It is clear that the market must be sold through a distributor network in Upstate N.Y. Partnerships with local distributors in larger market centers, who are well-connected to the home building industry, will help reduce the investment required. The distributors customer base, knowledge of building codes etc. coupled with builders' expectation of local service, will hasten acceptance.

A direct distributor, rather than the traditional three step wholesaler to dealer to builder system, is also recommended. Some wholesale business can still be done, but the priority must be on developing close contact with the key builders, and maximizing profits by minimizing the distribution chain. Be careful, however, that the pricing and discount schedules provide adequate margins. Each level in the traditional three step distribution chain has a purpose and provides some value added. Skipping over a dealer, or providing some of the wholesale distribution functions yourself does not eliminate the cost of those services. In many cases, it simply internalizes those costs into overhead. If there is any real saving to be had, it could be the reduced need for a heavy advertising budget.

Some of the successful local dealers for a major national window company can sometimes be a good prospect for a direct distribution relationship, but care should be taken in making such a selection. It is common for dealers to carry more than one product line, and some dealers are solidly committed to the home builders market versus the renovation market. A larger, aggressive dealer can benefit from having a unique "captive" line with direct factory support, enabling the Canadian manufacturer to capitalize on the established relationships the dealer has with builders.

As the market develops to other geographic territories, Manufacturers' Agents, also known as "Reps", should be considered in the distribution channel. Reps will not do the serious pioneering work necessary to get established, and are more often used to supplement your marketing efforts or take over territories established by the manufacturer. It is best not to use them initially in the test market. Reps get paid on commission for sales, not market research. The company should be as close as possible to the market to get first hand feedback on advantages, disadvantages etc. Manufacturers' representatives calling on building supply and residential construction customers can be recruited through the Manufacturers Agents National Association, (M.A.N.A.), through contacts at distributors and builders, and at trade shows. A list is enclosed in Appendix 7. They can also be an excellent source of market intelligence and competitive pricing. Regardless if you decide to use them or not, they should be consulted during the market research for information.

If the company does decide to proceed with plans to enter the U.S. market, it would be wise to investigate the benefits of a subsidiary corporation to handle the importation into the country and provide



administrative support. Contact an accounting firm familiar with Canadian / U.S. business ventures and discuss your particular financial situation before making any commitments. Consultation with a qualified customs specialist, and attorney is also absolutely necessary.

b. Product

Make certain that your products meet all necessary regulations and specifications, and that your designs include popular conservative styles suited to the American market, or acceptance will be very difficult to gain. There is often a very strong demand for gadgets and gingerbread to customize individual homes for this market of semi-custom built homes, so a "white vanilla" variety of products might be inadequate.

Although not specifically a requirement, voluntary certification by the appropriate manufacturers or dealers association, if possible, will eliminate at least one excuse for sales resistance. It might not be legally necessary, to receive the official NWWDA endorsement, for example, but it would certainly give a company credibility when dealing with many of the builders and specifiers.

Also, according to several experts, many Canadian made components are built with more wood and pressure-treated instead of simply "dipped". Therefore they often meet performance standards that put their products into the highest grade levels. Certification at higher grade levels would be an additional sales feature, and could be worth the price of membership in an association.

c. Promotion

Few of the builders interviewed were likely to discover a new product simply through trade magazines, shows, or literature. They all emphasized that familiarity with their local contact, face to face calls, open houses at the distributor's facility and word of mouth were the keys to gaining a foothold with a new product. Some advertising in their association magazines, and participation at the association functions would reinforce these efforts but would not substitute for sales contacts from qualified and knowledgeable reps or distributors. (Some successful distributors do no magazine or trade show advertising at all, preferring instead to spend all of their resources on direct sales contacts.)

One of the most effective introductory promotional techniques that was repeatedly mentioned by builders was the use of "open houses" at the distributor showroom. In this way, the invited builders and specifiers can be introduced in a hands-on way to the features and benefits of a new product or technique, even if they don't have specific immediate needs. When the opportunity arises in the future, there would then be a better chance of being invited to submit a proposal or quote.

High quality sales literature and collateral material should be a top priority if the decision is taken to proceed. Unlike direct face to face sales, working in a dispersed market with distributors will call for having as much of your sales presentation as possible on paper, in



attractive and effective literature. The easier you make it for the distributor to present sales arguments using catalogs, leaflets, and other sales aids, the greater the chances of closing orders. Conversely, poor quality materials will severely limit chances of having products recognized as serious alternatives.



## APPENDICES

### APPENDIX I: Regional Building Materials Associations

New York State Builders Association  
112 State Street, Suite 1318  
Albany, NY 12207  
(518) 465-2492  
Robert Weiboldt, Exec. V.P.

Niagara Frontier Builders Assoc.  
90 Sylvan Parkway  
Amherst NY  
(716) 636-9655  
Joe McIvor, President  
Mike Zabel, Director of Public Affairs

Home Builders Association of Central New York, Inc  
3675 James Street  
Syracuse, NY 13206  
(315) 463-6261  
Robert F. Tomeny, Executive Director

Rochester Home Builders' Association Inc.  
2024 West Henrietta Rd., Suite 5-H  
Rochester, NY 14623  
(716) 272-8222

Home Improvement Council of Western New York.  
3000 Genessee Street  
Cheektowaga, NY 14225  
716-896-3000



# DIRECTORY OF ASSOCIATIONS

## FOREST PRODUCTS AND BUILDING MATERIALS ASSOCIATION DIRECTORY

**ALASKA FOREST ASSOCIATION**, Donald Finney, Executive Director, 111 Stedman St., #200, Ketchikan, AK 99901, (907) 225-6114, FAX (907) 225-5920

**AMERICAN ARCHITECTURAL MANUFACTURERS ASSOCIATION**, William Anton, Executive Director, 1540 E. Dundee Rd., Suite 310, Palatine, IL 60067, (708) 202-1350, FAX (708) 202-1480

**AMERICAN FOREST COUNCIL**, Laurence D. Wiseman, President, 1250 Connecticut Ave., NW, Suite 320, Washington, DC 20036, (202) 463-2455

**AMERICAN FORESTRY ASSOCIATION**, R. Nail Sampson, Executive Vice President, 1516 "P" St., NW, Washington, DC 20005, (202) 667-3300

**AMERICAN HARDBOARD ASSOCIATION**, C. Curtis Peterson, Executive Vice President, 520 North Hicks Rd., Palatine, IL 60067, (708) 934-8800, FAX (708) 934-8803

**AMERICAN HARDWARE MANUFACTURERS ASSOCIATION**, W. P. Farrell, President, CEO, 801 North Plaza Dr., Schaumburg, IL 60173-4977, (708) 605-1025, FAX (708) 605-1093

**AMERICAN INSTITUTE OF TIMBER CONSTRUCTION**, Ray F. Mullan, Executive Vice President, 11818 SE Mill Plan Blvd., Suite 415, Vancouver, WA 98684-5092, (206) 254-9132

**AMERICAN LUMBER STANDARDS COMMITTEE**, Thomas D. Searles, Executive Vice President, P.O. Box 210, Germantown, MD 20875, (301) 972-1700

**AMERICAN PLYWOOD ASSOCIATION**, William T. Robison, Executive Vice President, P.O. Box 11700, Tacoma, WA 98411, (206) 565-6600, FAX (206) 565-7265

**AMERICAN PULPWOOD ASSOCIATION**, Richard Lewis, Vice President, 1025 Vermont Ave., NW, #1020, Washington, DC 20005, (202) 347-2900, FAX (202) 628-4718

**AMERICAN WOOD COUNCIL**, Carl E. Darrow, President, 1250 Connecticut Ave., NW, Washington, DC 20036, (202) 833-1595, FAX (202) 785-1336

**AMERICAN WOOD PRESERVERS ASSOCIATION**, John D. Ferry, Secretary/Treasurer, P.O. Box 849, Steven-ville, MD 21666, (301) 643-4163

**AMERICAN WOOD PRESERVERS BUREAU**, Eric Yeadon, President, P.O. Box 5283, Springfield, VA 22150, (703) 339-6660

**AMERICAN WOOD PRESERVERS INSTITUTE**, John F. Hall, President, Tyson's International Building, 1945 Old Gallows Rd., Suite 550, Vienna, VA 22182, (703) 893-4005

**APPALACHIAN HARDWOOD MANUFACTURERS INC**, James L. Gundy, Executive Vice President, P.O. Box 427, High Point, NC 27261, (919) 885-8315

**ARCHITECTURAL WOODWORK INSTITUTE**, William H. Winter, Executive Vice President, 2310 South Walter Reed Dr., Arlington, VA 22206, (703) 671-9100

**ASPHALT ROOFING MANUFACTURERS ASSOCIATION**, Richard D. Snyder, Executive Vice President, 6288 Montrose Rd., Rockville, MD 20852, (301) 231-9050, FAX 9301) 881-6572

**ASSOCIATED BUILDING MATERIAL DISTRIBUTORS OF AMERICA**, John W. Mackin, Executive Vice President, 7100 East Lincoln Dr., Suite D-220, Scottsdale, AZ 85253, (602) 998-0696

**ASSOCIATED GENERAL CONTRACTORS OF AMERICA**, Hubert Beatty, Executive Vice President, 1957 East St., NW, Washington, DC 20006, (202) 393-2040

**ASSOCIATION OF THE WALL AND CEILING INDUSTRIES**, John M. Baker, Executive Vice President, 1600 Cameron St., Suite 200, Alexandria, VA 22314, (703) 684-2924

**ATLANTIC BUILDING SUPPLY DEALERS ASSOCIATION**, John J. Ward, Executive Director, 95 Foundry St., Suite 441, Moncton, New Brunswick, Canada E1C 5H7, (506) 858-0700, FAX (506) 859-0064

**BRICK INSTITUTE OF AMERICA**, Nelson J. Cooney, President, 11490 Commerce Park Dr., Reston, VA 22091-1525, (703) 620-0010, FAX (703) 620-3928

**BUILDING MATERIAL MERCHANTS' ASSOCIATION OF GEORGIA AND ALABAMA INC**, Ervin W. Goodroe, Executive Vice President, 42 Spring St., Suite 244, Atlanta, GA 30303, (404) 588-3660, FAX (404) 588-3659

**BUILDERS SUPPLY ASSOCIATION OF WEST VIRGINIA**, Bonnie B. Harold, Executive Director, P.O. Box 309, Spencer, WV 25276, (304) 927-1220, FAX (304) 927-5534

**BUILDING SYSTEMS INSTITUTE**, John Thimmig, General Manager, 1230 Keith Building, Cleveland, OH 44115, (216) 241-7333

**CANADIAN LUMBERMAN'S ASSOCIATION**, R. H. Rivard, Executive Director, 27 Goulburn Ave., Ottawa, Ontario, Canada K1N 8C7

**CAROLINAS-TENNESSEE BUILDING MATERIAL ASSOCIATION INC**, Larry W. Adams, Executive Vice President, P.O. Box 18667, Charlotte, NC 28218, (704) 376-1503, FAX (704) 331-9663

**CALIFORNIA REDWOOD ASSOCIATION**, Christopher F. Grover, Executive Vice President, 405 Enfrente Dr., Suite 200, Novato, CA 94949, (415) 382-0662

**CEDAR SHAKE & SHINGLE BUREAU**, Michael M. Westfall, President, 515 - 116th Ave., Suite 275, Bellevue, WA 98004, (206) 453-1323, FAX (206) 455-1314

**EASTERN BUILDING MATERIAL DEALERS ASSOCIATION**, David B. Kreidler CAE, Executive Vice President, 604 East Baltimore Pike, Media, PA 19063, (215) 565-6144 (412) 561-2323, FAX (215) 565-0968



## FOREST PRODUCTS AND BUILDING MATERIALS ASSOCIATION DIRECTORY

**EASTERN RETAIL HARDWARE ASSOCIATION**, Leonard Palmisano, Managing Director, 109 East Grove St., P.O. Box 1329, Middleboro, MA 02346, (508) 946-0422

**FINE HARDWOOD VENEER ASSOCIATION**, Larry R. Frye, Executive Director, 5603 West Raymond St., Suite O, Indianapolis, IN 46241, (317) 244-3311, FAX (317) 244-3386

**FLORIDA LUMBER & BUILDING MATERIAL DEALERS ASSOCIATION**, William Carson, Executive Vice President, 905 Lee Rd., Orlando, FL 32810, (407) 644-0302, WATS (800) 432-0869, FAX (407) 644-4309

**GYPSON ASSOCIATION**, Jerry A. Walker, Executive Director, 810 First St., NE, Suite 510, Washington, DC 20002, (202) 289-5440, FAX (202) 289-3707

**HARDWOOD DISTRIBUTORS ASSOCIATION**, Charles F. Wilson, Secretary/Treasurer, 1279 North McLean St., P.O. Box 12802, Memphis, TN 38182-0802, (901) 274-6887

**HARDWOOD MANUFACTURERS ASSOCIATION**, Susan Regan, Executive Vice President, 2831 Airways Blvd., Suite 205, Building B, Memphis, TN 38132, (901) 346-2222

**HARDWOOD PLYWOOD MANUFACTURERS ASSOCIATION**, E. T. "Bill" Altman, President, 1825 Michael Faraday Dr., P.O. Box 2789, Reston, VA 22090, (703) 435-2900, FAX (703) 435-2537

**ILLINOIS LUMBER & MATERIAL DEALERS ASSOCIATION**, Lawrence Carroll, Executive Director, P.O. Box 5180, 932 South Spring St., Springfield, IL 62704, (217) 544-5405, FAX (217) 544-4206

**INDIANA LUMBER & BUILDERS' SUPPLY ASSOCIATION**, Ray Moistner, Executive Vice President, 4755 Kingsway Dr., Suite 410, Indianapolis, IN 46205, (317) 257-1234, FAX (317) 257-1236

**INTERMOUNTAIN FOREST INDUSTRY ASSOCIATION**, James S. Riley, Executive Vice President, 703 Lakeside Ave., Coeur d'Alene, ID 83814, (208) 667-4641, FAX (208) 664-0557

**KENTUCKY LUMBER & BUILDING MATERIAL DEALERS ASSOCIATION**, Billy S. Thompson, Executive Vice President, P.O. Box 665, 21 Court Square, Lebanon, KY 40033, (502) 692-2261, FAX (502) 692-3005

**KITCHEN CABINET MANUFACTURERS ASSOCIATION**, C. Richard Titus, Executive Vice President, 1899 Preston White Dr., Reston, VA 22091-4326, (703) 264-1690, FAX (703) 620-6530

**LOUISIANA BUILDING MATERIAL DEALERS ASSOCIATION**, Gayle M. Passman, Executive Vice President, P.O. Box 15547, Baton Rouge, LA 70806, (504) 927-4317 (4318), FAX (504) 924-4317

**LUMBER ASSOCIATION OF SOUTHERN CALIFORNIA**, Wayne Gardner, Executive Vice President, 17890 Castleton St., Suite 240, City of Industry, CA 91748, (818) 965-4344, FAX (818) 965-0966

**LUMBER & BUILDING MATERIALS ASSOCIATION OF ONTARIO, INC.**, Hannah M. Hancock, Executive Vice President, 4500 Sheppard Ave., East, Unit F, Scarborough, Ontario, Canada M1S 3R6, (416) 298-1731, FAX (416) 298-4865

**LUMBER MERCHANTS ASSOCIATION OF NORTHERN CALIFORNIA**, Les Sanders, Executive Vice President, 3130 Fite Circle, Sacramento, CA 95827, (916) 369-7501, FAX (916) 369-8271

**LUMBER TRADE ASSOCIATION OF GREATER CHICAGO**, Charles P. Logan, Administrator, 4415 West Harrison St., Suite 435, Hillside, IL 60162, (312) 449-2560

**LUMBERMEN'S ASSOCIATION OF TEXAS**, Barbara Douglas, Executive Vice President, 2501 North Lamar Blvd. Austin, TX 78705, (512) 472-1194, FAX (512) 472-7378

**MAPLE FLOORING MANUFACTURERS ASSOCIATION**, John R. Waxman, Executive Director, 60 Revere Dr., Suite 500, Northbrook, IL 60062-1563, (708) 480-9138

**MARITIME LUMBER BUREAU**, Diana Blenkhorn, Executive Director, P.O. Box 459, Amherst, Nova Scotia, Canada B4H 4A1, (902) 667-3889

**MICHIGAN LUMBER & BUILDING MATERIALS ASSOCIATION**, Ronald Salvatore, President, P.O. Box 27095, 5815 Executive Dr., Lansing, MI 48909, (517) 394-5225, FAX (517) 394-5228

**MID-AMERICA LUMBERMENS ASSOCIATION**, (Arkansas-Kansas-Missouri-Nebraska-Oklahoma), Robert J. John, Executive Vice President, 800 Wesport Rd., Kansas City, MO 64111, (816) 931-2102, FAX (816) 931-4617

**MISSISSIPPI BUILDING MATERIAL DEALERS ASSOCIATION**, William Lee Russell, Executive Director, 117 S. Van Buren St., Carthage, MS 39501, (601) 267-5522

**MOUNTAIN STATE LUMBER AND BUILDING MATERIAL DEALERS ASSOCIATION**, Fred Caruso, Executive Vice President, 5500 Greenwood Plaza Blvd., #110, Englewood, CO 80111, (303) 793-0859, FAX (303) 290-9137, 800-365-0919

**NATIONAL ASSOCIATION OF FLOOR COVERING DISTRIBUTORS**, Wade D. Newman, Executive Director, 85 West Algonquin Rd., Suite 375, Arlington Heights, IL 60005, (708) 364-9040, FAX (708) 364-9083

**NATIONAL ASSOCIATION OF HOME BUILDERS**, Kent Colton, Executive Vice President, 15th & M Sts., NW, Washington, DC 20005, (202) 822-0200, FAX (202) 822-0374

**NATIONAL ASSOCIATION OF REMODELING INDUSTRY**, James A. Tolliver, Executive Director, 1901 North Moore St., Suite 808, Arlington, VA 22209, (703) 276-7600

**NATIONAL ASSOCIATION OF STORE FIXTURE MANUFACTURERS**, Robert L. Strauss, Executive Director, 5975 West Sunrise Blvd., Sunrise, FL 33313, (305) 587-9190

**NATIONAL ASSOCIATION OF WHOLESALE DISTRIBUTORS**, Ron Schreiber, Vice President, 1725 K St., NW, Suite 710, Washington, DC 20006, (202) 872-0885

**NATIONAL BUILDING MATERIAL DISTRIBUTORS ASSOCIATION**, Albert L. Leitschuh, CAE, Executive Vice President, 1417 Lake Cook Rd., Suite 130, Deerfield, IL 60015, (312) 945-7201

**NATIONAL FOREST PRODUCTS ASSOCIATION**, Barry Cullen, President, 1250 Connecticut Ave., NW #200, Washington, DC 20036, (202) 463-2710, FAX (202) 463-2785

**NATIONAL HARDWOOD LUMBER ASSOCIATION**, Ernest J. Stebbins, Executive Manager, P.O. Box 34518, Memphis, TN 38184-0518, (901) 377-1818, FAX (901) 382-6419

**NATIONAL HOUSING CENTER**, Herb Ferlmann, Staff Vice President, 15th & M Sts., NW, Washington, DC 20005, (202) 822-0200

**NATIONAL LUMBER AND BUILDING MATERIAL DEALERS ASSOCIATION**, Gary W. Donnelly, CAE, Executive Vice President, 40 Ivy St., SE, Washington, DC 20003-4006, (202) 547-2230, FAX (202) 547-7640

**NATIONAL OAK FLOORING MANUFACTURERS ASSOCIATION**, Walter Whitley, Executive Vice President, P.O. Box 3009, Memphis, TN 38173-0009, (901) 526-5016, FAX (901) 526-7022

**NATIONAL PAINT AND COATINGS ASSOCIATION**, James A. Doyle, Executive Director, 1500 Rhode Island Ave., NW, Washington, DC 20005, (202) 462-6272

**NATIONAL PARTICLEBOARD ASSOCIATION**, William H. McCredie, Executive Vice President, 18928 Premiere Court, Gaithersburg, MD 20879-1569, (301) 670-0604



# FOREST PRODUCTS AND BUILDING MATERIALS ASSOCIATION DIRECTORY

**NATIONAL RETAIL HARDWARE ASSOCIATION**, Hal Marsolais, Managing Director, 5822 West 74th St., Indianapolis, IN 46278, (317) 290-0338, FAX (317) 290-0378

**NATIONAL SASH & DOOR JOBBERS ASSOCIATION**, Robert O'Keefe, Executive Vice President, 2400 East Devon Ave., Des Plaines, IL 60018, (708) 299-3400, FAX (708) 299-0489

**NATIONAL WOOD FLOORING ASSOCIATION**, Bonnie J. Holmes, Executive Secretary, 11046 Manchester Rd., St. Louis, MO 63122, (314) 821-8654

**NATIONAL WOOD WINDOW & DOOR ASSOCIATION**, John W. Shoemaker, Executive Vice President, 1400 East Touhy Ave., Des Plaines, IL 60018, (708) 299-5200, FAX (708) 299-1286

**NEW ENGLAND KILN DRYING ASSOCIATION**, William B. Smith, Executive Secretary, Wood Products Engineering, SUNY College of Environmental Science, Syracuse, NY 13210-2786, (315) 470-6832, FAX (315) 470-6779

**NEW ENGLAND LUMBER ASSOCIATION**, Stuart Young, Executive Vice President, P.O. Box 717, Kingston, NH 03848, (603) 679-1960

**NEW ENGLAND WHOLESALE LUMBER ASSOCIATION**, Michael Cyr, Executive Secretary, Route 1, P.O. Box 70, Winterport, ME 04496, (207) 223-5342

**NEW JERSEY LUMBER & BUILDING MATERIAL DEALERS ASSOCIATION, INC.**, Peter Allen, Executive Director, 66 Morris Ave., Springfield, NJ 07081, (201) 379-1100, FAX (201) 379-6507

**NEW YORK STATE TIMBER PRODUCERS ASSOCIATION**, Linda Luchsinger, Executive Secretary, P.O. Box 300, 122 Main St., Boonville, NY 13309, (315) 942-5503

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**PACIFIC LUMBER INSPECTION BUREAU**, George A. Thompson, Secretary/Manager, P.O. Box 7235, Bellevue, WA 98008-1235, (206) 746-6542

**QUEBEC WHOLESALE LUMBER ASSOCIATION**, Richard Lacrasse, Executive Director, 620 Cathcart St., #19, Montreal, Quebec, Canada H3B 1M1, (514) 861-7149

**SOUTHEASTERN LUMBER MANUFACTURERS ASSOCIATION**, Ed C. Cone Jr., Executive Vice President, 671 Forest Parkway, P.O. Box 1788, Forest Park, GA 30051-1788, (404) 361-1445, FAX (404) 361-5963

**SOUTHERN FOREST PRODUCTS ASSOCIATION**, Karl Lindberg, President, P.O. Box 52468, New Orleans, LA 70152, (504) 443-4464, FAX (504) 443-6612

**SOUTHERN PINE INSPECTION BUREAU**, Tom S. Jones, President, 4709 Scenic Highway, Pensacola, FL 32504-9094, (904) 434-2611, FAX (904) 433-5594

**SOUTHERN WOODWORK ASSOCIATION**, John Willingham, Director, P.O. Box 148, Macon, GA 31202, (404) 543-0161

**THE STRUCTURAL BOARD ASSOCIATION**, John Lowood, Executive Director, 45 Shepherd Ave., E, Suite 412, Willowdale, Ontario, Canada M2N 5W9, (416) 730-9090, FAX (416) 730-9013

**TIMBER ASSOCIATION OF CALIFORNIA**, William N. Dennison, President, 1311 I St., #100, Sacramento, CA 95814, (916) 444-6592, FAX (916) 444-0170

**TIMBER OPERATORS COUNCIL**, Roger M. Glos, Executive Vice President, CEO, 6825 SW Sandburg St., Tigard, OR 97223, (503) 620-1710

**VIRGINIA BUILDING MATERIAL ASSOCIATION**, Thomas R. Hartley, Executive Director, 121 Wyck St., Suite 309, Richmond, VA 23225, (804) 745 4200, FAX (804) 745-8851

**WEST COAST LUMBER INSPECTION BUREAU**, Ray L. Todd, Executive Vice President, P.O. Box 23145, Portland, OR 97223, (503) 639-0651, FAX (503) 684-8928

**WESTERN BUILDING MATERIAL ASSOCIATION**, Mary E. Murphy, Executive Director, P.O. Box 1699, Olympia, WA 98507, (206) 943-3054, FAX (206) 943-1219

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**WESTERN HARDWOOD ASSOCIATION**, David A. Sweitzer, Secretary/Manager, 133 Second Ave., SW, Suite 450, Portland, OR 97204, (503) 243-2094

**WESTERN RED CEDAR LUMBER ASSOCIATION**, Jim Starkman, Executive Officer, P.O. box 2786, New Brighton, MN 55112, (612) 633-4334

**WESTERN WOOD PRODUCTS ASSOCIATION**, H. W. Roberts, President, 522 SW Fifth Ave., Yeon Building, Portland, OR 97204, (503) 224-3930, FAX (503) 224-3934

**WISCONSIN RETAIL LUMBER ASSOCIATION INC.**, David L. Rosenmeier, Executive Vice President, 7000 West Good Hope Rd., P.O. Box 23237, Milwaukee, WI 53223, (414) 358-2134, (800) 235-4145, FAX (414) 358-0173, (800) 242-7734 Health Ins., (800) 235-4145 Assoc. Services

**WOOD MOULDINGS & MILLWORK PRODUCERS ASSOCIATION**, Bernard J. Tomasko, Executive Vice President, P.O. Box 25278, 1730 SW Skyline Blvd., Portland, OR 97225, (503) 292-9288

**WOOD PRODUCTS MANUFACTURERS ASSOCIATION**, Albert J. Bibeau, Executive Director, 52 Racette Ave., Gardner, MA 01440, (508) 632-3923

**WOOD TRUSS COUNCIL OF AMERICA**, Joe Ziemba, Executive Director, 401 North Michigan, Chicago, IL 60611, (312) 644-6610



## Appendix II: Publications

Builder (National Assoc. of Home Builders)  
ISSN: 0744 1193  
Frequency: Monthly  
Price: \$29.95  
Publisher: Builder, P.O. Box 2029, Marion OH 43306-2129

Construction Review  
ISSN: 0010-6917  
Frequency: Bi-Monthly  
Price: \$21.  
Publisher: Superintendent of Documents, U.S. Government  
Printing Office, Washington, DC 20402

Builder/Architect  
Greater Buffalo / Niagara Frontier Edition  
328 Walnut Lane  
Youngstown, NY 14174  
Published monthly  
Price: \$18 per year  
Publisher: Sunshine Media Inc., 801 W. Maryland, Ste. 100,  
Phoenix, AZ 85069

Build  
Annual Directory of Services and Suppliers  
Publisher: Niagara Frontier Builders Association Inc.  
90 Sylvan Parkway  
W. Amherst, NY 14228

Empire State Builder  
Bi-Monthly  
Mailed to all Members of the New York State Builders Association.



# LARGEST AREA HOME BUILDERS

Rank	Name Address	Telephone	Number of housing starts in 1991	Number of houses sold in 1991	Sales volume in 1991	Projected housing starts for 1992	Price range or average cost of house built	Principle areas of operation	Number of employees/% of work sub-contracted	Chief executive	Impact of U.S.-Canada Free Trade Agreement on business	Year set
1.	The Marrano/Marc Equity Corp. 2730 Transit Road West Seneca, N.Y. 14224	675-1200	167	153	\$26 million	175	\$100,000-300,000	Amherst, Clarence, Lancaster, Orchard Park, Hamburg, Elma, West Seneca, East Aurora	33/ 100	Patrick Marrano	Minor beneficial effect	1983
2.	Forbes Homes Inc. 2635 Millersport Highway Getzville, N.Y. 14068	688-5597	99	104	\$ 18 million	160	\$185,000	Amherst, Lancaster	29/ 95	Eliot Lasky	Minor beneficial effect	1980
3.	M.J. Peterson Corp. 501 John James Audubon Parkway Amherst, N.Y. 14228	688-1234	58	53	\$5.9 million	85	\$75,000-168,000	Amherst, Buffalo, Lancaster	6/ 100	Victor Peterson Jr., Dennis Periman	No effect	1930
4.	North American Timber Frame Homes Inc. S-8680 State Road, Route 240 Colden, N.Y. 14033	941-3668	54	75	\$1.5 million	45	\$95,000+	Northeastern U.S.	13/ 75	Paul Bach	Minor beneficial effect	1983
5.	M.J. O'giony Builders Inc. 2060 Union Road West Seneca, N.Y. 14224	668-9235	50	40	NA	59	\$90,000	Buffalo, Lancaster	7/ 80	Mark O'giony	Minor beneficial effect	1945
6.	Sam D'Angelo & Sons 877 Erie Ave. Tonawanda, N.Y. 14120	693-2573	48	48	\$26 million	59	\$120,000-160,000	Wheatfield, North Tonawanda, Cambria	11/ 60	Daniel D'Angelo	No effect	1983
7.	Rosal Co. Inc. 3060 Niagara Falls Blvd. North Tonawanda, N.Y. 14120	693-7831	39	36	\$4.7 million	35	\$120,000-150,000	Amherst, Clarence, Wheatfield, Grand Island, Pendleton	8/ 90	Gary DiMatteo	No effect	1951
8.	Teamer Builders Inc. 8698 Transit Road East Amherst, N.Y. 14051	689-9440	34	32	\$12 million	35	\$380,000	Amherst, Clarence, Orchard Park	23/ 75	Robert Teamer	Minor beneficial effect	1948
9.	Stratford Homes, Inc. 4978 Big Tree Road Hamburg, N.Y. 14075	648-0402	32	45	\$3.4 million	40	\$95,000-150,000	Lancaster, Depew, Cheektowaga	5/ 98	Ronald Reintz	No effect	1983
10.	Baker Road Development Inc. 5818 Pheasant Court Lake View, N.Y. 14085	627-9472	30	20	\$2.5 million	35	\$120,000	Orchard Park, Hamburg, Elma	4/ 90	Brian Maslowsky	Minor beneficial effect	1986
	Rice Homes 4807 Oak Orchard Road Albion, N.Y. 14441	569-6800	30	30	\$1.5 million	40	\$40,000-50,000 (not including cost of land)	Orleans, Genesee, Niagara, Monroe	9/ 50	Lyman Rice	Minor beneficial effect	1983
12.	DeAngelis-Juel Ltd. P.O. Box 673 Williamsville, N.Y. 14221	668-6696	26	29	\$5.6 million	40	\$190,000	Amherst, Clarence, Williamsville, Orchard Park	WND/ 50	Daniel DeAngelis	Great beneficial effect	1985



	25	23	\$3.4 million	20	\$145,000	Niagara County	8/75	Thomas DiMatteo	Minor beneficial effect	1989
<b>13.</b> G.T. Custom Built Homes Inc. 3200 Niagara Falls Blvd. North Tonawanda, N.Y. 14120 692-6246	24	22	\$5.5 million	29	\$300,000	Amherst, Clarence	12/60	Bernard Kiefler	Minor beneficial effect	1981
<b>14.</b> Kiefler Bros. Builders 8171 Main St. Williamsville, N.Y. 14221 634-5873	24	23	\$3.8 million	40	\$150,000	Lancaster	10/90	David Tabaczynski	No effect	1982
All Craft Inc. 5434 Genesee St. Bowersville, N.Y. 14028 684-4111	18	16	\$2 million	16	\$110,000-120,000	Lancaster	12/WND	James DiLupo Jr.	No effect	1988
<b>16.</b> DiCom Construction Co. Inc. 9 Slate Bottom Drive Lancaster, N.Y. 14043 668-2397	15	13	\$6.5 million	20	\$500,000	Amherst, Clarence	20	Michael Milazzo	Minor beneficial effect	1982
<b>17.</b> Milazzo V. Milazzo 5820 Main St. Williamsville, N.Y. 14221 634-3040	14	13	\$1.7 million	15	\$160,000	Orchard Park, Hamburg	6	W. Richard Doll	No effect	1982
<b>18.</b> Another Doll House Inc. 30 Oueij Run Orchard Park, N.Y. 14127 649-8200	14	14	\$2.5 million	8	\$158,000	Amherst, Clarence, North Tonawanda	WND/80	Joseph Diamond	Minor beneficial effect	WND
Diamond Craft Homes 41 Deerwood Drive Williamsville, N.Y. 14221 688-1525	12	8	\$3.0 million	15	\$400,000	Amherst, Clarence, Orchard Park, Snyder	18/80	Eva Blum	WND	1976
<b>20.</b> Julius Blum Builders 8570 Roll Road Clarence Center, N.Y. 14002 741-9970	12	12	\$3.8 million	14	\$325,000	Orchard Park	18/20	Thomas Johnson	Minor beneficial effect	1973
Thomas J. Johnson Construction 47 Silent Meadow Orchard Park, N.Y. 14127 662-1341	10	9	\$1.99 million	18	\$275,000-300,000	Amherst, Clarence, Hamburg, Orchard Park	4/95	James Bleimeler	Minor beneficial effect	1979
<b>22.</b> Bleimeler Builders Inc. 12 Deer Run Road Williamsville, N.Y. 14221 632-3705	10	12	\$2.82 million	15	\$235,000	Grand Island	2/WND	Philip Buchanan, John Eichel	No effect	1971
Buchanan-Eichel Homes Inc. P.O. Box 588, 26 Adel Lane Grand Island, N.Y. 14072 773-5201	8	11	\$2.5 million	20	\$200,000	Erie and Niagara counties	4/100	Robert Priore	Minor beneficial effect	1985
<b>24.</b> Priority Custom Homes 115 E. Pine Lake Drive Williamsville, N.Y. 14221 688-6325	8	8	\$1.14 million	9	\$250,000	Elma, Orchard Park, Amherst, Clarence, East Aurora, Manila, Wheatfield	7/80	Dale Mark, Richard Wilson	No effect	1977
Mark Wilson Building & Development Corp. 11154 Lyndale Lane Elma, N.Y. 14059 652-7958										

Information was provided by each firm and is not independently verifiable.

WND—Would not disclose



# TOP RANKS: CNY RESIDENTIAL BUILDERS

CENTRAL NEW YORK STATE

Rank	Name Address Phone/Fax	Total Housing Starts In 1991	No. of Houses Sold In 1991	1990 Sales Volume	Projected Housing Starts In 1992	Price Range of Houses Built	Geographic Area of Concentration	Specialties				Marketing Company	Managing Principals	Year Estab.
								Condominiums	Townhouses	Single-family Home	Multi-family Homes			
1.	Ryan Homes 290 Elwood Davis Road, Suite 226 Liverpool, New York 13088 (315) 457-8942/(315) 457-3278	129	154	\$15.5 M	130	\$80,000-180,000	Onondaga County	X	X	X		Ryan Homes	Carl Smith	1945
2.	Linbrook Homes Inc. 8112 Cazenovia Road, P.O. Box 8 Manlius, New York 13104 (315) 682-4040/(315) 682-4432	70	79	\$7.2 M	80	\$74,000-350,000	Central New York	X	X	X	X	Linbrook Homes Inc., Longley-Jones	Frank J. Pizzica, Jr., Pres.	1977
3.	Key Modular Homes Kendall Street Clifton Springs, New York 14432 (315) 462-2921/(315) 462-6006	65	65	\$4.4 M	75	\$60,000-110,000	Monroe, Ontario, Wayne, Seneca & Yates Counties		X	X		NA	Lynn Ferrara, Pres. Peta Ferrara, V.P. & G.M.	1979
4.	Oot Brothers, Inc. 5912 North Burdick Street East Syracuse, New York 13057 (315) 637-4488/(315) 656-5239	52	49	NA	80	\$98,000-325,000	North & East	X	X	X		Oot Real Estate Co.	Earl Oot	1933, Inc. 1949
5.	Lewislon Construction Corp. 6838 East Genesee Street Fayetteville, New York 13066 (315) 446-9263/(315) 446-3879	50	50	\$3.9 M	50	NA	within 300 mile radius of Oron. County			X	X	Lewislon Companies	Angelo D. Capozzi	1961
6.	Heritage Homes 7519 Morgan Road Liverpool, New York 13090 (315) 451-4980/(315) 451-6765	35	28	\$4.3 M	45	\$74,000-550,000	Lysander, Clay, Onondaga, DeWitt	X	X	X		Gallinger Better Homes & Gardens	Dan Bargabus, Pres.	1984
7.	Signature Homes 461 Manlius County Road East Syracuse, NY 13057 (315) 432-8173/(315) 437-0977	34	29	NA	40	\$100,000-250,000	Northern & Western suburbs			X		W.J. Camperlino Real Estate Inc.	Al Adams William James Camperlino William Joseph Camperlino	1981
8.	Eldan Homes, Inc. 6100 Route 31, P.O. Box 39 Cicero, New York 13039 (315) 699-4149/(315) 699-4081	32	26	\$4.2 M	32	\$69,900-300,000	Northern suburbs of Syracuse	X	X	X		Gallinger Real Estate/ Eagan Real Estate	Daniel E. Barneba, Pres.	1979
9.	JMG Custom Homes 9524 Southarden Road Brewerton, New York 13029 (315) 458-7810	28	31	\$3.75 M	35	\$95,000-300,000	North suburbs	X	X	X		Gallinger Real Estate	Joseph Grosso	1980
10.	Simiele Homes, Inc. 627 West Genesee Street Syracuse, New York 13204 (315) 472-5527/(315) 472-3962	27	24	\$3.8 M	30	\$95,000-199,500	Onondaga County			X		Tucci Real Estate	S. Richard Simiele Michael A. Simiele	1965
11.	J. Pollicemi Builder Inc. 3814 Henneberry Road Jamesville, New York 13078 (315) 682-7952	25	21	\$3,429,000	20	\$150,000-500,000	Baldwinsville, Manlius	X	X	X		Longley-Jones Assoc.	Joseph Pollicemi, Pres.	1976



	20	16	\$2 M	10-15	\$250,000+	Northern & Western suburbs	X	X	McGowan Redevelopment	Susan Bartlett Edward J. McGowan	1956
<b>12.</b> McGowan Corporation Route #9 Box 1, Kattelville Road Binghamton, New York 13901 (607) 648-4155/(607) 648-5487	15	12	\$2.3-2.5 M	15	\$120,000-250,000	Baldwinsville, Liverpool, North Syracuse	X	X	Coldwell Banker First Properties	Carol F. Crothers, Pres.	1985
<b>13.</b> Baron Homes Inc. 100 East Seneca Street, Box 130 Manlius, New York 13104 (315) 682-4477/(315) 682-4033	12	16	\$2.1 M	22	\$100,000-200,000	Tompkins & Cortland Counties	X	X	NA	James G. Hovanec, Pres. Carl E. Andrews	1980
<b>14.</b> Hovanec Builders & Developers Corp. 1429 Danby Road Ithaca, New York 14850 (607) 273-3047/(800) 564-8343	12	15	\$2.9 M	20	\$170,000-650,000	Central New York	X	X	Longley-Jones	Ron & Scott Merle	1963
<b>15.</b> Merle Builders 2 Canton Street Baldwinsville, New York 13027 (315) 635-6817/(315) 638-2357	12	9	\$2.1 M	12	\$110,000-500,000	DeWitt, Camilus, Orondaga Hill	X	X	Gallinger Real Estate, Longley-Jones	Raymond G. Luber Robert J. Luber	1955
<b>16.</b> Luber Homes 690 State Fair Boulevard Syracuse, New York 13209 (315) 487-8787	11	11	\$2 M	15	\$160,000	North of Syracuse, Brittany Hills, Orondaga Hill	X	X	Coldwell Banker	Robert Storie	1981
<b>17.</b> Storie Home Corporation 7815 Mejsic Drive Liverpool, New York (315) 451-5254	9	9	\$850,000	17	\$55,000-275,000	Central New York	X	X	NA	David E. & Heidi E. Francey	1978
<b>18.</b> CLJ Development Corp./ Davidson Homes Ltd. 518 North Central Avenue Minco, New York 13116 (315) 656-3451	8	8	\$1.1 M	10	\$100,000-200,000	Northern suburbs of Syracuse	X	X	L.M. Real Estate	Donald W. Miller	1959
<b>19.</b> Miller Homes 5357 West Tait Road North Syracuse, New York 13212 (315) 458-0745	8	8	\$900,000	10	\$80,000-170,000	Oneida County	X	X	Nine County Developers Inc.	Richard Cieplenski, Pres.	1987
<b>20.</b> Nine County Developers Inc. 46 Burrstone Road New York Mills, New York 13417 (315) 768-4418	8	7	\$1.5 M	10	\$170,000-240,000	Northern & Western suburbs	X	X	Gallinger Real Estate	Jim Ryder	1977
<b>21.</b> Vincent Builders Custom Homes 1117 Cold Spring Road, P.O. Box 581 Liverpool, New York 13090 (315) 453-4938	6	6	\$2 M	8-10	\$375,000+	Syracuse & Eastern suburbs	X	X	NA	William R. Kelly Valene N. Kelly	1968
<b>22.</b> W.S. Kelly & Son Builders, Inc. 5554 Gulf Road Chittenango, NY 13037 (315) 687-0070	3	4	\$1.5 M	8	\$200,000-800,000	DeWitt, Pompey, Jamesville	X	X	NA	Michael R. Goodfellow	1980
<b>23.</b> Michael Goodfellow Constr., Inc. 4583 North Street Jamesville, New York 13078 (315) 482-1993/(315) 469-2868	3	2	\$1.3 M	3-4	\$225,000-525,000	Manlius, Pompey, Orondaga Hill, Brittany Hills, Glen Oakes, Windsbury Hills	X	X	Gallinger Real Estate	William S. Walker, Pres.	1989
<b>24.</b> Walker Custom Homes, Inc. 6018 Wilbur Road East Syracuse, New York 13057 (315) 434-9061											

CNY-Syracuse, Auburn, Watertown, Canastota, Rome,  
Utica, Oswego, Watertown, Lowville, Potsdam, Ithaca,  
Cortland, Norwich, Elmira, Oswego, Binghamton.

\*Specialize in log and modular homes  
NA=Not Available. The results are from responses received from the field.  
PLEASE NOTE: It is not the intent of this list to imply that a firm's size or numerical rank indicates its quality of service.

Research by Lesley Dolia  
and Jessica Ha



# HOME BUILDERS

(Ranked by number of units built in 1992\*)

Rank	Name Address	Telephone	Total No. of Units Built in 1992	No. of Units Closed in 1992	1992 Gross Sales Owner- Occupied Units (\$000s)	No. of Single- Family Units Built	No. of Town- houses Built	No. of Multi- family/ Condos Built	Average Single- Family Unit Selling Price (\$000s)	No. of Employees	Percent of Work Sub- contracted	Building Styles Available				Geographic Area(s) of Concentration	Notable Area Projects/Developments	President	Year Founded
												Traditional	Contemporary	Custom	Colonial				
1.	Mark IV Construction Co. Inc. 301 Exchange Blvd. Rochester, N.Y. 14608	232-1780	160	151	\$16,000	61	99	20	\$195	40	30	X	X	X	X	Perinlet, Perinton, Greece, Chili, Wobeter, Pittsford, Henrietta, Rochester	Heritage Meadows, Canalside, Woodfield Estates, Hillsboro Cove, Riverview, Brookview, Evergreens, Cornhill	Anthony DiMarzo	1967
2.	Ryan Homes-Lancaster Division 1280 Scottsville Road Rochester, N.Y. 14624	328-7690	166	179	17,943	124	42	0	115	22	100	X	X	X	Monroe and Wayne counties	Thornapple Estates, Prides Crossing, Whalen Meadows, Gananda	Carl Smith, vice president	1948	
3.	Pride Mark Homes Inc. Suite 80 2024 W. Henrietta Road Rochester, N.Y. 14623	424-4444	48	40	10,000	48	0	0	250	12	100	X	X	X	Penfield, Chili	Royal Woods, Woodbury Estates, Glenbrook Estates, Cedar Grove	James Barbato	1972	
4.	Mascot Inc./MASI Enterprises Inc. Suite 201 1577 Ridge Road W. Rochester, N.Y. 14615	865-8990	47	7	1,524	7	0	40	180-350	10	80	X	X	X	Greece	Place One Subdivision, Mill Hollow, Cobblestone Court	Louis Masi	1956	
5.	Gerber Homes Inc. 1260 Ridge Road Ontario, N.Y. 14518	315-524-7890	45	47	4,600	45	0	0	110	9	85	X	X	X	Eastern Monroe County, Wayne and Ontario counties	Centennial Village, Briarwood, Countryside Commons, Whispering Pines, Centreview, Patriot Center	Norman Gerber	1980	
6.	Spall Homes Corp. 30 Grove St. Pittsford, N.Y. 14534	586-4521	40	37	13,875	40	0	0	375	13	100	X	X	X	Brighton, Pittsford, Perinton	Heatherstone, Beaumont Estates, Chatham Woods	Theodore Spall Jr.	1949	
7.	Blerworth & Blerworth Builders Inc. 2482 English Road Rochester, N.Y. 14616	227-0090	38	20	3,500	22	0	16	160	7	90	X	X	X	Greece	Mill Run, Hunters Crossing, Stony Creek Apartments	Scott Blerworth	1986	
8.	TRA-MAC Builders Inc. 35 Sirollis Road Rochester, N.Y. 14626	227-9090	35	30	NA	29	0	0	180	5	75	X	X	X	Greece	Cedar Run	Tom Thomas	1983	
9.	James Group Inc./Perna Homes Suite 300 849 Paul Road Rochester, N.Y. 14624	889-9712	32	28	4,300	32	0	0	140+	10	75+	X	X	X	Chili	Chestnut, Whispering Winds, Sunset Hill	James Valerio	1978	
10.	William Metrose Ltd. Builder/Developer 475 Perinton Hills Office Park Fairport, N.Y. 14450	425-3513	30	26	6,579	28	0	2	250	4	100	X			Perinton, Victor, Canandaigua	Vinecrest Estates, Pondwood, Breezewood, Shannon Glen, Grande Meadows	William Metrose	1988	
11.	Basin Development Inc. 91 Victor Heights Parkway Victor, N.Y. 14564	924-4120	30	20	2,800	30	0	0	145	8	90	X	X	X	Victor, Macedon, Perinton, Walworth	Thomas Creek Estates, Crystal Creek Estates, Macedon Meadows, Hillside View Estates	Primo DiFelice, Frank DiFelice	1963	



<b>12.</b>	Fallone Homes Inc. 2496 W. Ridge Road Rochester, N.Y. 14626	28	28	5,800	24	4	0	100	5	90	X	X	X	X	X	Greece, Chili and Perinton	North Creek, Black Creek	Ermanno Fallone
<b>13.</b>	Seeler Homes Inc. 1777 Penfield Road Penfield, N.Y. 14526	25	25	4,000	25	0	0	220	6	90	X	X	X	X	X	Penfield	Covenary Manor, Village Green, Village Green North, Village Green East, Village Green South, Brook Hill, Village Silver Woods, the Strand, Pine Brook Heights	William Seeler
<b>14.</b>	C. Viola Development Corp. Inc. 2950 Clover St. Pittsford, N.Y. 14534	21	12	2,000	6	0	15	180	4	89	X	X	X	X	X	Penfield, Webster	Silver Woods, the Strand, Pine Brook Heights	Cosma Viola
<b>15.</b>	Fran Hirsch Development Inc. 1829 Penfield Road Penfield, N.Y. 14526	19	19	4,973	19	0	0	262	7	100	X	X	X	X	X	Penfield	Shadow Creek, Sheffield Square, Pipers Meadow	Francis Hirsch
<b>16.</b>	Dyco Development Inc. 44 High St. Fairport, N.Y. 14450	17	15	2,409	17	0	0	161	3	90	X	X	X	X	X	Perinton, Henrietta, Penfield	East Pointe	Rosalie Dye
<b>17.</b>	Woodstone Custom Homes Inc. Suite 114 15 Fishers Road Pittsford, N.Y. 14534	15	18	7,000	15	0	0	390	7	95	X	X	X	X	X	Webster, Pittsford, Perinton, Victor	Ponyview, Lancashire Hills, Oak Brook, Hidden Oaks, Barony Woods, Autumn Ridge, Hedgeres Lakeside Villas	Jeffrey Smith, CEO; Douglas Smith, president
<b>19.</b>	Homestead Development Corp. P.O. Box 246 4582 Lake Road S. Brockport, N.Y. 14420	15	15	2,382	16	0	0	160	6	50	X	X	X	X	X	Western Monroe County	Highlands at Branvion Woods, Sweden Village, Northampton Meadows	Jack Hassall
<b>20.</b>	Giuliano Development Corp. 11 Old Country Road Rochester, N.Y. 14612	15	11	2,500	18	0	0	133	2	100	X	X	X	X	X	Greece	New England Village, Copperfield Ridge	Giuliano Petrella
<b>22.</b>	Caldwell & Cook Inc. 21 Pinebrook Drive Rochester, N.Y. 14616	14	12	2,300	14	0	0	175	9	100	X	X	X	X	X	Greece	Pinebrook, Pinebrook North, Pinebrook West, Shadowbrook	Michael Cook
<b>23.</b>	Country Estate Builders 1171 Titus Ave. Rochester, N.Y. 14617	14	12	3,110	14	0	0	220	4	95	X	X	X	X	X	Spencerport, Henrietta, Perinton, Victor	Woodciff Estates West, Country Classic Estates, Brookwood Meadows, Woods at Valley Park, Harvest Hills	Anthony Meleo
<b>24.</b>	Lake Breeze Estates Inc. 503 Adams Road Webster, N.Y. 14580	13	13	2,165	13	0	0	80 (Hamlin) 160-260 (Penfield)	3	90	X	X	X	X	X	Monroe County	Bridle Path, Pond View Park, Hamlin Lake Breeze Estates	Anthony Ceracchi
<b>25.</b>	Kelmar Development Corp. 37 South Main St. Pittsford, N.Y. 14534	13	12	NA	13	0	0	300	6	90	X	X	X	X	X	Monroe and Ontario counties	Sunrise Hill, Cobblestone Creek, the Ponds	Maie Kenton
<b>25.</b>	Ryan Homes Inc. 26 State St. Pittsford, N.Y. 14534	12	8	NA	0	12	0	NA	8	90	X	X	X	X	X	Pittsford, Canandaigua Lake	The Estate, Tobey Court, Tobey Brook, Tobey Woods, Tobey Estates	Charles Ryan II
<b>25.</b>	Wohlens Development Corp. 1221 Johnson Road Churchville, N.Y. 14428	11	11	NA	11	0	0	NA	NA	NA	X	X	X	X	X	Southeast Monroe County	Pine Horizon in Ogden	David Wohlens

\*In case of ties, builders are ranked by number of units sold in 1992.  
Notes: Information was provided by individual home builders in Monroe County that responded to a mail and telephone survey by Feb. 26. Home builders on the list constructed a minimum of 11 units in Monroe, Genesee, Livingston, Ontario, Orleans and Wayne counties in 1992.  
Other styles mentioned include transitional and capes.  
NA - Not available  
Researched by Laura M. Patrick, Helene Snihur and Judith Brinkerhoff



## Appendix IV

### DEALER DIRECTORY

Appendix IV is a list of Building Material Dealers in New York State. The appendix begins with a Dealer Cross Reference Alphabetical Listing by location for the entire Northeast. The larger establishments in New York State can be identified by those with multiple city listings. Following the Dealer Cross Reference Alphabetical Listing is the complete address, phone and contact for each New York State only location. Unfortunately, the dealer directory does not identify the buying location. This will have to be determined by calling any of city listings.



# DEALER CROSS REFERENCE

## A

A-Z Building Supplies Inc., Brooklyn, NY.....	148	Allerdice Building Supply, Saratoga Springs, NY.....	185
A-Z Lumber and Home Center, Jamaica, NY.....	165	Allers Lumber Co. Inc., Lindenhurst, NY.....	167
A.C. Lumber Co. Inc., Fall River, MA.....	100	Allibone Brothers, Stratford, NJ.....	138
A's Garden Center, Lanoka Harbor, NJ.....	130	Allied Building Products Corp., Burlington, NJ.....	123
A&B Lumber Co. Inc., Pembroke, NH.....	117	Allied Building Products Corp., Jersey City, NJ.....	129
A&K Building Supply Co., Franklinville, NY.....	160	Allied Building Products Corp.,	
Abbe Lumber Corp., Avenel, NJ.....	121	S. Bound Brook, NJ.....	138
Abbey Lumber Sales, Newburgh, NY.....	174	Allied Building Products Corp., Sea Bright, NJ.....	137
Abbott Lumber & Building Supply Co.,		Allied Building Products Corp., Wall Township, NJ..	141
Dorchester, MA.....	98	Allied Plywood Co. Inc., Bronx, NY.....	148
ABC Millwork Co. Inc., E. Orange, NJ.....	126	Alpha Lumber & Supply Co., Astoria, NY.....	144
ABG Corp., New Bedford, MA.....	104	Alpha Lumber & Supply Co. Inc., Alpha, NJ.....	121
AC Bristol Lumber & Supply Corp., Copake, NY.....	154	Amabile Brothers Co. Inc., E. Hanover, NJ.....	126
Academy Fence Supply Co. Inc., Brick, NJ.....	123	Amagansett Lumber Co., Amagansett, NY.....	143
Acoustical & Interior Supply, Mt. Vernon, NY.....	172	Amechi & Sons Fence Inc., Turnersville, NJ.....	140
Acra Building Supply, Cairo, NY.....	151	American Lumber & Hardware Co. Inc.,	
J&C Adams Co. Inc., Cambridge, MA.....	97	Southwick, MA.....	109
L.P. Adams Co. Inc., Dalton, MA.....	98	American Showcase Inc., Fall River, MA.....	100
Add Lumber Co., Dunkirk, NY.....	156	Amherst Wood Products, Getzville, NY.....	160
Adler Lumber Co. Inc., Middletown, NJ.....	131	Charles H. Anderson Inc., Jersey City, NJ.....	129
Admar Supply Co. Inc., Evans Mills, NY.....	158	Anderson & McQuaid Co. Inc., Cambridge, MA.....	97
Agway Inc., Plainfield, CT.....	78	Anderson Supply Corp., Waterbury, VT.....	206
Agway Inc., Caribou, ME.....	85	Andrews Building Supply, Topsham, ME.....	92
Agway Inc., Binghamton, NY.....	146	Annandale Enterprises Inc., Clinton, NJ.....	125
Agway Inc., Oneida, NY.....	177	Apex Lumber Mart Inc., Trenton, NJ.....	139
Agway Inc., Oneonta, NY.....	177	Arcade Lumber, Arcade, NY.....	144
Agway Inc., Syracuse, NY.....	189	Archer Building Center, Sidney, NY.....	186
Akron Road Building Supply Inc., Lockport, NY.....	168	Archer Building Centers Inc., Oneonta, NY.....	177
Albany Miron Lumber Corp., Albany, NY.....	143	Archer Building Centers Inc., Palatine Bridge, NY.....	178
Alexander Lumber Co., Vineland, NJ.....	140	Archer Building Centers Inc., Richmondville, NY.....	182
All Around Building Supplies Inc., Binghamton, NY.....	146	Archer Building Centers Inc., Roxbury, NY.....	184
All County Lumber & Supply Corp., Forest Hills, NY.....	159	Archer Lumber Inc., Albion, NY.....	143
All Seasons Building Material Corp.,		Arlington Coal & Lumber Co., Arlington, MA.....	95
Middle Village, NY.....	171	Arlyn Lumber Products Corp., Brooklyn, NY.....	148
Edgar H. Allen & Son Inc., Old Bridge, NJ.....	134	Arnold Lumber Co., W. Kingston, RI.....	199
J.C. Allen Lumber Co. Inc., Brooklyn, NY.....	148	Aroostook Building Supply, Mars Hill, ME.....	89
Allen & Bubenick Lumber & Supply Co.,		Arzee Supply Corp. of N.J., Mahwah, NJ.....	130
Piscataway, NJ.....	135	Ashland Lumber Co. Inc., Ashland, MA.....	95
Allen Lumber Co. Inc., Barre, VT.....	201	Ashland Lumber Co. Inc., Ashland, NH.....	113
Allen Lumber Co. Inc., Montpelier, VT.....	204	Ashley's Home Center, Ogdensburg, NY.....	177
Allen Lumber Co. Inc., St. Johnsbury, VT.....	205	Ashley's Home Center, Plattsburgh, NY.....	180
Allen Lumber Co. Inc., Waitsfield, VT.....	206	Atlas Building Material Corp., Brooklyn, NY.....	148
Allendale Lumber & Millwork Co., Allendale, NJ.....	121	Atlas Lumber Corp., Union City, NJ.....	140
		The Atlantic Group, Chatham, NJ.....	124
		Attica Lumber Co. Inc., Attica, NY.....	144



Attleboro Rehoboth Building Supplies, Rehoboth, MA.....	107
Avon Lumber Co., Avon, NY.....	144
Sam Axinn Lumber Co. Inc., Amityville, NY.....	143
Ayers & Seely, Andover, NJ .....	121

**B**

B & M Lumber Co. Inc., Edison, NJ .....	126
B&P Building Supply Center Inc., Interlaken, NY.....	164
Babylon Lumber Corp., Islip, NY.....	165
Charles Bahr & Son Inc., Verona, NJ .....	140
H.A. Bailey Lumber Co., Milo, ME.....	89
Baisley Lumber Corp., Lynbrook, NY.....	169
Baker-Miller Lumber Inc., Groton, NY.....	162
Bakersfield Hardware & Lumber Co., Bakersfield, VT .....	201
Balter Brothers Inc., Bronx, NY.....	148
Barcelona's Lumber Inc., Wallington, NJ .....	141
E.G. Barker Lumber Co. Inc., Woburn, MA.....	112
Barney & Carey Co., Brookline, MA.....	97
Baron-Union Lumber Co. Inc., Newark, NJ .....	133
Baron's Lumber & Hardware, Grand Isle, VT .....	202
Barrington Lumber Co., Barrington, RI .....	197
Bath Lumber Co. Inc., Brunswick, ME.....	84
Bay Ridge Lumber Co., Bayonne, NJ .....	121
Bayonne Lumber & Building Supply, Bayonne, NJ ...	121
Bayport Lumber Co. Inc., Bayport, NY.....	145
Bayshore Materials Inc., Keansburg, NJ .....	129
Bayside Lumber & Woodworking Co. Inc., Bayside, NY.....	145
Bayway Lumber & Home Center, Linden, NJ .....	130
Beach Building Supplies, Wolcott, CT.....	81
Beacon Lumber Co., New Bedford, MA.....	104
Beard Lumber Co., Old Saybrook, CT.....	78
Beauchemin Lumber, Woonsocket, RI .....	199
Charles Beauregard & Sons, Marlboro, NH .....	116
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Bellingham Lumber Co., Bellingham, MA.....	96
Bender's Building Materials Co., New Rochelle, NY .....	173
Benjamin Brothers Inc., Tenafly, NJ .....	139
Benkendorf Landscaping & Garden Center, Mine Hill, NJ .....	131
Bennett & Son, Earlville, NY.....	156

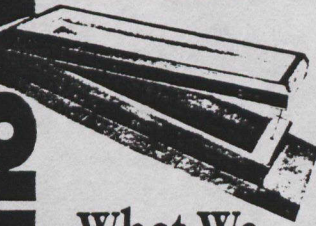
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Berthiaume's Neversink Lumber Co. Inc., Port Jervis, NY .....	180
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Bibens Home Center, N. Springfield, VT .....	204
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Bossen Architectural & Millwork Inc., Cinnaminson, NJ .....	124
Boston Post Lumber Co. Inc., Bronx, NY .....	148
E.W. Bostwick Inc., Elmer, NJ .....	126
Botello Lumber Co. Inc., Osterville, MA .....	106
Boulia-Gorrell Lumber Co. Inc., Laconia, NH .....	116
Boulter Plywood Corp., Somerville, MA .....	108
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Bracci Fence Inc., Brooklyn, NY.....	149
Bradco Supply Corp., Avenel, NJ .....	121
Bradco Supply Corp., Pleasantville, NJ .....	135
Bradco Supply Corp., Woodlynne, NJ .....	142
Braintree Lumber Co. Inc., Braintree, MA .....	96
Branch Brook Building Supply Corp., Newark, NJ....	133
Branch Lumber Inc., Central Islip, NY .....	152
Brandon Lumber & Millwork, Bandon, VT .....	201
Branford Building Supplies Inc., Branford, CT .....	73
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Brentwood Lumber & Supply Corp., Brentwood, NY .....	146
Brescia Lumber Building Materials Center, Montgomery, NY .....	172



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Broadway Building Materials, Bayside, NY .....	145
Broadway Building Supply Co. Inc., Albany, NY .....	143
Broadway Lumber, New York, NY .....	173
Brock's Plywood Sales Inc., Rochester, NH .....	118
Brockport Lumber Co. Inc., Brockport, NY .....	147
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Brookfield Sturbridge Lumber, Brookfield, MA .....	97
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Brown Fence Co. Inc., Belford, NJ .....	122
Brownell Lumber Co., Edinburg, NY .....	158
Browns Mills Supply Co., Browns Mills, NJ .....	123
Bruckner Lumber & Building Supply, Bronx, NY .....	148
Brunswick Coal & Lumber Co., Brunswick, ME .....	84
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Builders Supply Inc., Biddeford, ME .....	84
Builders Surplus, Warwick, RI .....	199
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Building Maintenance Supply Co., Union, NJ .....	140
Building Materials Inc., Fall River, MA .....	100
C.H. Burkdorf & Son Inc., St. Johnsville, NY .....	184
T. J. Burke Lumber Corp., Oswego, NY .....	178

# Roof Windows By Thermo-Vu

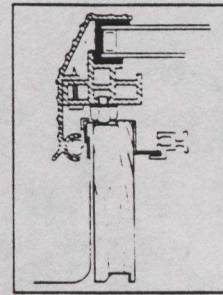
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Dealer Inquiries Welcome



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**BAYSIDE (Queens)**

**Bayside Lumber & Woodworking Co. Inc.**  
206-26 Northern Blvd., P.O. Box 158  
Bayside, NY 11361  
William F. Holze, Chairman of the Board, Treasurer  
(718) 229-1200  
Fax: (718) 229-1359

**Broadway Building Materials**  
214-27 Northern Blvd.  
Bayside, NY 11361  
Ray Celona  
(718) 423-3300  
Fax: (718) 225-0560  
Toll-Free: (800) 273-9161

**Woodtowne Imperial**  
216-03 Horace Harding Blvd.  
Bayside, NY 11364  
Al Drutman, President  
(718) 428-3203  
Fax: (718) 423-4673

**BEACON (Dutchess)**

**Hudson Valley Building Materials Inc.**  
123 Rombout Ave., P.O. Box 950  
Beacon, NY 12508  
Lynn M. Knapp, President  
(914) 838-1044  
Fax: (914) 831-6071

**BEDFORD HILLS (Westchester)**

**Lakes Building Materials**  
215 Railroad Ave.  
Bedford Hills, NY 10507  
E. Frodsham  
(914) 666-9503

**Grossman's Inc.**  
Doubleday Ave.  
Ballston Spa, NY 12020  
Manager  
(518) 885-1796

**BARKER (Niagara)**

**Somerset Lumber Co.**  
8701 Church St.  
Barker, NY 14012  
Paul Becker, General Manager  
(716) 795-3711  
Fax: (716) 795-9324

**BARNEVELD (Oneida)**

**YTS of Barneveld Inc.**  
d/b/a Turner Lumber Co.  
P.O. Box 208  
Barneveld, NY 13304  
Thomas H. Turner, Vice President  
(315) 896-2631  
Fax: (315) 896-2876

**BATAVIA (Genesee)**

**Genesee Lumber Co. Inc.**  
76 Franklin St., P.O. Box 111  
Batavia, NY 14021  
Robert M. Harrower, President  
(716) 343-0777

**BATH (Steuben)**

**L.D. Jones & Sons Inc.**  
Rt. 54  
Bath, NY 14810  
Leo Jones Jr.  
(607) 776-6912

**BELLEROSE (Nassau)**

**Bellerose Home Center**  
248-01 Jamaica Ave.  
Bellerose, NY 11426  
Raymond Henn, President  
(718) 347-3321

**BELLMORE (Nassau)**

**Macrose Bellmore Industries Co.**  
2750 Merrick Rd.  
Bellmore, NY 11710  
(516) 785-7877

**Pergament Bellmore Corp.**  
2667 Merrick Rd.  
Bellmore, NY 11710  
(516) 221-0010

**BEMUS POINT (Chautauqua)**

**Chautauqua Brick Co. Inc.**  
P.O. Box 310  
Bemus Pt., NY 14712  
Bill Briggs, President  
(716) 386-3825  
Fax: (716) 386-4208

**BETHPAGE (Nassau)**

**Carls Home Center Inc.**  
1 Stewart Ave.  
Bethpage, NY 11714  
Ed Kpupinski, President  
(516) 579-9535  
Fax: (516) 434-1242

**Family Lumber & Paneling**  
4100 Hemstead Tpke.  
Bethpage, NY 11714  
(516) 735-5100

**Longwell Lumber & Bldg. Co. Inc.**  
31-35 W. Steuben St., P.O. Box 592  
Bath, NY 14810  
Walter B. Longwell, Vice President  
(607) 776-2713

**Shirley's of Bath Inc.**  
Shirley's Servistar Lumber  
7285 Rt. 54, Bath-Hammondsport Rd.  
Bath, NY 14810  
David Shirley, Treasurer  
(607) 776-2051  
Fax: (607) 776-6802

**BAY SHORE (Suffolk)**

**Pergament Home Centers Inc.**  
2040 Sunrise Hwy.  
Bay Shore, NY 11706-6018  
(516) 665-0490

**Summers Lumber & Supply Corp.**  
70 N. Clinton Ave., P.O. Drawer A  
Bay Shore, NY 11706  
Bert Flamberg, President  
(516) 665-0300

**BAYPORT (Queens)**

**Bayport Lumber Co. Inc.**  
678 Montauk Hwy.  
Bayport, NY 11705  
Norman Dittmeier, Buyer  
(516) 472-1000

**BAYSHORE (Suffolk)**

**Samuel Feldman Lumber Co.**  
63 Third Ave.  
Bayshore, NY 11706  
(516) 665-3800

**General Building Products Corp.**  
140 Stewart Ave.  
Bethpage, NY 11714  
(516) 735-3100

**Pergament Westbury Corp.**  
3901 Hempstead Tpke.  
Bethpage, NY 11714  
(516) 796-6200

**BINGHAMTON (Broome)**

**Agway Inc.**  
145 Broad Ave.  
Binghamton, NY 13904  
Glen Wolfe  
(607) 724-0707

**All Around Building Supplies Inc.**  
21 Glenwood Ave., P.O. Box 115 WVS  
Binghamton, NY 13905  
Richard A. Miller, President  
(607) 729-6276  
Fax: (607) 729-3059

**Belknap Lumber Inc.**  
7 Belknap Ave., P.O. Box 217 WVS  
Binghamton, NY 13905  
Michael J. Hovancik, General Manager  
(607) 729-1583

**Empire Lumber Co.**  
14 Jarvis St.  
Binghamton, NY 13905  
Robert Greblick, President  
(607) 723-9413  
Fax: (607) 722-9177

**Foland Lumber & Building Material**  
550 Front St.  
Binghamton, NY 13905  
Mark Whitting, Treasurer  
(607) 722-8738

(continued)



## NEW YORK

### **BINGHAMTON (Broome)**

(continued)

**Grossman's Inc.**  
1250 Front St., Northgate Plaza  
Binghamton, NY 13905  
Manager  
(607) 772-0548

### **BLASDELL (Erie)**

**Blasdell Lumber & Building Supply Inc.**  
58 Martin Ave.  
Blasdell, NY 14219  
Donald Palmer, President  
(716) 825-4800

### **BLOOMINGDALE (Essex)**

**Woodruff Lumber Co.**  
Main St.  
Bloomingdale, NY 12913  
Joyce Woodruff  
(518) 891-2199

### **BOICEVILLE (Ulster)**

**Singer-Denman Lumber Co. Inc.**  
Rt. 28  
Boiceville, NY 12412  
Edward P. Scanlan, President  
(914) 657-2180  
Fax: (914) 657-8910  
Toll-Free: (800) 564-2899

### **BOONVILLE (Oneida)**

**H.R. Myers Lumber Co. Inc.**  
Rt. 12N, P.O. Box 147  
Boonville, NY 13309  
John H. Thoden Jr., President  
(315) 942-4321  
Fax: (315) 942-4324

### **BOSTON (Erie)**

**Rucker Lumber Inc.**  
9184 Boston State Rd.  
Boston, NY 14025  
Alfred J. Rettig, President  
(716) 941-5223

### **BRAINARDSVILLE (Franklin)**

**Perry's**  
P.O. Box 8, Rt. 374  
Brainardsville, NY 12915  
Joseph D. Perry, Partner  
(518) 425-3349  
Fax: (518) 425-6188  
Toll-Free: (800) 864-0134

### **BRENTWOOD (Suffolk)**

**Brentwood Lumber & Supply Corp.**  
9 Second Ave.  
Brentwood, NY 11717  
Peter Venier, Treasurer  
(516) 273-4561

### **BREWERTON (Onondaga)**

**Brewerton Building Supply Corp.**  
1 River Rd.  
Brewerton, NY 13029  
Stan Scott, President  
(315) 676-2300

### **BREWSTER (Putnam)**

**Dill's Best Building Centers**  
2 Allview Ave.  
Brewster, NY 10509  
Carolyn Bocchino, Buyer  
(914) 279-5003  
Fax: (914) 279-3540

### **Major Building Supplies Inc.**

RD 6  
Brewster, NY 10509  
Carl Dill  
(914) 279-3020

### **BRIDGEPORT (Madison)**

**Blanding Hardware & Building Supply**  
Rt. 31 E., P.O. Box 483  
Bridgeport, NY 13030  
Joan Blanding  
(315) 633-5731

### **BRIDGEWATER (Oneida)**

**Union Supply Co. Inc.**  
477 E. Union Ave.  
Bridgewater, NY 08807  
Irwin Korngold, President  
(908) 725-0770  
Fax: (908) 725-9584

### **BRIGHTON (Monroe)**

**Grossman's Inc.**  
2485 W. Henrietta Rd.  
Brighton, NY 14623  
(716) 272-1150

### **BROADALBIN (Fulton)**

**Tanner Lumber & Supply**  
Second Ave.  
Broadalbin, NY 12025  
Ed Tanner, Proprietor  
(518) 883-3012  
Fax: (518) 883-3012

### **BROCKPORT (Monroe)**

**Brockport Lumber Co. Inc.**  
5954 Brockport Spencerport Rd.  
Brockport, NY 14420  
Bruce T. Lischer, President  
(716) 637-3991

**Chase-Pitkin Home Center**  
Rt. 31 & Lake Rd.  
Brockport, NY 14420  
Building Material Manager  
(716) 637-9111

**W.E.B. Stull Lumber Inc.**  
150 Park Ave.  
Brockport, NY 14420  
Jim Stull  
(716) 637-4272

### **BRONX (Bronx)**

**Allied Plywood Co. Inc.**  
515 Truxton St.  
Bronx, NY 10474-6610  
Rob Koledaa  
(212) 991-8700

**Balter Brothers Inc.**  
3020 E. Tremont Ave.  
Bronx, NY 10461  
Howard Balter  
(212) 829-9050

**Boston Post Lumber Co. Inc.**  
2750 Boston Rd.  
Bronx, NY 10469  
Robert Brody  
(212) 547-7800

**Bronxdale Lumber & Supply Inc.**  
1718-22 White Plains Rd.  
Bronx, NY 10462  
Anthony Panzarro, Treasurer  
(212) 829-4866

**Bruckner Lumber & Building Supply**  
259 Bruckner Ave.  
Bronx, NY 10454  
Paul Holland  
(212) 585-7444

### **Elmax Brothers Supply**

1650 Webster Ave.  
Bronx, NY 10457  
(212) 588-0220

### **Fairbanks Lumber Co.**

Apex Co.  
4527 White Plains Rd.  
Bronx, NY 10470  
James Tiscione, Vice President  
(212) 324-8358

### **Fort Schuyler Lumber Co.**

4020 E. Tremont Ave.  
Bronx, NY 10465  
Michael Guido  
(212) 829-5378

### **Greenhill Lumber Co.**

580 E. 138th St.  
Bronx, NY 10466  
Joseph Sauer, Owner  
(212) 585-2882

### **Harrow Lumber**

75 W. Tremont Ave.  
Bronx, NY 10453  
(212) 299-9221

### **Industro Building Materials Co.**

1870 Webster Ave.  
Bronx, NY 10457  
Sid Vejdany  
(212) 294-8000

### **Lumber Headquarters Inc.**

2110 Park Ave.  
Bronx, NY 10451  
(212) 402-8181

### **Marino Lumber Co.**

4064 Boston Post Rd.  
Bronx, NY 10475  
Jimmy Marino  
(212) 324-0494

### **Rosenweig Lumber Corp.**

801 E. 135th St.  
Bronx, NY 10454  
George Goldstein, President  
(212) 585-8050  
Fax: (212) 292-8611  
Toll-Free: (800) 228-7674

### **Soundview Builders Supply Corp.**

259 Soundview Ave.  
Bronx, NY 10473  
Thomas Yubenio, Manager  
(212) 842-8800

### **Tiffany Lumber Co.**

2268 Webster Ave.  
Bronx, NY 10457  
(212) 367-6220  
Fax: (212) 364-3434

### **Tulnoy Lumber Inc.**

1620 Webster Ave.  
Bronx, NY 10457  
Aaron Safenowitz, Vice President  
(212) 583-5064

### **Wagner Lumber Co. Inc.**

1262 Westchester Ave.  
Bronx, NY 10459  
Ira Stein, President  
(212) 589-3456

### **Yankee Lumber & Supply Inc.**

978 Morris Park Ave.  
Bronx, NY 10462  
Howard Camac, Owner  
(212) 823-8562

### **BROOKLYN (Kings)**

**J.C. Allen Lumber Co. Inc.**  
1225-31 Atlantic Ave.  
Brooklyn, NY 11216  
William R. Allen, President  
(718) 638-2118

(continued)



**BROOKLYN (Kings)**  
*continued*

**Arlyn Lumber Products Corp.**  
715 E. 98th St.  
Brooklyn, NY 11236  
Stephen Tannenbaum, Owner  
(718) 498-8484

**Atlas Building Material Corp.**  
1656 Utica Ave.  
Brooklyn, NY 11234  
Frank Norce  
(718) 258-8200

**Bell Lumber & Supply Co. Inc.**  
1536 Fulton St.  
Brooklyn, NY 11202  
Max Natter, President  
(718) 756-4777

**M. Book & Son Inc.**  
253 Fourth Ave.  
Brooklyn, NY 11215  
Aaron Masterbaum, President  
(718) 857-7494

**Bracci Fence Inc.**  
Bracci Lumber  
1440 Utica Ave.  
Brooklyn, NY 11203  
Bob Panico, President  
(718) 284-7300  
Fax: (718) 284-4069

**Brooklyn Lumber Corp.**  
1106-60 St., P.O. Box 368  
Brooklyn, NY 11219  
Roger Esposito, Manager  
(718) 633-3100  
Fax: (718) 633-3177

**Burt Millwork Corp.**  
1010 Stanley Ave.  
Brooklyn, NY 11208  
Eli Gordon, President  
(718) 257-4601  
Fax: (718) 649-4398

**Certified Lumber**  
Boro Park Lumber  
470 Kent Ave.  
Brooklyn, NY 11211  
Sol Brever, Manager  
(718) 387-1233  
Fax: (718) 782-5378

**Consumers Lumber Co. Inc.**  
Lumber Headquarters Inc.  
4212 Church Ave.  
Brooklyn, NY 11203  
(718) 469-3400

**Court Sash & Door Co. Inc.**  
280 Sackett St.  
Brooklyn, NY 11231  
Thomas Gatto, Vice President  
(718) 875-1164

**John J. Doody & Son Inc.**  
Ave. Y & E. 17 St.  
Brooklyn, NY 11235  
John R. Doody, President  
(718) 648-6000

**E&E Building Supply & Home Center Inc.**  
5520 Ave. N  
Brooklyn, NY 11234  
Clark Eliot, President  
(718) 856-5656

**East Flatbush Lumber Corp.**  
2113 Utica Ave.  
Brooklyn, NY 11234  
Marvin Katz, President  
(718) 258-5007

**Samuel Feldman Lumber Co.**  
101 Varick Ave.  
Brooklyn, NY 11237  
Jack Rheinhold  
(718) 417-7777  
Fax: (718) 417-8699

**M. Fine Lumber Co. Inc.**  
175 Varick Ave.  
Brooklyn, NY 11237  
Louis Fine, President  
(718) 381-5200

**E. Flotteron & Sons Lumber**  
2604 Coney Island Ave.  
Brooklyn, NY 11223  
(718) 332-1700

**The Foremost Lumber Corp.**  
60 N. First St.  
Brooklyn, NY 11211  
James G. Lusby Jr., President  
(718) 388-7777  
Fax: (718) 599-2717

**Fox Lumber**  
2134 Coyle St.  
Brooklyn, NY 11229  
Paul Altschuler  
(718) 332-8000  
Fax: (718) 332-8130

**Gates Lumber Co.**  
866 Madison St.  
Brooklyn, NY 11221  
Marvin Polinsky, President  
(718) 455-0263

**General Building Products Corp.**  
Bridge Division  
503 Union Ave.  
Brooklyn, NY 11211  
Richard Schmaeling, Manager  
(718) 387-0143

**Globe Lumber Corp.**  
Lumber Headquarters Inc.  
2892 Nostrand Ave.  
Brooklyn, NY 11229  
(718) 253-5400

**H.B.S.A. Industries**  
386 3rd Ave.  
Brooklyn, NY 11215  
(718) 858-7300

**Harvey Lumber Co.**  
1106 Utica Ave.  
Brooklyn, NY 11203  
Andy D'Allesandro  
(718) 342-5200

**Liberty Panel Center Inc.**  
984 Liberty Ave.  
Brooklyn, NY 11208  
Irwin Kandel, Owner  
(718) 647-2763

**Lumber Headquarters Inc.**  
2102 Utica Ave.  
Brooklyn, NY 11234  
(718) 253-4300

**Mar Lumber Co. Inc.**  
1475 86th St.  
Brooklyn, NY 11228  
Enrico J. Gatto, President  
(718) 236-4667  
Fax: (718) 331-8473

**Maram**  
5809 Foster Ave.  
Brooklyn, NY 11234  
Steve Zakheim, President  
(718) 251-8888

**Marjam Supply Co. Inc.**  
20 Rewe St.  
Brooklyn, NY 11211  
Mark Buller  
(718) 388-6465

**McDonald Home Center**  
1270 McDonald Ave.  
Brooklyn, NY 11230  
(718) 338-5700

**Melvin Lumber**  
2360 Fulton St.  
Brooklyn, NY 11233  
Les Melvin, President  
(718) 385-2262

**Meyer Grimes & Weiner Inc.**  
160 Jewel St.  
Brooklyn, NY 11222  
Martin F. Weiner, Vice President  
(718) 389-5070

**Midwood Lumber & Millwork Inc.**  
1122 Coney Island Ave.  
Brooklyn, NY 11230  
Boris Motivich, President  
(718) 859-8100

**Millwork Specialties**  
189 Prospect Ave.  
Brooklyn, NY 11215  
Cosmo Cotroneo, Vice President  
(718) 768-7112; 7113; 8308  
Fax: (718) 965-3974

**Miron Lumber Co. Inc.**  
268 Johnson Ave.  
Brooklyn, NY 11206-9028  
Jonathan Miron, Vice President  
(718) 497-1111  
Fax: (718) 366-0357

**Mister Lumber Inc.**  
300 Greenpoint Ave.  
Brooklyn, NY 11222  
Bert Le Bett  
(718) 383-0670

**Modern Way Lumber**  
85 4th Ave.  
Brooklyn, NY 11217  
(718) 212-3982

**New York Lumber**  
600 Utica Ave.  
Brooklyn, NY 11203  
Leslie Spodek, Vice President  
(718) 774-8900  
Fax: (718) 604-0963

**Oriental Lumberland Inc.**  
1154 Flushing Ave.  
Brooklyn, NY 11237  
Rizal Chan, President  
(718) 386-8200

**Park Slope Lumber**  
210 Flatbush Ave.  
Brooklyn, NY 11217  
Stanley Lubow  
(718) 789-2800

**Pergament Ralph Ave. Corp.**  
2159 Ralph Ave.  
Brooklyn, NY 11234  
(718) 251-9351

**Pine Sash, Door & Lumber Co. Inc.**  
6202 14th Ave.  
Brooklyn, NY 11219  
Ernest Rosenblatt, Vice President  
(718) 236-6065  
Fax: (718) 331-2581

**Price King Building Supply Inc.**  
2324 McDonald Ave.  
Brooklyn, NY 11223  
Rami Waisman, President  
(718) 265-5000  
Fax: (718) 449-6057  
Toll-Free: (800) 273-5862  
Toll-Free: (800) 273-LUMBER

**R&R Lumber & Building Supply**  
37 Harrison Ave.  
Brooklyn, NY 11211  
Jack Rosenwasser  
(718) 963-3890  
Fax: (718) 384-4803

(continued)



## NEW YORK

### BROOKLYN (Kings) (continued)

**Rode & Horn Lumber Corp.**  
9 Lynch St.  
Brooklyn, NY 11211  
Henry W. Bloch  
(718) 855-1740

**Roman Building Supply Inc.**  
1301 60th St.  
Brooklyn, NY 11219  
Steve Zakheim, Owner  
(718) 851-2100

**S & E Building Materials Co. Inc.**  
744 McDonald Ave.  
Brooklyn, NY 11218  
Matthew Davie, Secretary  
(718) 436-4923  
Fax: (718) 853-0582

**S & L Lumber Co.**  
2356 Coney Island Ave.  
Brooklyn, NY 11223  
Leo Wisel  
(718) 645-1121

**Sids Home Center**  
111 Myrtle Ave.  
Brooklyn, NY 11201  
(718) 596-1300

**Strober Brothers Organization**  
550 Hamilton Ave.  
Brooklyn, NY 11232  
Gary F. Kulick, Vice President  
(718) 875-9700

**The Strober Organization**  
550 Hamilton Ave.  
Brooklyn, NY 11232  
(718) 875-9700

**Universal Lumber Co. Inc.**  
Lumber Headquarters Inc.  
1350 60th St.  
Brooklyn, NY 11219  
(718) 853-1000

**Window Headquarters Inc.**  
4410 2nd Ave.  
Brooklyn, NY 11232  
Michael Verstandig  
(718) 965-9200  
Fax: (718) 965-0215

### BUFFALO (Erie)

**Forest Materials Inc.**  
1665 Harlem Rd.  
Buffalo, NY 14206  
Bruce M. Hoffman  
(716) 895-3900

**Forks Lumber Co.**  
2260 Clinton St.  
Buffalo, NY 14206  
Walter Janiak, Owner  
(716) 824-4411

**Frontier Lumber Co. Inc.**  
1941 Elmwood Ave.  
Buffalo, NY 14207  
Edward J. McDermid Sr., President  
(716) 873-8500  
Fax: (716) 873-8509

**Kenmore Lumber Co. Inc.**  
2230 Elmwood Ave.  
Buffalo, NY 14216  
Donald H. McPhail, General Manager  
(716) 875-9205

**Len-Co Lumber Corp.**  
1409 Seneca St.  
Buffalo, NY 14210  
James P. Coppola, President  
(716) 822-0243

**McCasky Lumber Co. Inc.**  
2650 Seneca St.  
Buffalo, NY 14224  
Ed Jolls, President  
(716) 822-2080

**Mroz Lumber Co.**  
35-55 Lathrop St.  
Buffalo, NY 14212  
Edward F. Mroz Sr.  
(716) 893-8248

**Neville Lumber Co.**  
73 LaSalle Ave.  
Buffalo, NY 14214  
Sue Tully, Manager

**Valu Home Centers**  
P.O. Box 1410  
Buffalo, NY 14240-1410  
James Arena  
(716) 875-7737

**Wicker Lumber Co. Inc.**  
893 Eagle St.  
Buffalo, NY 14210-1291  
Richard Sennott, President  
(716) 854-8733

**Joseph Zoladz Lumber Co.**  
1400 Bailey Ave.  
Buffalo, NY 14206  
Joseph F. Zoladz, Partner  
(716) 892-5159

### CAIRO (Greene)

**Acra Building Supply**  
Main St., P.O. Box 537  
Cairo, NY 12413-0537  
Bruno Budz  
(518) 622-9649

**Loughman's Building Supply Co.**  
Rt. 145  
Cairo, NY 12413  
John Loughman  
(518) 622-3210

### CALEDONIA (Livington)

**Caledonia Lumber & Coal Co. Inc.**  
3153 Lehigh St., P.O. Box 121  
Caledonia, NY 14423-0121  
Thomas J. Ball, Manager  
(716) 538-4412  
Fax: (716) 538-4011

### CALVERTON (Suffolk)

**Old Mill Building Supply Inc.**  
P.O. Box 287  
Calverton, NY 11933  
Robert Stevens, Vice President  
(516) 727-2255

### CAMDEN (Oneida)

**K&S Lumber Co. Inc.**  
McConnellsville Rd., P.O. Box 119  
Camden, NY 13316  
Linda A. Moore, Vice President  
(315) 245-0255  
Fax: (315) 245-3150

### CAMILLUS (Onondaga)

**Fred Estlinbaum & Co. Inc.**  
5998 W. Genesee St.  
Camillus, NY 13031  
Peter Estlinbaum, President  
(315) 487-8134

**Grossman's Inc.**  
5290 Milton Ave.  
Camillus, NY 13031  
Manager  
(315) 487-0930

### CANAAN (Columbia)

**Canaan Lumber & Building Supply**  
County Rt 5, P.O. Box 17  
Canaan, NY 12029  
Robert Schmidt, President  
(518) 781-4551

### CANANDAIGUA (Ontario)

**Chase-Pitkin Home Center**  
300 Eastern Blvd.  
Canandaigua, NY 14424  
Building Materials Manager  
(716) 394-9030

**Grossman's Inc.**  
10 Booth St.  
Canandaigua, NY 14424  
Manager  
(716) 394-4353

**Wickes Lumber Co.**  
Rt. 332  
Canandaigua, NY 14424  
Manager  
(716) 394-5171

### CANDOR (Tioga)

**Candor Home Center**  
7 Rich St.  
Candor, NY 13743  
Don Gowan, Owner  
(607) 659-4205

### CANISTEO (Steuben)

**Feenaughty & Allen Inc.**  
5 Sixth St.  
Canisteo, NY 14823  
Leon White  
(607) 698-4205

### CANTON (St. Lawrence)

**Triple A Lumber Inc.**  
15 Gouverneur St.  
Canton, NY 13617  
Randy Shatraw, Manager  
(315) 386-4531  
Fax: (315) 379-0418

### CAPE VINCENT (Jefferson)

**Cape Vincent Lumber & Supply Co.**  
Lee St., P.O. Box 567  
Cape Vincent, NY 13618  
David L. Wiley, President  
(315) 654-3151

### CARMEL (Putnam)

**Dill's Best Building Centers**  
Rt. 52  
Carmel, NY 10512  
Robert Touhey  
(914) 225-3613  
Fax: (914) 228-4745

**Putnam Concrete Inc.**  
Rt. 52, P.O. Box 368  
Carmel, NY 10512  
Charles Severino, Secretary  
(207) 225-3214  
Fax: (914) 225-0823

### CARTHAGE (Jefferson)

**Farney Lumber Co.**  
Deer River Rd., P.O. Box 189  
Carthage, NY 13619  
Gladys Farney  
(315) 493-3500



**CASSADAGA (Chautauqua)**

**Fredrickson Builders Supply Inc.**  
320 Maple Ave.  
Cassadaga, NY 14718  
Peter Winterstein, Vice President  
(716) 595-3100  
Toll-Free: (800) 327-3727

**CASTILE (Wyoming)**

**Elitsac Inc.**  
103 S. Main St., Box 516  
Castile, NY 14427  
Douglas F. Bliss, President  
(716) 493-2628  
Fax: (716) 493-2620  
Toll-Free: (800) 836-0551

**CATSKILL (Greene)**

**Dunn Builders Supply**  
62 Water St.  
Catskill, NY 12414  
John Maiuri, General Manager  
(518) 943-3800  
Fax: (518) 943-6610

**CAZENOVIA (Madison)**

**Cazenovia Lumber & Oil Co. Inc.**  
William St., P.O. Box 422  
Cazenovia, NY 13035  
Charles Grime, President  
(315) 655-3417  
Fax: (315) 655-8800

**CENTEREACH (Suffolk)**

**Clinton Finger Lumber Co.**  
d/b/a Centereach Lumber  
2559 Middle Country Rd.  
Centereach, NY 11720  
Paul Finger, Manager  
(516) 585-8624

**Pergament Centereach Corp.**  
2112 Middle Country Rd.  
Centereach, NY 11720  
(516) 588-2228

**CENTRAL ISLIP (Suffolk)**

**Branch Lumber Inc.**  
17 W. Suffolk Ave.  
Central Islip, NY 11722  
Arthur Turner, Vice President  
(516) 234-4400  
Fax: (516) 234-8100

**Pergament Central Islip Corp.**  
126 Wheeler Rd. & Motor Pkwy.  
Central Islip, NY 11722  
(516) 234-0505

**CENTRAL SQUARE (Oswego)**

**Bob Smith's Building Supply Inc.**  
P.O. Box 511  
Central Square, NY 13036  
Robert Smith Sr., Owner  
(315) 676-3839

**CHAFFEE (Erie)**

**John Sixt & Son Inc.**  
E. Schutt Rd.  
Chaffee, NY 14030  
John O. Sixt, President  
(716) 492-8964

**CHAZY (Clinton)**

**Chazy Hardware Building Supply  
Center Inc.**  
Main St., Rt. 9  
Chazy, NY 12921  
Bruce LaDue, Vice President  
(518) 846-7237  
Fax: (518) 297-2848

**E.C. McWhinnie & Son Inc.**  
Fisk Rd.  
Chazy, NY 12921  
Melvin E. McWhinnie, President  
(518) 846-7361

**CHERRY CREEK (Chautaugua)**

**Frost Builders Supplies Inc.**  
Depot St.  
Cherry Creek, NY 14723  
Patricia Frost, Secretary  
(716) 296-5695  
Fax: (716) 296-5697  
Toll-Free: (800) 924-4169

**CHESTER (Orange)**

**Chester Lumber Inc.**  
Rt. 17M  
Chester, NY 10918  
George Ketchum  
(914) 469-2125

**CHESTERTOWN (Warren)**

**Stephenson Lumber Co. Inc.**  
Rt. 9, P.O. Box 425  
Chestertown, NY 12817  
Ralph Bartlett  
(518) 494-2471



## NEW YORK

### CHITTENANGO (Madison)

Chittenango Lumber Co. Inc.  
711 E. Genesee St.  
Chittenango, NY 13037  
Jeffrey S. Hunt, Vice President  
(315) 687-6221

### CICERO (Onondaga)

Cicero Lumber Co. Inc.  
8226 Brewerton Rd., P.O. Box C  
Cicero, NY 13039  
Donald Banks, President  
(315) 699-2724

### CINCINNATUS (Cortland)

True Value Home Center  
Railroad St., Rt. 26, P.O. Box 250  
Cincinnati, NY 13040  
William Cobb, President  
(607) 863-4175

### CLARENCE (Erie)

Fagen's Building Center  
4695 Shisler Rd.  
Clarence, NY 14221  
Carl S. Wolf, Manager  
(716) 759-8366  
Fax: (716) 759-6586

Felber's Builder's Supply & Lumber  
5555 Transit Rd.  
Clarence, NY 14221  
Donald R. Felber, President  
(716) 688-5517  
Fax: (716) 688-1897

### CLARENCE CENTER (Erie)

Mosher Lumber Inc.  
6035 Railroad St., P.O. Box 247  
Clarence Ctr., NY 14032  
David W. Mosher, President  
(716) 741-2852  
Fax: (716) 741-4633

### CLAY (Onondaga)

Eighty Four Lumber Co.  
8011 Brewerton Rd., Rt. 11  
Clay, NY 13041  
Kermit Fitzwater  
(315) 699-9234

### CLAYTON (Jefferson)

Wingerath Brothers Inc.  
Union St.  
Clayton, NY 13624  
Charles Wingerath  
(315) 686-3691

### CLIFTON PARK (Saratoga)

Agway Inc.  
P.O. Box 443  
Clifton Park, NY 12065-0443  
Mark Battin  
(607) 334-9987

Woodbury Lumber  
12 Fire Rd.  
Clifton Park, NY 12065  
Norman Martin  
(518) 371-0365

### CLYDE (Wayne)

Clyde Lumber Inc.  
66 Columbia St.  
Clyde, NY 14433  
Bruce Plassche  
(315) 923-7398

### COBLESKILL (Schoharie)

Archer Building Centers Inc.  
W. Main St., P.O. Box 278  
Cobleskill, NY 12043  
Gini Butler  
(518) 234-3000

Bush Lumber Co. Inc.  
East Main St.  
Cobleskill, NY 12043  
(518) 234-7211

### COHOCTON (Steuben)

A. H. Wilcox & Son Inc.  
55 Maple Ave., P.O. Box 417  
Cohocton, NY 14826-0417  
Robert A. Wilcox, Treasurer  
(716) 384-5580

### COHOES (Albany)

Cohoes Lumber & Building  
Materials Inc.  
115 Saratoga St.  
Cohoes, NY 12047-3118  
Frank Blair, President  
(518) 237-4515  
Fax: (518) 237-3405

### COLONIE (Albany)

Builder's Square  
1814 Central Ave.  
Colonie, NY 12205  
Roger Weleski, Manager  
(518) 452-7081

### COLTON (St. Lawrence)

Colton Building Supply Inc.  
Rt. 56, P.O. Box 67  
Colton, NY 13625  
Vern Rouselle  
(315) 262-2820

### COMMACK (Suffolk)

Pergament Commack Corp.  
50 Veterans Hwy.  
Commack, NY 11725  
(516) 499-9349

### CONGERS (Rockland)

Beckerle Lumber Supply Co. Inc.  
120 Lake Rd.  
Congers, NY 10920  
(914) 268-9248

Strober King Building Supply Center  
76 Rt 9W  
Congers, NY 10920  
John Yanuklis, President  
(914) 268-9245

### COOPERSTOWN (Otsego)

Bruce Hall Corp.  
206 Main St., Box 707  
Cooperstown, NY 13326  
Greg Hall, President  
(607) 547-9961  
Fax: (607) 547-5200

### COPAKE (Columbia)

AC Bristol Lumber & Supply Corp.  
Old Rt. 22, P.O. Box 5  
Copake, NY 12516  
Lawrence Brown  
(518) 329-2323

AC Bristol Lumber & Supply Corp.  
Old Rt 22, P.O. Box 5  
Copake, NY 12516  
Lawrence A. Brown  
(518) 329-2323

### CORFU (Genesee)

Jay E. Potter Lumber Co. Inc.  
2-4 Maple Ave., P.O. Box 130  
Corfu, NY 14036  
William R. (Bob) Dix, President/Owner  
(716) 599-4605  
Fax: (716) 599-4055

### CORINTH (Saratoga)

Arthur White & Sons Inc.  
2 Hamilton Ave., P.O. Box 120  
Corinth, NY 12822  
David White, President  
(518) 654-2331  
Fax: (518) 654-2736

### CORNING (Steuben)

The Corning Building Co. Inc.  
CBC Plaza, Park Ave.  
Corning, NY 14830  
Jim Smith Sr., President  
(607) 936-9921  
Fax: (607) 936-4299  
Wats: (NY) (800) 642-5202

Hostrander & Son  
417 Park Ave.  
Corning, NY 14830  
John Hostrander  
(607) 936-4692

Riverside Builders Supplies Inc.  
361 W. Pulteney St.  
Corning, NY 14830  
Gary Brooks  
(607) 937-5327

### CORNWALL (Orange)

Ushman Brothers Inc.  
265 Main St.  
Cornwall, NY 12518  
Robert P. Ushman, President  
(914) 534-7500

### CORONA (Queens)

Junction Lumber Corp.  
9601 43rd Ave.  
Corona, NY 11368  
Martin Greenstein, President  
(718) 424-2446

M & A Lumber Co. Inc.  
49-20 108th St.  
Corona, NY 11368  
Miguel Perez, President  
(718) 592-7020

### CORTLAND (Cortland)

Grossman's Inc.  
203 Homer Rd.  
Cortland, NY 13045  
Manager  
(607) 756-6595

J.T.S. Lumber Inc.  
185 Main St.  
Cortland, NY 13045  
Helga De Munn, Vice President  
(607) 756-2874  
Fax: (607) 756-4751

True Value Home Center  
4030 West Rd., Rt. 281  
Cortland, NY 13045  
Carl W. Goodrich, President  
(607) 756-5647

### CRANBERRY LAKE (St. Lawrence)

Cranberry Lake Builders Supply  
Main St., Rt. 3  
Cranberry Lake, NY 12927  
Robert S. Hayes, Owner  
(315) 848-2194

### CROGHAN (Lewis)

Croghan Island Mill Lumber Co. Inc.  
Bridge St., P.O. Box 350  
Croghan, NY 13327  
James Martin, President  
(315) 346-1115



**CROTON FALLS (Westchester)**

Lakeland Lumber of Croton Falls  
Rt. 22  
Croton Falls, NY 10519  
William Swan, Manager  
(914) 277-3603  
Fax: (914) 277-3469

**CUBA (Allegany)**

Zim's Lumber & Stoves Ltd.  
65 Genesee St.  
Cuba, NY 14727  
John Zimmerman, President  
(716) 968-2781

**DANSVILLE (Livingston)**

Ebort's Energy Center  
5 Ossian St.  
Dansville, NY 14437  
Lawrence Ebort  
(716) 335-8882

**DEER PARK (Suffolk)**

Boro Lumber Co.  
830 Long Island Ave.  
Deer Park, NY 11378  
Robert Cohen, Manager  
(516) 242-2600

Calson's Lumber  
856 Long Island Ave.  
Deer Park, NY 11729  
Peter Caliendo  
(516) 667-9010

Deer Park Lumber  
725 Acorn St.  
Deer Park, NY 11729  
Robert Applebaum  
(516) 667-8877

**DELHI (Delaware)**

Webb & Sons Inc.  
RD 2, P.O. Box 161A  
Delhi, NY 13753  
John Howard, Manager  
(607) 746-2386

**DELMAR (Albany)**

Curtis Lumber Co. Inc.  
11 Grove St.  
Delmar, NY 12054  
Matt Meade  
(518) 439-9968

**DEPEW (Erie)**

Dickinson Lumber Ltd.  
390 Gould Ave., P.O. Box 288  
Depew, NY 14043  
B. Howard Metzloff, President  
(716) 684-2826  
Fax: (716) 684-4605

Grossman's Inc.  
2938 Walden Ave.  
DePew, NY 14043  
Manager  
(716) 684-4260

Scranton's Thruway Builders  
Supplies Corp.  
3360 Walden Ave.  
DePew, NY 14043  
Peter Militello, Purchasing Director  
(716) 684-5600  
Fax: (716) 684-1915

**DERUYTER (Madison)**

True Value Home Center  
Utica St., Rt. 13  
DeRuyter, NY 13052  
Mrs. Walter Goodrich, President  
(315) 852-3313

**DEWITT (Onondaga)**

Grossman's Inc.  
3133 Erie Blvd. E.  
DeWitt, NY 13214  
Manager  
(315) 446-8393

**DOLGEVILLE (Herkimer)**

George Lumber & Bldg. Materials  
40 McKinley Ave.  
Dolgeville, NY 13329  
Thomas R. George, Owner  
(315) 429-9962

Little Falls Lumber Co. Inc.  
163 S. Main St.  
Dolgeville, NY 13329  
Leo Duran, President  
(315) 429-9164

**DOWNSVILLE (Delaware)**

Wood-N-Wares  
Main St., Box W  
Downsville, NY 13755  
Gary D. Hood, Owner  
(607) 363-7712

**DUNDEE (Yates)**

Dundee Lumber Inc.  
71 Bigelow Ave.  
Dundee, NY 14837  
Richard G. Bunn, President  
(607) 243-8221

**DUNKIRK (Chautauqua)**

Add Lumber Co.  
148 Willow Rd.  
Dunkirk, NY 14048  
Andrew Dziduch, President  
(716) 366-1622  
Fax: (716) 366-1582

Regal Lumber Co. Inc.  
4867 W. Lake Rd.  
Dunkirk, NY 14048-4867  
Joel T. Rizzo, Manager  
(716) 366-8221

**EARLVILLE (Madison)**

Bennett & Son  
Rt. 1, P.O. Box 8  
Earlville, NY 13332  
Monte Bennett, Owner  
(315) 691-3161

**EAST AMHERST (Erie)**

Clarence Building Supply  
8898 Transit Rd.  
E. Amherst, NY 14051  
Rick Tesmer  
(716) 689-8440

Eighty Four Lumber Co.  
11350 Transit Rd.  
E. Amherst, NY 14051  
Robin Schott, Manager  
(716) 688-2284

Jurek Lumber Corp.  
9170 Transit Rd.  
E. Amherst, NY 14051  
James Jurek  
(716) 689-8833

**EAST AURORA (Erie)**

Tenney Lumber Co. Inc.  
112 Elm St.  
E. Aurora, NY 14052  
David V. Newman, President  
(716) 652-4200  
Fax: (716) 652-2172

**EAST CHATHAM (Columbia)**

New Britian Log-N-Lumber  
Country Rt 9  
E. Chatham, NY 12060  
Cathy Wadsworth  
(518) 794-8053

**EAST GREENBUSH (Rensselaer)**

Curtis Cash & Carry Inc.  
P.O. Box 337  
E. Greenbush, NY 12061  
Steve Hemendinger, Manager  
(518) 477-7503

**EAST HAMPTON (Suffolk)**

East Hampton Lumber Co.  
21 Railroad Ave.  
E. Hampton, NY 11937  
(516) 324-4500

Riverhead Building Supply Corp.  
3 Railroad Ave.  
E. Hampton, NY 11937  
Russell Goodale, Vice President  
(516) 324-0300  
Fax: (516) 324-0408

**EAST ISLIP (Suffolk)**

East Islip Lumber Co. Inc.  
Wall St. & Third Ave.  
E. Islip, NY 11730  
Alfred Romito, President  
(516) 581-1869  
Fax: (516) 581-0392

**EAST MEADOW (Nassau)**

Pergament East Meadow Corp.  
2295 Hempstead Tpke.  
E. Meadow, NY 11554  
(516) 796-5410

**EAST MORICHES (Suffolk)**

Chapman Lumber  
Pine St., P.O. Box 578  
E. Moriches, NY 11940  
(516) 878-0018

**EAST NORTHPORT (Suffolk)**

General Building Products Corp.  
3124 E. Jericho Tpke.  
E. Northport, NY 11731  
Robert O. Mayer, Treasurer  
(516) 543-7300

Larkfield Lumber & Supply Corp.  
575 Larkfield Rd.  
E. Northport, NY 11731  
John A. Fornuto, President  
(516) 368-3333  
Fax: (516) 368-3378

**EAST ROCHESTER (Monroe)**

Chase-Pitkin Service Center  
Fairport & Marsh Rds.  
E. Rochester, NY 14445  
Building Materials Manager  
(716) 381-1370

(continued)



## NEW YORK

### **EAST ROCHESTER (Monroe)**

(continued)

**Rochester Lumber Co.**  
103 N. Washington St.  
E. Rochester, NY 14445  
Gerald A. Stahl, President  
(716) 586-0909  
Fax: (716) 586-0086

### **EAST SETAUCKET (Suffolk)**

**Grossman's Inc.**  
4016 Nesconset Hwy.  
E. Setauket, NY 11733  
Manager  
(516) 928-8400

### **EAST SYRACUSE (Onondaga)**

**Central New York Building Products Inc.**  
d/b/a Peachtree Planning Center,  
d/b/a Orchard Home Products  
6060 Butternut Dr., P.O. BOX 149  
E. Syracuse, NY 13057  
John C. (Jack) Extale, President &  
Treasurer  
(315) 437-1379  
Fax: (315) 437-1553

**Doow Lumber Co.**  
5912 N. Burdick St.  
E. Syracuse, NY 13057  
Earl L. Oot, President  
(315) 656-7251

**Onondaga Window & Door Co. Inc.**  
5990 Drott Rd.  
E. Syracuse, NY 13057  
Sarah Eddy, Treasurer  
(315) 432-1526

**Willey Lumber Co. Inc.**  
300 E. Manlius St.  
E. Syracuse, NY 13057  
Carlton Willey, President  
(315) 437-3344  
Fax: (315) 437-2740

### **EAST WILLIAMSON (Wayne)**

**Plassche Lumber Company Inc.**  
6540 Townline Rd.  
E. Williamson, NY 14449  
W. Plassche Sr.  
(315) 589-4731

### **EDINBURG (Saratoga)**

**Brownell Lumber Co.**  
RD 1, Box 239 B-1  
Edinburg, NY 12134  
Bradley Brownell, Owner  
(518) 863-4337; (518) 863-4624

### **ELBRIDGE (Onondaga)**

**T & K Lumber Co.**  
Rt. 5 W., P.O. Box 1280  
Elbridge, NY 13060  
Tom Komoroski  
(315) 689-3005

### **ELLENVILLE (Ulster)**

**Wm. H. Deyo & Co. Inc.**  
216 Canal St., P.O. Box 591  
Ellenville, NY 12428  
Harold C. Barnard, President  
(914) 647-4510

**Ellenville Lumber Co. Inc.**  
211 Canal St., Box 267  
Ellenville, NY 12428  
Irwin Rosenthal, President  
(914) 647-7700  
Fax: (914) 647-7701

**Slutsky Lumber Co. Inc.**  
1 Pine St., P.O. Box 166  
Ellenville, NY 12428  
George Slutsky, President  
(914) 647-4141

### **ELMIRA (Chemung)**

**Linn S. Chapel Co. Inc.**  
1041 Caton Ave., P.O. Box 4010  
Elmira, NY 14904  
John H. Beecher, President  
(607) 734-5221

**Robinson Building Materials Inc.**  
Robinson Lumber  
103 E. Woodlawn Ave., P.O. Box 231  
Elmira, NY 14902  
Joel Robinson Jr., President  
(607) 733-6616

**Robinson Lumber**  
1806 W. Water St.  
Elmira, NY 14905  
Kelley Schilling, Manager  
(607) 724-7470

### **ELMSFORD (Westchester)**

**Elmsford-Interstate Building Material Corp.**  
5 Nepperhan Ave.  
Elmsford, NY 10523  
Thomas Glauber, President  
(914) 592-7200  
Fax: (914) 592-7749



**ENDICOTT (Broome)**

Whittemore Lumber Co. Inc.  
N. Loader Ave.  
Endicott, NY 13760  
Virgil G. Whittemore  
(607) 785-3381

Wickes Lumber Co.  
RD 1, Box 264A  
Endicott, NY 13760  
Manager  
(607) 754-0825

**ENDWELL (Broome)**

Endicott Lumber & Box Co.  
3010 Wayne St., P.O. Box 8539  
Endwell, NY 13760  
William C. Brunner, President  
(607) 748-8227  
Fax: (607) 748-3958

**EVANS MILLS (Jefferson)**

Lanphear Lumber Inc.  
Depot St., P.O. Box 10  
Evans Mills, NY 13637  
Homer Ross Lanphear  
(315) 629-4451

**FAIRPORT (Monroe)**

Conking & Calabrese Co. Inc.  
80 N. Main St.  
Fairport, NY 14450  
Larry DeRue, Vice President  
(716) 388-1111  
Fax: (716) 377-5353

**FALCONER (Chautauqua)**

Regal Lumber Co. Inc.  
171 South Work St.  
Falconer, NY 14733  
George W. (Bud) Black, President  
(716) 665-3115  
Fax: (716) 665-2287

**FAR ROCKAWAY (Queens)**

Metro Building Supply Corp.  
624 Beach 20 St.  
Far Rockaway, NY 11691  
Joel Karol  
(718) 327-2900

**FARMINGDALE (Nassau)**

American Millwork Corp.  
855 Conklin St., Windworld  
Farmingdale, NY 11735  
Stuart Dorfman  
(516) 623-1553

Kenien Lumber & Trim Co. Inc.  
33 Hempstead Tpke.  
Farmingdale, NY 11735  
George K. Kenien  
(516) 249-5900

Strober Long Island Building  
Material Center  
1644 Rt 110  
Farmingdale, NY 11735  
Richard Young, Manager  
(516) 249-2400

**FARMINGTON (Ontario)**

Rochester Lumber Co.  
Trim & Truss Division  
6080 Collett Rd.  
Farmington, NY 14425  
Cornelius J. Schmitt, Vice President  
(716) 924-7171  
Fax: (716) 924-7173

**FAYETTEVILLE (Onondaga)**

B.H. Tracy & Sons  
500 E. Genesee St.  
Fayetteville, NY 13066  
H. Edward Tracy, President  
(315) 637-3174

**FINEVIEW (Jefferson)**

Wellesley Island Building Supply  
Old Bridge Rd., P.O. Box 241  
Fineview, NY 13640  
John Durand, President  
(315) 482-4338  
Fax: (315) 482-2401

**FISHKILL (Dutchess)**

Dill's Best Building Centers  
Rt. 52, Dutchess Park Shopping Center  
Fishkill, NY 12524  
Donald Kellam  
(914) 897-3455

Fishkill Miron Lumber  
Elm St., P.O. Box 514  
Fishkill, NY 12524  
Douglas Woolley, Manager  
(914) 896-6217  
Fax: (914) 896-6235

Pergament Fishkill Corp.  
Duch Mall Shopping Ctr.  
Fishkill, NY 12524  
(914) 896-7848

**FLEISCHMANN'S (Delaware)**

Wadler Brothers Inc.  
1 Depot St.  
Fleischmanns, NY 12430  
Steven Wadler, Assistant Manager  
(914) 254-5500  
Fax: (914) 254-5020

**FLORAL PARK (Nassau)**

Lumber Headquarters Inc.  
66 S. Tyson Ave.  
Floral Park, NY 11001  
Richard Hoberman, Vice President  
(718) 347-3366

**FLORIDA (Orange)**

Roe Brothers Inc.  
65 Maple Ave.  
Florida, NY 10921  
Arnold Bieling, President  
(914) 651-4025  
Fax: (914) 651-4974

**FLUSHING (Queens)**

Dragone Brothers Inc./Ace Hardware  
28-44 College Pt. Blvd.  
Flushing, NY 11354  
Jack Dragone, Vice President/Sales  
(718) 961-5255  
Fax: (718) 961-5814

Kahn Lumber & Millwork Co. Inc.  
134-16 Northern Blvd.  
Flushing, NY 11354  
Peter Lech, Vice President  
(718) 353-1200

Mensch Millwork & Lumber Co.  
3520 College Point Blvd.  
Flushing, NY 11354  
Julius Mensch  
(718) 359-7500

Quality Home Center  
36-25 College Point Blvd.  
Flushing, NY 11354  
David Lien  
(718) 463-2365

Queens Lumber Co. Inc.  
34-41 College Point Blvd.  
Flushing, NY 11354  
Jimmy Meng  
(718) 539-0400

Smart Lumber  
34-01 College Point Blvd.  
Flushing, NY 11354  
Jenny Liu, General Manager  
(718) 463-1830  
Fax: (718) 463-1897

Window & Door Salon  
6602 Central Ave.  
Flushing, NY 11385  
Ray Baque  
(718) 894-0373

**FOREST HILLS (Queens)**

All County Lumber & Supply Corp.  
92-34 Metropolitan Ave.  
Forest Hills, NY 11375  
John Coester  
(718) 544-4400

Kew-Forest Lumber Co.  
68-90 Austin St.  
Forest Hills, NY 11375  
Richard Blumberg  
(212) 268-0040

**FORT COVINGTON (Franklin)**

Smith Lumber and Supply Co. Inc.  
Fort Covington-Hogansburg Rd.  
Ft. Covington, NY 12937  
Timothy L. Holden, President  
(518) 358-2714  
Fax: (518) 358-2714

**FORT PLAIN (Montgomery)**

J&R Lumber Co.  
Lower Hancock St., P.O. Box 187  
Ft. Plain, NY 13339  
Joseph DiStefano, President  
(518) 993-2325

**FRANKLIN SQUARE (Nassau)**

Pergament Franklin Square South  
730 Franklin Ave.  
Franklin Square, NY 11010  
(516) 872-6604

**FRANKLINVILLE (Cattaraugus)**

A&K Building Supply Co.  
Cadiz Rd.  
Franklinville, NY 14737  
Arthur Engels, Owner  
(716) 676-9964

**FREDONIA (Chautauqua)**

Chautauqua Brick Co. Inc.  
67 Orchard St.  
Fredonia, NY 14063  
Vince Munson, Manager  
(716) 672-4300

**FREEDOM (Cattaraugus)**

Glen Phillippi Lumber Co. Inc.  
Main St.  
Freedom, NY 14065  
Glen Phillippi, President  
(716) 492-2167

**FREEPORT (Nassau)**

Wood-Ply Lumber Corp.  
100 Bennington Ave.  
Freeport, NY 11520  
Gerry Kahn  
(516) 378-2612



## NEW YORK

### FULTON (Oswego)

Burke's Home Center  
65 N. 2nd St.  
Fulton, NY 13069  
William La Brake, Manager  
(315) 592-2244

Fulton Builders Supply Co. Inc.  
616 Oneida St.  
Fulton, NY 13069  
Robert W. Collins, President  
(315) 592-2257

Neal-O'Brien Building & Materials  
W. First St.  
Fulton, NY 13069  
Paul Wise  
(315) 592-4246

Northern Concrete Block Inc.  
RD 6 Silk Rd., Corner Rt. 3  
Fulton, NY 13069  
Kenneth W. Collins, Manager  
(315) 598-2141  
Fax: (315) 593-8252

### GARDEN CITY PARK (Nassau)

Globe-Covell Corp.  
2310 Jericho Tpke.  
Garden City Park, NY 11040  
Robert Covell, President  
(516) 746-2100  
Fax: (516) 746-2413

Grand Door & Trim  
2100 Jericho Tpke.  
Garden City Park, NY 11530  
(516) 746-4595

Pergament Mineola Corp.  
2350 Jericho Tpke.  
Garden City Park, NY 11530  
(516) 741-7255

### GASPORT (Niagara)

Standish-Jones  
Div. of Spalding  
4440 Central, P.O. Box 371  
Gasport, NY 14067  
Dan Bragg, Manager  
(716) 772-2611

### GENESEO (Livingston)

Geneseo Lumber Inc.  
97 Court St.  
Geneseo, NY 14454  
Mark Plassche, President  
(716) 243-1560

### GENEVA (Ontario)

Border City Lumber Co.  
411 Border City Rd.  
Geneva, NY 14456  
Frank Karpa  
(315) 789-6534

Border City Lumber Division  
Hollands Lumber  
411 Border City Rd.  
Geneva, NY 14456  
Frank Crupi  
(315) 789-5678

Seneca Lumber Inc.  
41 Lewis St.  
Geneva, NY 14456  
(315) 789-1150

### GETZVILLE (Erie)

Amherst Wood Products  
3855 Millersport Hwy.  
Getzville, NY 14068  
Jack Saver, Owner  
(716) 689-8811

### GLEN COVE (Nassau)

Sorenson Lumber Inc.  
64 Glen Cove Ave.  
Glen Cove, NY 11542  
Norman Sorenson Jr.  
(516) 671-2526  
Fax: (516) 676-4985

### GLENDALE (Queens)

Ash Lumber Inc.  
73-10 88 St.  
Glendale, NY 11385  
Laurence A. Assip, President  
(718) 366-3100

Glendale Lumber Co. Inc.  
71-21 73 Pl.  
Glendale, NY 11385  
John Wagner, President  
(718) 821-1840  
Fax: (718) 821-1265

### GLENFIELD (Lewis)

Widmeyer Farm & Home Inc.  
Main St.  
Glenfield, NY 13343  
C. Dale Widmeyer, President  
(315) 376-2824

### GLENS FALLS (Warren)

Curtis Lumber Co. Inc.  
10 Southwestern Ave.  
Glens Falls, NY 12801  
Tom Grace  
(518) 792-8601

Grossman's Inc.  
Quaker Rd.  
Glens Falls, NY 12801  
Manager  
(518) 793-3427

### GLOVERSVILLE (Fulton)

Kingsboro Lumber Co. Inc.  
Gregory St., P.O. Box 108  
Gloversville, NY 12078  
Larry H. Smith, President  
(518) 773-7939

Ted Thorne Lumber Co.  
397 S. Main St.  
Gloversville, NY 12078  
Donald Wicksell  
(518) 725-4516

### GOLDENS BRIDGE (Westchester)

King Lumber Corp.  
Mandia Ln., Box C  
Goldens Bridge, NY 10526  
Howard Lockwood, President  
(914) 232-5151

### GORHAM (Ontario)

Niels Iversen Lumber Co. Inc.  
10 Dewey Ave., P.O. Box 214  
Gorham, NY 14461  
Richard L. Adams, Vice President  
(716) 526-6085  
Fax: (716) 526-6305

### GOSHEN (Orange)

Conklin & Strong Inc.  
P.O. Box 179  
Goshen, NY 10924  
Frank C. Fischer, Manager  
(914) 294-6144  
Fax: (914) 294-8985

### GOVERNEUR (St. Lawrence)

Easton's Hardware Inc.  
RD 5  
Gouverneur, NY 13642  
Fred Easton  
(315) 289-1211

Gouverneur Lumber Co.  
Depot St.  
Gouverneur, NY 13642  
Joyce C. Farley, President  
(315) 287-2640

G. W. White Son Inc.  
71 Depot St.  
Gouverneur, NY 13642  
Emerson McQuade  
(315) 287-1892

### GOWANDA (Cattaraugus)

Forbush Lumber of Gowanda Inc.  
74 Jamestown St.  
Gowanda, NY 14070  
Dana K. Boss, Manager  
(716) 532-3322

### GRAHAMSVILLE (Sullivan)

Grey's Woodworks Inc.  
State Rt 55, P.O. Box 95  
Grahamsville, NY 12740  
Bob Grey, President  
(914) 985-7006  
Fax: (914) 985-7442

### GRANITE SPRING (Westchester)

Jilco Window Corp.  
Mahopac Ave., P.O. Box 1  
Granite Spring, NY 10527  
Patricia Colantonio, Secretary  
(914) 248-6100  
Fax: (914) 248-6419

### GRANVILLE (Washington)

Agway Inc.  
Potter Ave. & Lafayette St.  
Granville, NY 12832  
Mick Markham  
(518) 642-1616

### GREAT NECK (Nassau)

Gregory Hardware & Lumber  
2251 E. Shore Rd.  
Great Neck, NY 10023  
Herbert Kirshner, Owner  
(516) 487-0595

### GREAT VALLEY (Cattaraugus)

Great Valley Builders Supply  
Chautauqua Brick Co. Inc.  
Rt. 219  
Great Valley, NY 14741  
Bill Thompson  
(716) 945-5450

### GREENE (Chenango)

Webb & Sons Inc.  
12 Mill St., P.O. Box 56  
Greene, NY 13778  
Michael Stanton, Manager  
(607) 656-4123

### GREENFIELD CENTER (Saratoga)

Loeffler Lumber  
Rt. 9 N.  
Greenfield Ctr., NY 12833  
David Loeffler  
(518) 893-2165



## NEW YORK

### GREENPORT (Suffolk)

Penny Lumber  
P.O. Box 2067  
Greenport, NY 11944  
Geoffrey L. Penny, Executive Vice  
President  
(516) 477-0400  
Fax: (516) 477-0578

Riverhead Building Supply Corp.  
P.O. Box 118  
Greenport, NY 11944  
Richard Harrison, Manager  
(516) 477-1906

### GREENWOOD LAKE (Orange)

Conklin & Strong Inc.  
Jersey Ave., P.O. Box 37  
Greenwood Lake, NY 10925  
Vil Vaitas, Manager  
(914) 477-2390

### GROTON (Tompkins)

Baker-Miller Lumber Inc.  
102 W. Cortland St.  
Groton, NY 13073  
Gerald Miller, President  
(607) 898-5851  
Fax: (607) 898-3725

### HADLEY (Saratoga)

The Sawhorse  
Rt. 9 N.  
Hadley, NY 02865  
Neil Hepner, General Manager  
(518) 696-5161

### HAMBURG (Erie)

Forbush Lumber of Hamburg Inc.  
107 Evans St.  
Hamburg, NY 14075  
J. Bruce Forbush, Secretary  
(716) 649-1000  
Fax: (716) 649-1727

Grossman's Inc.  
4760 Camp Rd.  
Hamburg, NY 14075  
Manager  
(716) 649-8460

### HAMILTON (Madison)

Joerger Lumber & Building Supply  
Rt. 12B  
Hamilton, NY 13346  
Chris Joerger  
(315) 824-1448

Webb & Sons Inc.  
15 Eaton St.  
Hamilton, NY 13346  
Peter D. Pudney  
(315) 824-2233

### HAMMOND (St. Lawrence)

Black Lake Supply Inc.  
St. Lawrence Ave.  
Hammond, NY 13846  
(315) 375-6520

### HAMPTON BAYS (Suffolk)

Riverhead Building Supply  
165 W. Montauk Hwy.  
Hampton Bays, NY 11946  
John Callahan, Manager  
(516) 728-0307  
Fax: (516) 728-0993

### HANCOCK (Delaware)

Bisbee Lumber & Supply Inc.  
26 Leonard St., P.O. Box 729  
Hancock, NY 13783-0729  
William K. Bisbee, President  
(607) 637-2491

### HANNIBAL (Oswego)

Scott's Building Supply Inc.  
Auburn St.  
Hannibal, NY 13074  
Ronald Scott, President  
(315) 564-5502

### HAUPPAUGE (Suffolk)

Nassau Suffolk Lumber & Supply  
700 Veterans Memorial Hwy., Suite 302  
Hauppauge, NY 11788  
Wm. Van Tuyl III  
(516) 724-5600  
Fax: (516) 724-4581

United States Woodworking Inc.  
35 Engineers Rd., P.O. Box 11006  
Hauppauge, NY 11788  
Robert W. Kress, President  
(516) 234-4910  
Fax: (516) 234-4023

### HAVERSTRAW (Rockland)

General Building Products Corp.  
9W & Westside Ave.  
Haverstraw, NY 10927  
Richard Latchford  
(914) 429-5701



## NEW YORK

### HEMPSTEAD (Nassau)

Hempstead Supply Corp.  
125 Taft Ave.  
Hempstead, NY 11550  
Ronald De Maio, Vice President  
(516) 481-6410

### HENDERSON (Jefferson)

Harbor Building Supply Inc.  
Rt. 3, P.O. Box 305  
Henderson, NY 13650  
Hazel Babcock  
(315) 938-5416

### HENRIETTA (Monroe)

Matthews & Fields Lumber of  
Henrietta  
1230 Lehigh Station Rd., P.O. Box 247  
Henrietta, NY 14467-0247  
Scott M. Fields, Vice President  
(716) 334-5500  
Fax: (716) 359-2160

### HERKIMER (Herkimer)

Grossman's Inc.  
Harter & Folt Sts.  
Herkimer, NY 13350  
Manager  
(315) 866-6150

### HEUVELTON (St. Lawrence)

Heuvelton Lumber Co. Inc.  
31 Washington St., P.O. Box 489  
Heuvelton, NY 13654-0489  
John C. Newton, President  
(315) 344-2471

### HIGH FALLS (Ulster)

V.B. Cross Lumber Co. Inc.  
Kyserike Rd.  
High Falls, NY 12440  
John Cross, President  
(914) 687-7676

### HIGHLAND (Ulster)

Pratt Lumber & Building Centers  
134 Vineyard Ave.  
Highland, NY 12528  
Chuck Mandigo, Manager  
(914) 691-2966  
Fax: (914) 691-2080

### HIGHLAND FALLS (Orange)

Hoffman's True Value Hardware &  
Lumber  
175 Main St.  
Highland Falls, NY 10928  
Kevin Dumain, Manager  
(914) 446-4800; (914) 446-4541  
Fax: (914) 446-4800

### HILLSDALE (Columbia)

Ed Herrington Inc.  
Railroad St., P.O. Box 100  
Hillsdale, NY 12529  
E.B. Herrington  
(518) 325-3131

### HOGANSBURG (Franklin)

LBM Lumber  
Rt. 37, Box 19  
Hogansburg, NY 13655  
Bryan Garrow, Purchaser/Owner  
(518) 358-2259

### HOLBROOK (Suffolk)

GTS Builders Supply Inc.  
4701 Veterans Memorial Hwy.  
Holbrook, NY 11741  
G.T. Simonetti  
(516) 585-7171

### HOLCOMB (Ontario)

Mud Creek Lumber Co.  
3118 Wheeler Station Rd.  
Holcomb, NY 14469  
David Nester  
(716) 657-4782  
Fax: (716) 657-4782

### HOLLEY (Orleans)

Stockham Lumber Co.  
88 Geddes St.  
Holley, NY 14470  
Mark Spychalski, Manager  
(716) 638-6311

### HOLLIS (Queens)

Yankee Supply Co. Inc.  
199-09 Jamaica Ave.  
Hollis, NY 11423  
Manny Beyer, President  
(212) 740-3838

### HONEOYE (Ontario)

G.A. Ward Inc.  
Ward Lumber  
43 E. Main St., P.O. Box 647  
Honeoye, NY 14471  
George E. Ward  
(716) 229-2333

### HONEOYE FALLS (Monroe)

Rochester Lumber Co.  
125 W. Main St.  
Honeoye Falls, NY 14472  
Jonathan H. Hicks, Manager  
(716) 582-2000

### HOOSICK FALLS (Rensselaer)

Curtis Lumber Co.  
Rt. 22, P.O. Box 98  
Hoosick Falls, NY 12090  
James Schneible  
(518) 686-7391  
Fax: (518) 686-4066

### HOPEWELL JUNCTION (Dutchess)

Pratt Lumber & Building Centers  
Rt. 82, P.O. Box 160  
Hopewell Jct., NY 12533  
Thomas B. Findlay, Manager  
(914) 221-2751  
Fax: (914) 221-4333

### HORNELL (Steuben)

Hollands Lumber Co. Inc.  
55 N. Main St.  
Hornell, NY 14843  
Robert E. Hollands, President  
(607) 324-2424  
Fax: (607) 324-0579

Servistar Hardware & Home Center  
RD 4, Rt. 70A  
Hornell, NY 14843  
John Schnurle, President  
(607) 324-1500

### HORSEHEADS (Chemung)

Eighty Four Lumber Co.  
940 Chemung St.  
Horseheads, NY 14845  
Thomas Putnam, Manager  
(607) 796-2641

Horseheads Home Center Inc.  
124 N. Main St.  
Horseheads, NY 14845  
Anthony Ruggiero  
(607) 739-5616

Wickes Lumber Co.  
Rt. 17 & Lackawanna Ave.  
Horseheads, NY 14845  
Manager  
(607) 739-5681

### HUDSON (Columbia)

Dunn Builders Supply  
60 S. Front St.  
Hudson, NY 12534  
Stephen B. Dunn, President  
(518) 828-9431  
Fax: (518) 828-1344

Grossman's Inc.  
Fairview Ave. Ext., Rt. 9  
Hudson, NY 12534  
Manager  
(518) 828-9963

Williams Lumber North Home  
Centers  
Star Rt, Box 35  
Hudson, NY 12534  
Page Smith, Manager  
(518) 851-3641  
Fax: (518) 851-2605

### HUDSON FALLS (Washington)

Griffin Engineering & Supply Co.  
69 Pearl St.  
Hudson Falls, NY 12839  
Riza F. Touba  
(518) 747-4124

Northern Homes Factory Outlet  
337 Main St., Rt. 4  
Hudson Falls, NY 12839  
Tom Bridge, Manager  
(518) 747-4128

### HUNTINGTON (Suffolk)

Burt Building Materials Corp.  
747 Park Ave.  
Huntington, NY 11743  
Jeffrey K. Marino, A/Vice President  
(516) 423-4444  
Fax: (516) 423-4453

Kleet Lumber Co. Inc.  
777 Park Ave.  
Huntington, NY 11743  
Howard Kleet  
(516) 427-7060

Metro Interior Distributing Corp.  
20 Railroad St.  
Huntington, NY 11746  
Matthew O. Sutherland, President  
(516) 673-8420  
Fax: (516) 421-1745

Pergament Huntington Corp.  
370 Rt. 110  
Huntington, NY 11746  
(516) 427-4662

Tryson Lumber & Materials Corp.  
1 Fort Hill Rd.  
Huntington, NY 11743  
Abe Zuckerman  
(516) 427-3366  
Fax: (516) 673-3329



## NEW YORK

### HUNTINGTON STATION (Suffolk)

Nassau Suffolk Lumber & Supply Co.  
200 Broadway  
Huntington Sta., NY 11746  
Christopher Van Tuyl  
(516) 724-5600

### INDIAN LAKE (Hamilton)

Stephenson Lumber Co. Inc.  
Pelon Rd., P.O. Box 333  
Indian Lake, NY 12842-0333  
Michael King  
(518) 648-5050

### INTERLAKEN (Seneca)

B&P Building Supply Center Inc.  
Interlaken Beach Rd.  
Interlaken, NY 14847  
George A. Palmer, President  
(607) 532-4202

### INWOOD (Nassau)

Pizzigatti & Sons Lumber Co.  
515 Burnside Ave.  
Inwood, NY 11696  
James Pizzigatti  
(516) 371-1454

Rigel Lumber Corp.  
40 Sheridan Blvd.  
Inwood, NY 11696  
J.M. Glicksman  
(516) 239-6969

### IRONDEQUOIT (Monroe)

Grossman's Inc.  
1630 Portland Ave.  
Irondequoit, NY 14621  
Manager  
(716) 544-4540

### IRVING (Chautauqua)

David H. Smith Builders Supply Inc.  
Smith's True Value Hdw. Lbr. & V&S  
Variety  
Rts. 5 & 20, P.O. Box 221  
Irving, NY 14081  
Nancy M. Smith, Owner  
(716) 934-4238

### ISLIP (Suffolk)

Islip Lumber Corp.  
Lumber Headquarters Inc.  
2396 Sunrise Hwy.  
Islip, NY 11751  
(516) 581-6900

South Shore Building Supply Co.  
Inc.  
130 Main St., P.O. Box 309  
Islip, NY 11751  
Robert Morgan, President  
(516) 581-5700

### ITHACA (Tompkins)

Cayuga Lumber Inc.  
801 W. State St.  
Ithaca, NY 14850  
E. Carpenter, Secretary  
(607) 273-0245

Grossman's Inc.  
505 Third St.  
Ithaca, NY 14850  
Manager  
(607) 272-5290

Ithaca Building Center  
P.O. Box 579  
Ithaca, NY 14851-0579  
Selaer E. Ayers, Vice President  
(607) 277-3421  
Fax: (607) 277-3166

Valley Lumber and Hardware  
223 Elmira Rd.  
Ithaca, NY 14850  
Steve Corey  
(607) 272-0603

Wickes Lumber Co.  
100 Commercial Ave.  
Ithaca, NY 14850  
Manager  
(607) 273-2151

### JACKSON HEIGHTS (Queens)

Ditmars Lumber & Millwork Inc.  
69-15 Astoria Blvd.  
Jackson Hgts., NY 11370  
Donald C. Vigilis, Vice President  
(718) 545-9003

### JACKSONVILLE (Tompkins)

Stover Lumber Inc.  
Trumanburg Rd., P.O. Box 194  
Jacksonville, NY 14854  
(607) 387-3188

### JAMAICA (Queens)

A-Z Lumber & Panel Center  
148-09 Liberty Ave.  
Jamaica, NY 11435  
Lynn Wheeler, Owner  
(516) 526-6166

Metropolitan Best Lumber Co.  
108-20 Merrick Blvd.  
Jamaica, NY 11433  
(718) 657-0100



## NEW YORK

### JAMESTOWN (Chautauqua)

**Everydays Super Hardware & Lumber**  
797 Foote Ave.  
Jamestown, NY 14701  
James Paige, President  
(716) 484-7188

**Nelson Brothers Lumber & Millwork**  
34 Harrison St. W.  
Jamestown, NY 14701  
Thomas Nelson, President  
(716) 664-5310

### JAY (Essex)

**Ward Lumber Co. Inc.**  
Glen Rd., P.O. Box 154  
Jay, NY 12941-0154  
Sidney J. Ward III, Vice President  
Retail Operations  
(518) 946-2214  
Fax: (518) 946-2188; (800) 836-0951  
Toll-Free: (USA) (800) 836-0950

### JEFFERSONVILLE (Sullivan)

**Kohler Lumber Co.**  
P.O. Box 338  
Jeffersonville, NY 12748  
Henry Kubenik Jr.  
(914) 482-5290

**Semenetz Lumber Mill Inc.**  
N. Branch Rd., RD 1, Box 34  
Jeffersonville, NY 12748  
Gregg Semenez, President/Owner  
(914) 482-4710  
Fax: (914) 482-3576

### JOHNSTOWN (Fulton)

**Grossman's Inc.**  
N. Comrie Ave., Rt. 30A  
Johnstown, NY 12095  
Manager  
(518) 762-4649

**Woodbury Interstate Corp.**  
N. Comrie Ave.  
Johnstown, NY 12095  
John Essig  
(315) 762-0074

### JORDANVILLE (Herkimer)

**Hoke Supply (Hoke Construction & Supply Co. Inc.)**  
Corner NYS Rt 167 & Jordanville Rd.,  
P.O. Box 103  
Jordanville, NY 13361-0103  
Gordon E. Hoke, President  
(315) 858-0365  
Fax: (315) 858-0365

### KELLY CORNERS (Delaware)

**Hubbell Brothers**  
Rt. 30  
Kelly Corners, NY 12445  
Robert B. Hubbell, President  
(914) 586-3278

### KENMORE (Erie)

**Mack Palet & Lumber Co. Inc.**  
275 Mayville Ave.  
Kenmore, NY 14217  
Timothy Mack  
(716) 873-2700

### KENNEDY (Chautauqua)

**Eighty Four Lumber Co.**  
Rt. 394  
Kennedy, NY 14747  
Kent Brumleve, Manager  
(716) 267-3884

### KINGS PARK (Suffolk)

**Tanzi Lumber Corp.**  
Four Indian Head Rd.  
Kings Park, NY 11754  
Carlo Tanzi  
(516) 269-4344

### KINGSTON (Ulster)

**Fowler & Keith Building Material Div.**  
104 Smith Ave.  
Kingston, NY 12401  
Dan Cooper  
(914) 331-0004

**Grossman's Inc.**  
428 Albany Ave.  
Kingston, NY 12401  
(914) 336-5566

**Herzog Supply Co.**  
Kingston Lumber Div.  
Kingston Plaza, P.O. Box 3328  
Kingston, NY 12401  
Fred Seeger, Lumber Co. Manager  
(914) 338-6300  
Fax: (914) 338-6286

**Miron Building Products Inc.**  
Rt. 9W and Katrine Ln., CPO Box 1598  
Kingston, NY 12401  
Hy Greenspan, Treasurer  
(914) 336-6000  
Fax: (914) 336-8311  
Toll-Free: (800) 836-4766

### KIRKWOOD (Broome)

**Wilmarth & Gulino Inc.**  
RD 1, Box 1850, Rt. 11  
Kirkwood, NY 13795  
John Gulino, President  
(607) 775-2839

### LA GRANGEVILLE (Wyoming)

**Dill's Best Building Centers**  
Rt. 55  
La Grangeville, NY 12540  
(914) 223-7200

### LAKE PLACID (Essex)

**Lamb Lumber Co. Inc.**  
1 Sentinel Rd.  
Lake Placid, NY 12946-1798  
Joseph V. Lamb III, Vice President  
(518) 523-3351

### LAKEVILLE (Livingston)

**C. Acker Smith Lumber Co. Inc.**  
5833 Conesus Lake Blvd.  
Lakeville, NY 14480  
C. Acker Smith, President  
(716) 346-5705  
Fax: (716) 346-9628

### LAKESWOOD (Chautauqua)

**Grossman's Inc.**  
Fairmount Ave., Rt. 394  
Lakeswood, NY 14750  
Manager  
(716) 763-1831

### LANCASTER (Erie)

**M. Kotansky & Son Inc.**  
39 Aurora St.  
Lancaster, NY 14086  
William M. Kotansky, President  
(716) 683-3142

### LATHAM (Albany)

**Grossman's Inc.**  
163 Troy/Schenectady Rd.  
Latham, NY 12110  
(518) 274-8810

**Luke Lumber**  
616 Boght Rd., P.O. Box 811  
Latham, NY 12110  
William F. Luke Jr., President  
(518) 785-0555

**Shaker Lumber & Hardware Co.**  
607 Watervliet Shaker Rd.  
Latham, NY 12110  
Douglas H. Defries, President  
(518) 785-9052

### LAWRENCE (Nassau)

**Kruger Millwork Co. Inc.**  
55 Plaza Rd.  
Lawrence, NY 11559  
Richard H. Kruger, President  
(516) 239-5500

### LEE CENTER (Chemung)

**Bowers & Sons Hardwood Lumber Inc.**  
RD 1, Box 89  
Lee Ctr., NY 13363  
Kennard Bowers, President  
(315) 337-1621

### LERROY (Genesee)

**Joseph Lapp Lumber Co. Inc.**  
43 Mill St.  
LeRoy, NY 14482  
Joseph C. Lapp, President  
(716) 768-2535

**Wickes Lumber Co.**  
7011 W. Main St., P.O. Box 246  
LeRoy, NY 14482  
Manager  
(716) 768-8161

### LIBERTY (Sullivan)

**Liberty Lumber Co. Inc.**  
120-126 Mill St.  
Liberty, NY 12754  
Donald Loughrey, President  
(914) 292-4800  
Fax: (914) 292-4820

**Livingston Manor Lumber Co. Inc.**  
P.O. Box 429  
Liberty, NY 12754  
John R. Barley, President  
(914) 292-5555

### LINDENHURST (Suffolk)

**Allers Lumber Co. Inc.**  
217 W. Montauk Hwy.  
Lindenhurst, NY 11757  
Lester C. Allers, Vice President  
(516) 226-6666  
Fax: (516) 225-1371

**Saston Lumber**  
275 E. Sunrise Hwy.  
Lindenhurst, NY 11757  
Anthony Gerrato Jr., President  
(516) 888-8810

### LITTLE FALLS (Herkimer)

**Andrew Little & Sons**  
56 W. Mill St.  
Little Falls, NY 13365  
Andrew Little, Vice President  
(315) 823-3660

**Little Falls Lumber Co. Inc.**  
73 Southern Ave., P.O. Box 248  
Little Falls, NY 13365  
James W. Filipowski, Owner  
(315) 823-2470

### LITTLE VALLEY (Cattaraugus)

**John Sixt & Son Inc.**  
619 Rock City St.  
Little Valley, NY 14755  
Robert Buchhardt, General Manager  
(716) 938-6521



**LIVERPOOL (Onondaga)**

**Chase-Pitkin Home Center**  
4999 W. Taft Rd.  
Liverpool, NY 13088  
Building Materials Manager  
(315) 453-7565

**Chase-Pitkin Home Center**  
3965 Rt 31  
Liverpool, NY 13090  
Building Materials Manager  
(315) 622-4896

**Liverpool Lumber Co. Inc.**  
201 Willow St., P.O. Box 585  
Liverpool, NY 13088  
Joseph S. Ehle, President  
(315) 457-2220  
Fax: (315) 457-2486

**LIVONIA (Livingston)**

**Geneseo Lumber Inc.**  
24 Commercial St.  
Livonia, NY 14487  
Mark Plassche, Manager  
(716) 346-2250

**LOCKPORT (Niagara)**

**Akron Road Building Supply Inc.**  
6764 Akron Rd.  
Lockport, NY 14094  
Louis Modery, Treasurer  
(716) 433-4401

**Newfane Lumber & Mfg. Co. Inc.**  
554 Ohio St.  
Lockport, NY 14094  
John C. Henning, President  
(716) 434-5577  
Fax: (716) 434-0221

**Sadlo Lumber Inc.**  
4550 Mapleton Rd.  
Lockport, NY 14094  
Linda A. Sadlo  
(716) 625-8814  
Fax: (716) 625-8010

**U-Save Home Improvement Center**  
5939 S. Transit Rd.  
Lockport, NY 14094  
Louis Modery, Manager  
(716) 433-6500

**LOCUST VALLEY (Nassau)**

**Nassau Suffolk Lumber & Supply**  
Station Plaza  
Locust Valley, NY 11560  
(516) 676-2220

**LONG BEACH (Nassau)**

**Centre Millwork & Supply Co.**  
669 Long Beach Blvd., Box 688  
Long Beach, NY 11561  
William Roth, President/Owner  
(516) 432-6566  
Fax: (516) 431-3818

**Whitbread's Sons Lumber Co. of Long Beach**  
600 Magnolia Blvd., P.O. Box 66  
Long Beach, NY 11561  
Joan F. Whitbread, Vice President  
(516) 432-1900  
Fax: (516) 432-1574

**LONG ISLAND CITY (Queens)**

**Astoria Lumber**  
46-06 11 St.  
Long Island City, NY 11101-5305  
Paul Evan  
(718) 786-2770

**City-Wide Lumber & Building Supply**  
46-06 11th St.  
Long Island City, NY 11101  
Mr. Greenberg  
(718) 786-2770

**Fairway Lumber Co.**  
34-35 Steinway St.  
Long Island City, NY 11101  
(718) 392-4440

**Queens County Lumber Co. Inc.**  
30-40 21st St.  
Long Island City, NY 11102  
Isidore Markowitz, Owner  
(212) 728-4060

**LONG LAKE (Hamilton)**

**Hamilton County Lumber Co. Inc.**  
Homes Division  
Rt. 30, P.O. Box 277  
Long Lake, NY 12847-0277  
(518) 624-4444; (518) 624-4301  
Fax: (518) 624-2112; (518) 624-2222

**LOWVILLE (Lewis)**

**Lee Lumber Co. Inc.**  
RD 1  
Lowville, NY 13367  
Raymond Lee, President  
(315) 376-2912

**Lowville Farmers Cooperative Inc.**  
5500 Shady Ave.  
Lowville, NY 13367-1698  
Bert A. Austin, Manager  
(315) 376-6587

**Lyng Lumber Co.**  
5512 Shady Ln.  
Lowville, NY 13367  
Richard Bush, President  
(315) 376-6022

**LYNBROOK (Nassau)**

**Baisley Lumber Corp.**  
193 Horton Ave., P.O. Box 450  
Lynbrook, NY 11563  
Bob Sperling, Vice President  
(516) 599-8100

**Steinbrook Lumber Corp.**  
400 Sunrise Hwy.  
Lynbrook, NY 11563  
H.B. Hendler  
(516) 599-0095

**U.S. Lumber & Supply Corp.**  
8 Merrick Rd.  
Lynbrook, NY 11563  
Michael Alter, President  
(516) 599-0095  
Fax: (516) 599-0613

**U.S. Lumber & Supply Corp.**  
8 Merrick Rd.  
Lynbrook, NY 11563  
Michael Alter, President  
(516) 599-0095  
Fax: (516) 599-0613

**LYNDONVILLE (Orleans)**

**Maine Home Centers Inc.**  
N. Main St.  
Lyndonville, NY 14098  
Cedric Anstey, Manager  
(716) 765-2151

**LYONS (Wayne)**

**Santelli Lumber Co. Inc.**  
Rt. 31, P.O. Box 446  
Lyons, NY 14489  
Anthony J. Santelli, President  
(315) 946-4867  
Fax: (315) 946-6065  
Toll-Free: (800) 272-5966

**LYONS FALLS (Lewis)**

**Sweeney Lumber Co.**  
Laura St.  
Lyons Falls, NY 13368  
Charlie Appleton  
(315) 348-8449  
Fax: (315) 348-8923

**MAHOPAC (Putnam)**

**Mahopac Railroad Tie Co.**  
Rt. 6  
Mahopac, NY 10541  
John Lemmens, Manager  
(914) 628-0111

**Mahopac Supply Inc.**  
Rt. 6 & Cherry Ln.  
Mahopac, NY 10541  
Linda Diehl, President  
(914) 628-3431

**MALLORY (Oswego)**

**Mallory Lumber Co.**  
Main St., P.O. Box 46  
Mallory, NY 13103  
Arthur E. Brockheimer, President  
(315) 668-6115

**MALONE (Franklin)**

**Grossman's Inc.**  
253 E. Main St.  
Malone, NY 12953  
Manager  
(518) 483-7220

**Malone Lumber & Ready Mix Inc.**  
259 Elm St., P.O. Box 419  
Malone, NY 12953-0419  
Daniel R. Arnold, Vice President  
(518) 483-3460  
Fax: (518) 483-8229

**MALTA (Saratoga)**

**Eighty Four Lumber Co.**  
Rt. 9  
Malta, NY 12020  
Tom Michaels, Manager  
(518) 899-5684

**MANCHESTER (Ontario)**

**Rytown Millwork Inc.**  
Smith Terr.  
Manchester, NY 14504  
Lee Wigfield, Controller  
(716) 924-5050  
Fax: (716) 289-8148

**MANLIUS (Onondaga)**

**Manlius Depot Ltd.**  
603 E. Seneca  
Manlius, NY 13104  
Ron Landry  
(315) 682-6221

**MARATHON (Cortland)**

**Marathon Building Supply**  
54 Front St., P.O. Box 445  
Marathon, NY 13803  
Donald Hill, Owner  
(607) 849-6166

**MARION (Wayne)**

**Marion Lumber**  
P.O. Box 11  
Marion, NY 14505  
Terry Brown, President  
(315) 926-4326

**MASPETH (Queens)**

**Boro Lumber Co. Inc.**  
7 Railroad Pl., P.O. Box 78  
Maspeth, NY 11378  
John Sussek Jr., Chief Executive Officer  
(718) 821-3600  
Fax: (718) 821-7521  
Toll-Free: (800) 825-BORO

**Interboro Lumber**  
Lumber Headquarters Inc.  
55-25 69th St.  
Maspeth, NY 11378  
(718) 429-4900

(continued)



**MASPETH (Queens)**

(continued)

**Schwalbach Building Supplies Inc.**  
60-80 60th Ln.  
Maspeth, NY 11378  
Martha Rezin  
(718) 821-8016

**MASSAPEQUA (Nassau)**

**Fred & Fred Lumber Inc.**  
4360 Sunrise Hwy.  
Massapequa, NY 11758  
James R. Banz, Vice President  
(516) 798-3579  
Fax: (516) 798-3127

**Giant Supply Corp.**  
20 Brooklyn Ave.  
Massapequa, NY 11758  
Norman Kogel, Vice President  
(516) 541-8040

**Macrose Industries Corp.**  
5600 Sunrise Hwy., P.O. Box 343  
Massapequa, NY 11758  
Marc Paulenoff  
(516) 798-9004

**Pergament Massapequa Corp.**  
5117 Merrick Rd.  
Massapequa, NY 11762  
(516) 798-4430

**MASSENA (St. Lawrence)**

**Dwyer's Home Improvement Center**  
Massena Store  
Highland Rd., P.O. Box 29  
Massena, NY 13662  
Robert Rowe, Manager  
(315) 764-9000  
Fax: (315) 764-0427  
Toll-Free: (800) 223-9937

**Massena Building Supply Inc.**  
70 Water St.  
Massena, NY 13662  
Richard E. Venier, President  
(315) 769-2481  
Fax: (315) 769-6022  
Toll-Free: (800) 836-0421

**Triple A Lumber Inc.**  
487 S. Main St.  
Massena, NY 13662  
Mike Pollack, Manager  
(315) 764-0596  
Fax: (315) 764-9650

**MASTIC BEACH (Suffolk)**

**Smittys Home Center Inc.**  
211 Mastic Beach Rd.  
Mastic Beach, NY 11951  
Dennis G. Smith, President  
(516) 281-8744

**MATTITUCK (Suffolk)**

**Penny Lumber**  
P.O. Box 1440  
Mattituck, NY 11952  
Geoffroy L. Penny, Vice President  
(516) 298-8559  
Fax: (516) 298-8561

**Reeve Lumber & Woodworking Co.**  
Main Rd., P.O. Box 3  
Mattituck, NY 11952  
(516) 298-4711

**MAYFIELD (Fulton)**

**Northville Building Supply Inc.**  
RD 1, Rt. 30  
Mayfield, NY 12117  
Roger Barnoski, President  
(518) 863-4366

**MCGRAW (Cortland)**

**Pratt Lumber & Coal Co.**  
Elm St.  
McGraw, NY 13101  
David Plew, Partner  
(607) 836-2271

**MECHANICVILLE (Saratoga)**

**Mechanicville Modern Lumber Inc.**  
132 N. Central Ave.  
Mechanicville, NY 12118  
Phyllis Ruggerio  
(518) 664-3059

**MEDFORD (Suffolk)**

**General Building Products Corp.**  
2577 Rt 112  
Medford, NY 11763  
Bruce G. Meltzer, President/Chairman  
(516) 654-3500  
Fax: (516) 654-9204  
Toll-Free: (800) 698-1006

**MEDINA (Orleans)**

**Maine Home Centers**  
305 E. Center St.  
Medina, NY 14103  
Ronald Scharping, Manager  
(716) 798-3650

**MELVILLE (Suffolk)**

**Pergament Home Center**  
101 Marcus Dr.  
Melville, NY 11747-4211  
David Levine, Merchandise Manager  
(516) 694-9300

**MEMPHIS (Onondaga)**

**Memphis Hardwood Lumber Inc.**  
210 Church St.  
Memphis, NY 13112  
Paul Anthony, President  
(315) 689-3949

**MENANDS (Albany)**

**Wickes Lumber Co.**  
391 Broadway  
Menands, NY 12204  
Chuck Price, Branch Manager  
(518) 462-6672  
Fax: (518) 462-0661

**MEXICO (Oswego)**

**Woodbury Lumber**  
5518 Scenic Ave.  
Mexico, NY 13114  
Ernie Peters, Manager  
(315) 963-7293

**MIDDLE ISLAND (Suffolk)**

**Koge! Lumber Co.**  
Rt. 25  
Middle Island, NY 11935  
Lawrence Kogel, President  
(516) 924-0500

**MIDDLE VILLAGE (Queens)**

**All Seasons Lumber & Home Center**  
63-27 Metropolitan Ave.  
Middle Village, NY 11379  
Walter Klook, President  
(718) 381-0808

**Pergament Middle Village**  
66-26 Metropolitan Ave.  
Middle Village, NY 11379  
(718) 821-3110; (718) 821-5096

**MIDDLEBURGH (Schoharie)**

**Bush Lumber Co. Inc.**  
P.O. Box 467  
Middleburgh, NY 12122  
Fred Bush, President  
(518) 827-5353

**MIDDLEPORT (Niagara)**

**Middleport Lumber Co. Inc.**  
62 Main St.  
Middleport, NY 14105  
Clifford R. Schnackel, President  
(716) 735-3666

**MIDDLETOWN (Orange)**

**Eighty Four Lumber Co.**  
500 Rt 211 E.  
Middletown, NY 10940  
Clifford R. Schnackel  
(914) 735-3666

**Miller Building Supply Corp.**  
24 Sands Station Rd.  
Middletown, NY 10940  
David G. Miller, Buyer  
(914) 343-4195  
Fax: (914) 343-2433

**Rowley Lumber**  
307 North St.  
Middletown, NY 10940  
Vincent Rua  
(914) 343-6515

**Seekamp Lumber Co. Inc.**  
Rt. 302, RD 3, Box 361  
Middletown, NY 10940  
William H. Seekamp, President  
(914) 361-2220  
Fax: (914) 361-1559

**MILLER PL. (Suffolk)**

**Northshore Lumber Mall**  
405 Rt 25A  
Miller Pl., NY 11764  
John Laird  
(516) 331-2600

**MILLERTON (Dutchess)**

**Community Lumber & Hardware Inc.**  
Dutchess Ave.  
Millerton, NY 12546  
Dennis Williams  
(518) 789-3611

**MILLWOOD (Westchester)**

**Millwood Industries Inc.**  
d/b/a Millwood Supply  
87 Millwood Rd., P.O. Box 265  
Millwood, NY 10546  
Joel A. Miller, President  
(914) 941-2171  
Fax: (914) 941-2814

**MINEOLA (Albany)**

**Latham Brothers Lumber Co. Inc.**  
303 Roslyn Rd.  
Mineola, NY 11501  
Cary S. Latham, President  
(516) 747-8090  
Fax: (516) 747-8925

**MODEL CITY (Niagara)**

**Olivero Lumber Co.**  
4689 Model City Rd.  
Model City, NY 14107  
Hector Olivero  
(716) 754-7265

**MOHAWK (Herkimer)**

**Hugh F. Kelly Building Supply Co.**  
P.O. Box 98  
Mohawk, NY 13407  
Yvonne Kelly-Curri  
(315) 866-3640

**MOHEGAN LAKE (Westchester)**

**Pergament Peekskill Corp.**  
Mid West Shopping Mall, Rt. 6  
Mohegan Lake, NY 10547  
(914) 528-1300



## NEW YORK

### MONROE (Orange)

Monroe Lumber  
125 Elm St., P.O. Box 225  
Monroe, NY 10950  
Ed Spear  
(914) 782-8131

### MONSEY (Rockland)

J.S. Modern Building Industry Inc.  
275 Rt 59  
Monsey, NY 10952  
Joel Schwartz, President  
(914) 357-3900

### MONTAUK (Suffolk)

Montauk Lumber Co.  
R.D. 1, Box 130  
Montauk, NY 11954  
(516) 668-5500  
Fax: (516) 668-9206

### MONTGOMERY (Orange)

Brescia Lumber Building Materials  
Center  
Rt. 416 & County 99, P.O. Box 278  
Montgomery, NY 12549  
Vincent N. Brescia, President  
(914) 457-3131  
Fax: (914) 457-5311

### MONTICELLO (Sullivan)

Bogner-Seitel Lumber Co. Inc.  
76 St. John St., P.O. Box 598  
Monticello, NY 12701  
Sylvia Bogner, President  
(914) 791-7000  
Fax: (914) 791-7216

Wyde Lumber & Supply Corp.  
Rt. 17B, Box 389  
Monticello, NY 12701  
Alan Madnick, Vice President  
(914) 794-5770  
Fax: (914) 794-6420

### MOOERS (Clinton)

Sample Lumber  
Rt. 11, RF Box 277  
Mooers, NY 12958  
Stephen Sample, Owner  
(518) 236-7788  
Fax: (518) 236-6456

### MORAVIA (Cayuga)

Lehigh Building Supply  
P.O. Box 1110  
Moravia, NY 13118  
(315) 696-8984

### MORRISTOWN (St. Lawrence)

Morristown Fuel & Supply  
316 Main St., P.O. Box 10  
Morristown, NY 13664  
James J. Spilman, President  
(315) 375-6327

### MORRISVILLE (Madison)

True Value Home Center  
Cambridge Ave.  
Morrisville, NY 13408  
Douglas Cooley, Manager  
(315) 684-3073

### MOUNT KISCO (Westchester)

Haggerty Millwork  
185 Kisco Ave.  
Mt. Kisco, NY 10549  
(914) 241-1444

Richard's Home Center & Lumber  
105 Kisco Ave.  
Mt. Kisco, NY 10549  
George L. Griffin Jr., President  
(914) 666-5141

### MOUNT MORRIS (Livingston)

Mount Morris Lumber & Hardware  
Inc.  
28 Mill St., P.O. Box 176  
Mt. Morris, NY 14510  
L. Mark Block, President  
(716) 658-3336

### MOUNT VERNON (Westchester)

Acoustical & Interior Supply  
705 S. Fulton Ave.  
Mt. Vernon, NY 10550  
Nick Nargi, President  
(914) 668-8700  
Fax: (914) 668-8716

Mount Vernon Lumber Co.  
129 Mt. Vernon Ave.  
Mt. Vernon, NY 10550  
John Fortugno  
(914) 668-2307

Sun Lumber & Hardware Co. Inc.  
11 S. Fulton Ave.  
Mt. Vernon, NY 10550  
Michael Doyle, President  
(914) 664-3678

### NAPLES (Ontario)

A. H. Wilcox & Sons Inc.  
212-214 Main St.  
Naples, NY 14512  
Alan J. Wilcox  
(716) 374-2580



**NARROWSBURG (Sullivan)**

**Narrowsburg Lumber Co. Inc.**  
P.O. Box 175  
Narrowsburg, NY 12764  
W. J. Barnes  
(914) 252-3955  
Fax: (914) 252-3661  
Toll-Free: (800) 248-3991

**NEVERSINK (Sullivan)**

**Superior Building Supply**  
Mutton Hill Rd., Rt. 55, Box 635  
Neversink, NY 12765  
Arden Dean, PTR  
(914) 985-7693  
Fax: (914) 985-7697

**NEW BERLIN (Chenango)**

**Webb & Sons Inc.**  
Lake Rd.  
New Berlin, NY 13411  
Gary Potter, Manager  
(607) 847-6101

**NEW CITY (Rockland)**

**J.E. Vanderbilt & Co. Inc.**  
41 Demarest Ave., P.O. Box 36  
New City, NY 10956  
William De Bevoise Jr., President  
(914) 634-4622

**NEW HAMPTON (Orange)**

**New Hampton Lumber Co. Inc.**  
Rt. 17M, P.O. Box 422  
New Hampton, NY 10958  
Seth N. Arluck, Vice President/General  
Manager  
(914) 374-8012  
Fax: (914) 374-8014

**NEW HARTFORD (Oneida)**

**Jay-K Independent Lumber Corp.**  
Box 378  
New Hartford, NY 13413  
Kevin Kelly, President  
(315) 735-4475  
Fax: (315) 735-0049

**NEW HYDE PARK (Dutchess)**

**Pergament Lake Success Corp.**  
1460 Union Tpke.  
New Hyde Park, NY 11403  
(516) 354-4575

**Residential Lumber Inc.**  
2030 Hillside Ave.  
New Hyde Park, NY 11040  
Beverly Hochheiser, Secretary  
(516) 354-6420

**NEW PALTZ (Ulster)**

**Pratt Lumber & Building Centers**  
10 Main St.  
New Paltz, NY 12561  
Gary Johnson, Manager  
(914) 255-5700  
Fax: (914) 255-5597

**NEW ROCHELLE (Westchester)**

**Bender's Building Materials Co.**  
2533 Palmer Ave.  
New Rochelle, NY 10801  
Al Bender, President  
(914) 632-2163

**Tulnoy Lumber Inc.**  
Main Office  
2525 Palmer Ave.  
New Rochelle, NY 10801  
Aaron Safenowitz, Vice President  
(914) 576-0033  
Fax: (914) 576-7863

**NEW WOODSTOCK (Madison)**

**New Woodstock Lumber & Home  
Center**  
Elm St., P.O. Box 289  
New Woodstock, NY 13122-0289  
Dean Haskins  
(315) 662-3394

**NEW YORK (Manhattan)**

**A. B. Scheumann Lumber Corp.**  
527 W. 36th St.  
New York, NY 11374  
Ken Bookspan, Vice President  
(212) 594-5555  
Fax: (212) 643-1546

**Blue Bell Lumber Co.**  
2360 Amsterdam Ave.  
New York, NY 10033  
Irving Schupak, Manager  
(212) 923-0200

**Broadway Lumber**  
517 W. 42nd St.  
New York, NY 10036  
Richard Spodek, President  
(212) 695-0380

**Butler Lumber Co. Inc.**  
P.O. Box Inwood Station  
New York, NY 10034  
Ira Rosenfeld, President  
(212) 365-1000

**Canal Lumber Co.**  
18 Wooster St.  
New York, NY 10013  
(212) 226-5987

**Century Lumber Corp.**  
1875-9 Second Ave.  
New York, NY 10029  
Scott Rothpearl, Vice President  
(212) 876-1100

**Gothic Lumber & Millwork Inc.**  
698 Second Ave.  
New York, NY 10016  
Herbert Ross  
(212) 683-0410

**Great Jones Lumber Corp.**  
45 Great Jones St.  
New York, NY 10012  
Anthony A. Lauto, Vice President  
(212) 254-5560  
Fax: (212) 260-4732

**Le Noble Lumber Co. Inc.**  
500 W. 52nd St.  
New York, NY 10019  
Peter Le Noble, President  
(212) 246-0150

**Levenbeck Lumber**  
39 E. 13th St.  
New York, NY 10003  
(212) 254-2994

**Lumberland Home Center**  
409 Third Ave.  
New York, NY 10016  
John Betarcourt, Manager  
(212) 685-8682

**Maxwell Supply Corp.**  
25-30 Borden Ave.  
New York, NY 11101  
Marc Bernstein  
(212) 929-6088

**Metropolitan Lumber & Hardware**  
617 11th Ave.  
New York, NY 10036  
Robert Gans, President  
(212) 246-9090  
Fax: (212) 262-3856

**Midtown Do-It Yourself Mart**  
276 W. 25th St.  
New York, NY 10001  
Paul J. Kopf, President  
(212) 675-2230

**Mutual Lumber Co.**  
510 W. 24th St.  
New York, NY 10011  
Stanley Patner  
(212) 255-8440

**Prince Lumber Co.**  
406 W. 15th St.  
New York, NY 10012  
Guy Apicella  
(212) 777-1150  
Fax: (212) 727-2296

**NEWARK (Wayne)**

**J. Walter Caves Inc.**  
2 Harrison St.  
Newark, NY 14513  
James L. Caves, President  
(315) 331-3000  
Fax: (315) 331-2826

**Chase-Pitkin Home Center**  
Miller & Finch Sts.  
Newark, NY 14513  
Building Materials Manager  
(315) 331-0063

**NEWBURGH (Orange)**

**Abbey Lumber Sales**  
38 Carpenter Ave., P.O. Box 227  
Newburgh, NY 12550  
Anthony Capicotta  
(914) 561-0157

**Heights Lumber Center Inc.**  
3 Windsor Hwy., Box 3197  
Newburgh, NY 12550-6225  
Jane Thompson, Vice President  
(914) 561-1750

**Newburgh Miron Lumber Corp.**  
250 Lake St.  
Newburgh, NY 12550  
Jesse Frankel  
(914) 562-2000  
Fax: (914) 562-2414

**Rowley Homemart**  
202 N. Plank Rd.  
Newburgh, NY 12550  
(914) 562-1151

**NEWFANE (Niagara)**

**Taylor Lumber & Supply Inc.**  
First St.  
Newfane, NY 14108  
Edward C. Taylor  
(716) 778-8533

**NIAGARA FALLS (Niagara)**

**Grossman's Inc.**  
2250 Third Ave.  
Niagara Falls, NY 14304  
(716) 297-5929

**Gui's Lumber & Home Center**  
8962 Porter Rd.  
Niagara Falls, NY 14304  
Kurt Villani  
(716) 297-2001

**Niagara Wholesale Supply Co. Inc.**  
4100 Witmer Rd.  
Niagara Falls, NY 14305-1372  
Anthony P. Pasquale, General  
Manager/Corporate Secretary  
(716) 282-1268  
Fax: (716) 282-1269

**Valu Home Center**  
Porter & Packard Rds.  
Niagara Falls, NY 14304  
William Simon  
(716) 694-5839



## NEW YORK

### NINEVEH (Chenango)

88-BC Building Supplies  
Rt. 7, P.O. Box 188  
Nineveh, NY 13813  
Gary Huston, Owner/Manager  
(607) 693-3200  
Fax: (607) 693-1494

### NORFOLK (St. Lawrence)

Norfolk Lumber Co.  
P.O. Box 527  
Norfolk, NY 13667  
Gary Van Kennen  
(315) 384-4222

### NORTH BANGOR (Franklin)

Dwyer's Home Improvement Center  
Depot St., Box 308  
N. Bangor, NY 12966  
Thomas C. Dwyer  
(518) 483-7500  
Fax: (518) 483-1488  
Toll-Free: (800) 433-9937

### NORTH BELLMORE (Nassau)

In & Out Door & Window Service  
2639 Jerusalem Ave.  
N. Bellmore, NY 11710  
Harry Schnabel, President  
(516) 679-8914  
Fax: (516) 679-8912

### NORTH COLLINS (Erie)

Forbush Lumber Co.  
2121 School St.  
N. Collins, NY 14111  
Vitus P. Loretto, Manager  
(716) 337-2447  
Fax: (716) 337-2440

### NORWOOD (St. Lawrence)

(continued)

J. C. Merriman Inc.  
Norwood-Potsdam Rd., P.O. Box 270  
Norwood, NY 13668  
Joel Merriman, President  
(315) 353-6622

### NUNDA (Livingston)

Nunda Lumber and Hardware Inc.  
11 State St.  
Nunda, NY 14517  
Larry A. Russell, President  
(716) 468-2521  
Fax: (716) 468-2305  
Toll-Free: (800) 622-2007

### OAKDALE (Suffolk)

Oakdale Lumber Corp.  
1625 Montauk Hwy., P.O. Box 508  
Oakdale, NY 11769  
Howard Lamel, President  
(516) 589-3900  
Fax: (516) 589-0260

### OCEANSIDE (Nassau)

Long Island Building Supply  
2717 Oceanside Rd.  
Oceanside, NY 11572  
Lance Chinman  
(516) 766-1717

Lucas Lumber Co.  
389 Atlantic Ave.  
Oceanside, NY 11572  
Robert Lucas, President  
(516) 764-0388  
Fax: (516) 536-4743

Pergament Oceanside Corp.  
2995 Long Beach Rd.  
Oceanside, NY 11572  
(516) 766-5390

### NORTH ROSE (Wayne)

Plassche Lumber Co. Inc.  
4996 Rt 414, Main St.  
N. Rose, NY 14516  
Bruce Plassche, President  
(315) 587-2668

### NORTH SYRACUSE (Onondaga)

Grossman's Inc.  
750 S. Bay Rd.  
N. Syracuse, NY 13212  
Manager  
(315) 458-5051

### NORTH TONAWANDA (Niagara)

Georgian Bay Lumber Co.  
333 River Rd., P.O. Box 77  
N. Tonawanda, NY 14120  
Dennis Jakubaszek  
(716) 692-1818

Miris Cash & Carry  
391 River Rd.  
N. Tonawanda, NY 14120  
Michael Wachowicz, President  
(716) 694-9069

H. J. Mye Lumber Corp.  
1212 Erie Ave.  
N. Tonawanda, NY 14120  
Homer J. Mye, President  
(716) 692-1231

Sisson Building Supply  
3024 Niagara Falls Blvd.  
N. Tonawanda, NY 14120  
Ruth Sisson  
(716) 692-4481

### Whitbread's Sons Lumber Co.

3256 Long Beach Rd.  
Oceanside, NY 11572  
Tom Whitbread  
(516) 766-2442

### ODESSA (Steuben)

Robinson Lumber  
P.O. Box 109  
Odessa, NY 14869  
David Redfield, Manager  
(607) 594-2697

### OGDENSBURG (St. Lawrence)

Ashley Home Center  
RR 4, P.O. Box 315  
Ogdensburg, NY 13669  
John Ashley Jr., President  
(315) 393-1250

Northern Building Supply Inc.  
Rt. 4, Box 315  
Ogdensburg, NY 13669  
Richard E. Venier, Treasurer  
(315) 393-0297  
Toll-Free: (800) 836-0423

### OLD FORGE (Herkimer)

Foley Lumber & Hardware Co.  
Main St., P.O. Box 39  
Old Forge, NY 13420  
John David Foley, President  
(315) 369-6454

Old Forge Hardware & Furniture Co.  
Main St.  
Old Forge, NY 13420  
Henry Kashiwa, Manager  
(315) 369-6100

### NORTHPORT (Suffolk)

Latham Brothers Lumber Co. Inc.  
219 Laurel Ave.  
Northport, NY 11768  
Louise Quinn, Manager  
(516) 261-8700

### NORTHVILLE (Fulton)

The Annex Inc.  
Van Arnam Ave., P.O. Box 510  
Northville, NY 12134  
Roger Barnoski  
(518) 863-2945

### NORTON HILL (Greene)

GNH Lumber Inc.  
P.O. Box 208  
Norton Hill, NY 12135  
Randall Ingalls, President  
(518) 955-5334  
Fax: (518) 966-4200

### NORWICH (Chenango)

Webb & Sons Inc.  
58 Hale St.  
Norwich, NY 13815  
P. J. Brown, Manager  
(603) 334-6535

Whipples Lumber Yard  
RD 3, P.O. Box 2A  
Norwich, NY 13815  
Dennis Young, Manager  
(607) 336-1529

### NORWOOD (St. Lawrence)

Brothers Lumber & Millwork Inc.  
Adams Rd., Rt. 1  
Norwood, NY 13668  
Michael Brothers  
(315) 384-4146

(continued)

### OLEAN (Cattaragus)

Erie Buildings Supply Co. of Olean Inc.  
P.O. Box 686  
Olean, NY 14760  
Stephen Tripodi, President  
(716) 372-9090  
Fax: (716) 372-9147

Grossman's Inc.  
1102 E. State St.  
Olean, NY 14760  
Manager  
(716) 373-2033

Olean Lumber & Supply Corp.  
224 S. Barry St.  
Olean, NY 14760  
Roy S. Crandall, Treasurer  
(716) 372-6666

Valu Home Center  
2610 W. State St.  
Olean, NY 14760  
Alan Amico, Manager  
(716) 372-8877

### ONEIDA (Madison)

Agway Inc.  
169 Cedar St., P.O. Box 387  
Oneida, NY 13421  
Gerald N. Dowling  
(315) 363-6400

### ONEIDA CASTLE (Madison)

Kime's Home Center  
21 Seneca Ave., Rt. 5  
Oneida Castle, NY 13421  
(315) 363-8031



## NEW YORK

### ONEONTA (Otsego)

**Agway Inc.**  
10 Winney Hill Rd.  
Oneonta, NY 13820  
John Armstrong  
(607) 432-4611

**Archer Building Centers Inc.**  
Route 7  
P.O. Box 947  
Oneonta, NY 13820  
Douglas Heneghan, President  
(607) 433-1843

**Munson's Building Supplies**  
RD 4, Box 562  
Oneonta, NY 13820  
Steve Munson, President  
(607) 432-8756  
Fax: (607) 432-5971

**Pickett Building Materials**  
Rt. 23 Southside, RD 2, Box 2066  
Oneonta, NY 13820  
Arnold Pickett, Owner  
(607) 432-8391  
Fax: (607) 433-6284

### ONTARIO (Wayne)

**Eighty Four Lumber Co.**  
317 Rt 104  
Ontario, NY 14519  
David Lewis  
(315) 524-8607

### ORANGEBURG (Rockland)

**Orangeburg Lumber & Supply Corp.**  
219 Rt 303  
Orangeburg, NY 10962  
George E. Frost, President  
(914) 359-4633

### ORCHARD PARK (Erie)

**Eighty Four Lumber Co.**  
4365 S. Taylor Rd.  
Orchard Park, NY 14127  
Steve Palmer, Manager  
(716) 662-0084

**Quakercraft Millwork Inc.**  
77 S. Davis St.  
Orchard Park, NY 14127  
Gregory Galloway, President  
(716) 662-9346

### OSSINING (Westchester)

**Melrose Lumber Co. Inc.**  
178 Croton Ave.  
Ossining, NY 10562  
Chip Cohen, Vice President  
(914) 941-1888

**Ossining Sash and Door Co. Inc.**  
77 Water St., Box 443  
Ossining, NY 10562  
Fred Rammler, President  
(914) 941-2473  
Fax: (914) 923-3826

### OSWEGO (Oswego)

**T. J. Burke Lumber Corp.**  
38 E. 2nd St.  
Oswego, NY 13126  
William B. Handley, Corporation  
President  
(315) 343-6147  
Fax: (315) 343-2696

**Neal-O'Brien Building & Materials Corp.**  
No. 1 Building Ctr.  
Oswego, NY 13126  
Lawrence W. O'Brien Jr., President  
(315) 343-6242  
Fax: (315) 342-5596

**New Haven Supply**  
ES 1  
Oswego, NY 13126  
Thomas Searles, Partner  
(315) 343-4608

**Raby's Ace Home Center**  
College Plaza  
Oswego, NY 13126  
Peter M. Raby  
(315) 343-2140  
Fax: (315) 343-2945

### OWEGO (Tioga)

**Owego Promart Home Center**  
66 Temple St.  
Owego, NY 13827  
Aaron Gowan, Vice President  
(607) 687-3284  
Fax: (607) 687-5301

**True Value Home Center**  
107 North Ave.  
Owego, NY 13827  
Paul D. Goodrich, Vice President  
(607) 687-2280

### OZONE PARK (Queens)

**Pisnoy Lumber & Trim Co. Inc.**  
83-02 Atlantic Ave.  
Ozone Park, NY 11416  
Howard Pisnoy, Secretary/Treasurer  
(718) 296-6600  
Fax: (718) 296-9226

**Tappa Lumber Inc.**  
106-28 101 Ave.  
Ozone Park, NY 11417  
John Latuga  
(718) 846-7880

### PALATINE BRIDGE (Montgomery)

**Archer Building Centers Inc.**  
Rt. 5, P.O. Box 421  
Palatine Bridge, NY 13428  
(518) 673-2116

### PALMYRA (Wayne)

**Palmyra Building Supply**  
1641 Walker Rd.  
Palmyra, NY 14522  
W. Plassche, Sr.  
(315) 597-4791

**Santelli Lumber Co. Inc.**  
1660 Division St.  
Palmyra, NY 14522  
Elmer J. VerPlank, Store Manager  
(315) 597-4884  
Fax: (315) 597-6191  
Toll-Free: (800) 272-5697

### PARIS STATION (Oneida)

**Lincoln Davies Co. Inc.**  
8689 Summit Rd., RR 3, Box 84 D  
Paris Sta., NY 13456  
Ronald E. Jones, Owner  
(315) 839-5740  
Fax: (315) 839-5380

### PARISH (Oswego)

**Frank E. Miller & Son**  
P.O. Box 387  
Parish, NY 13131  
Robert E. Miller, Owner  
(315) 625-7471

### PATCHOGUE (Suffolk)

**Pergament Patchogue Corp.**  
499 Gateway Plaza  
Patchogue, NY 11772  
(516) 447-2100

### PAWLING (Dutchess)

**Dill's Best Building Centers**  
Rt. 22  
Pawling, NY 12564  
Donald A. Kellam  
(914) 878-3003  
Fax: (914) 878-9545

### PEEKSKILL (Westchester)

**N. Dain's Sons Co. Inc.**  
2 N. Water St., P.O. Box 230  
Peekskill, NY 10566  
Jeffery P. Dain, Vice President  
(914) 737-2000  
Fax: (914) 737-3897

**Panelrama Centers Inc.**  
1701 Main St.  
Peekskill, NY 10566  
Edward J. Enea, President  
(914) 737-4007

**Route 202 Lumber Inc.**  
3795 Crompond Rd.  
Peekskill, NY 10566  
Bruce Rosenberg  
(914) 739-1316

### PELHAM (Westchester)

**Pelham Lumber Mason Supply Co. Inc.**  
435 5th Ave.  
Pelham, NY 10803  
Michael L. Giordano Jr.  
(914) 738-0288

### PELHAM MANOR (Westchester)

**Imperia Bros. Inc.**  
57 Canal Rd.  
Pelham Manor, NY 10803  
Joseph R. Imperia, Secretary/Treasurer  
(914) 738-0900  
Fax: (914) 738-2494  
Telex: (914) 738-2494

### PENFIELD (Monroe)

**Chase-Pitkin Home Center**  
2155 Penfield Rd.  
Penfield, NY 14526  
Building Materials Manager  
(716) 248-3480

### PENN YAN (Yates)

**Carey's Coal & Mason Supplies**  
P.O. Box 433  
Penn Yan, NY 14527  
Frederick Lane, President  
(315) 536-9841

**Knapp & Schlappi Lumber Co. Inc.**  
273 Lake St.  
Penn Yan, NY 14527  
Peter C. Schlappi, Secretary  
(315) 536-3383

### PERRY (Wyoming)

**Burt's Lumber & Building Supply**  
2 Washington Blvd.  
Perry, NY 14530  
Robert Burt, President  
(716) 237-6128

### PHOENIX (Oswego)

**Wickes Lumber Co.**  
P.O. Box 100  
Phoenix, NY 13135  
Manager  
(315) 695-2021

### PINE BUSH (Orange)

**Conklin & Strong Inc.**  
132 Main St., P.O. Box 666  
Pine Bush, NY 12566  
Roger Miller, Manager  
(914) 744-2077

### PINE PLAINS (Dutchess)

**Roe Jan Home Center**  
Rt. 7, P.O. Box 351  
Pine Plains, NY 12567  
Doug Passeri  
(518) 398-5060



## NEW YORK

### PLATTSBURGH (Clinton)

Airport Lumber Inc.  
Military Turnpike Ext.  
Plattsburgh, NY 12901  
Ronnie Marx, President  
(518) 563-3810

Ashley's Home Center  
Tom Millar Rd., RFD 4, Box 556 A  
Plattsburgh, NY 12901  
Robert Smith, Manager  
(518) 561-2338

Gregory Supply Co. Inc.  
P.O. Box 70  
Plattsburgh, NY 12901  
Raymond J. Heatherton, President  
(518) 561-2691  
Fax: (518) 561-2726

Grossman's Inc.  
16 Cornelia St., Rt. 3  
Plattsburgh, NY 12901  
Manager  
(518) 563-6050

Plattsburgh Building Supply Inc.  
15 Hammond Ln.  
Plattsburgh, NY 12901  
Richard E. Venier, President  
(518) 562-2066  
Fax: (518) 562-2069  
Toll-Free: (800) 836-0426

### PORT BYRON (Cayuga)

Port Byron Fuel & Lumber Co.  
167 N. Main St.  
Port Byron, NY 13140  
Dudley Loomis  
(315) 776-5749

### PORT CHESTER (Westchester)

Pergament Port Chester Corp.  
495 Boston Post Rd.  
Port Chester, NY 10573  
(914) 937-4484

### PORT HENRY (Essex)

Bryant's Lumber & Building  
Supplies  
Broad St. Ext., P.O. Box 196  
Port Henry, NY 12974  
Colleen A. Bryant  
(518) 546-7433

### PORT JEFFERSON (Suffolk)

Pergament Port Jefferson Corp.  
Nesconset Hwy. & Canal Rd.  
Port Jefferson, NY 11776  
(516) 331-3762

### PORT JEFFERSON STATION (Suffolk)

Larkfield Lumber & Supply Corp.  
Terryville Lumber Corp.  
1597 Rt 112  
Port Jefferson Sta., NY 11776  
John A. Fornuto, President  
(516) 928-5800  
Fax: (516) 928-6650

### PORT JERVIS (Orange)

Deer Park Lumber Co.  
Rt. 6, P.O. Box 1116  
Port Jervis, NY 12771  
Charles J. Meloi, President  
(914) 856-1122

Neversink Lumber  
95 Jersey Ave., Box 501  
Port Jervis, NY 12771  
Jim Roenner  
(914) 856-5161

### PORT WASHINGTON (Nassau)

Lucas Lumber Co. Inc.  
100 S. Bayles Ave.  
Port Washington, NY 11050  
Jim Lucas  
(516) 883-9200

### PORTLANDVILLE (Otsego)

Wightman Lumber & Building  
Supply  
P.O. Box 386  
Portlandville, NY 13834  
David B. Wightman, Vice President  
(607) 286-9201  
Fax: (607) 286-7136

### PORTVILLE (Cattaraugus)

Hedden Building Supply  
Box J  
Portville, NY 14770  
John Hedden  
(716) 372-4170

### POTSDAM (St. Lawrence)

Bicknell Building Supply  
Potsdam-Canton Rd., P.O. Box 5110  
Potsdam, NY 13676  
Robert D. Bicknell, President  
(315) 265-3900  
Fax: (315) 265-1728

E.E.&C.C. Green Lumber Corp.  
Winthrop Rd., RFD 2  
Potsdam, NY 13676  
John H. Castle, President  
(315) 265-9290

Triple A Lumber Inc.  
Branch Office  
Rt. 5, Box 187  
Potsdam, NY 13676  
William J. Carroll, Manager/Vice  
President  
(315) 265-2350  
Fax: (315) 265-0932

### POUGHKEEPSIE (Dutchess)

Almond's City Lumber Inc.  
18 Pershing Ave.  
Poughkeepsie, NY 12601  
Thomas K. Almond, President  
(914) 454-3020

Fourty-Four Lumber Co.  
1 Love Rd., Rt. 44  
Poughkeepsie, NY 12603  
Robert Reed, President  
(914) 454-7592

Miron Lumber Corp.  
260 Titusville Rd.  
Poughkeepsie, NY 12603  
William L. Malcolm, Manager  
(914) 462-2000  
Fax: (914) 462-8089  
Toll-Free: (800) 836-5862

H. G. Page & Sons Inc.  
Rt. 55, Manchester Bridge  
Poughkeepsie, NY 12603  
Henry G. Page Jr., Vice President  
(914) 452-7130  
Fax: (914) 452-3673

The Windsor Building Supplies Co.  
Inc.  
407 North Rd.  
Poughkeepsie, NY 12601  
Brian S. Hoiem, President  
(914) 452-5300  
Fax: (914) 452-5304

### PULASKI (Oswego)

Deaton's Building & Home Center  
Inc.  
7471 Rome Rd., P.O. Box 203  
Pulaski, NY 13142  
Brant Deaton, President  
(315) 298-5405

G. W. White & Son Inc.  
7701 Rome Rd.  
Pulaski, NY 13142  
B.J. Bacon  
(315) 298-6575  
Fax: (315) 298-3219

### PUTNAM (Putnam)

Putnam Valley Materials  
Morrissey Dr.  
Putnam, NY 10579  
(914) 528-5197

### QUEENS VILLAGE (Queens)

Marks Lumber  
218-39 Hemstead Ave.  
Queens Village, NY 11429  
Arnold Marks  
(718) 465-3730

### QUEENSBURY (Warren)

Northern Homes Inc. - The Sawhorse  
51 Glenwood Ave.  
Queensbury, NY 12804  
John Abbale  
(518) 798-6007  
Fax: (518) 798-3879

Woodbury Lumber  
679 Glen St.  
Queensbury, NY 12804  
Dan Rogers, Vice President/Operations  
(518) 793-2505  
Fax: (518) 793-1267

### RED CREEK (Wayne)

Neal-O'Brien Building Materials  
Main St., P.O. Box 198  
Red Creek, NY 13143  
Scott Malcott, Store Manager  
(315) 754-6225

### REDWOOD (Jefferson)

Rt. 37 Building Supply Inc.  
Rt. 1, Box 421  
Redwood, NY 13679  
Dave E. Bearup, President  
(315) 482-9551  
Fax: (315) 482-4709

### RENSELAER (Rensselaer)

Grossman's Inc.  
96 Columbia Tpke.  
Rensselaer, NY 12144  
Manager  
(518) 462-6601

### RHINEBECK (Dutchess)

Williams Lumber Inc.  
Rt. 9 N., P.O. Box 31  
Rhinebeck, NY 12572-0031  
Kimberley S. Williams, P/A  
(914) 876-WOOD

### RICHFIELD SPRINGS (Otsego)

Bruce Hall Corp.  
14 Main St.  
Richfield Springs, NY  
Greg Hall, President  
(315) 858-1420  
Fax: (315) 858-0380

### RICHMOND HILL (Queens)

Richmond Hill Lumber & Supply  
115-20 Atlantic Ave.  
Richmond Hill, NY 11419  
Frank Devito, President  
(718) 849-7038  
Fax: (718) 849-1675

Timberwolff Lumber & Home Center  
Corp.  
124-20 Jamaica Ave.  
Richmond Hill, NY 11418  
Gene Wolf, President  
(718) 847-4747  
Fax: (718) 805-0140

### RIDGEWOOD (Kings)

Cypress Lumber Co.  
918 Cypress Ave.  
Ridgewood, NY 11385  
Herbert Kloock, President  
(718) 456-1700

(continued)



**RIDGEWOOD (Kings)**  
(continued)

**Forest Builders Supply Inc.**  
74-02 Forest Ave.  
Ridgewood, NY 11385  
Bernard Messing  
(718) 381-5800

**Glendale Lumber Co. Inc.**  
71-21 73 Pl.  
Ridgewood, NY 11385  
J.E. Wagner Jr., President  
(718) 821-1840

**RIPARIUS (Warren)**

**Stephenson Lumber Co. Inc.**  
Riverside Station Rd., P.O. Box A  
Riparius, NY 12862  
Larry E. Stephenson, President  
(518) 494-4733  
Fax: (518) 494-4234

**RIVERHEAD (Suffolk)**

**Nassau Suffolk Lumber & Supply**  
415 Roanoke Ave.  
Riverhead, NY 11901-0202  
(516) 727-2430

**Pergament Riverhead Corp.**  
1101 Old Country Rd.  
Riverhead, NY 11901  
(516) 369-2900

**Port Lumber Corp.**  
101 Kroemer Ave., P.O. Box 1033  
Riverhead, NY 11901  
Jim Latham  
(516) 727-3842  
Fax: (516) 727-0138

**ROCHESTER (Monroe)**  
(continued)

**Wm. B. Morse Lumber Co.**  
Wm. B. Morse & Sons  
340 W. Main St.  
Rochester, NY 14608  
William B. Morse, President  
(716) 328-1400  
Fax: (716) 328-5454

**P&V Lumber Inc.**  
d/b/a Large-Kildea Lumber Co.  
112 Hudson Ave.  
Rochester, NY 14605  
Daniel W. Van Zeilen, President  
(716) 546-2800  
Fax: (716) 546-2876

**Ridge Lumber Inc.**  
610 Hollenbeck St.  
Rochester, NY 14621  
Frank Di Gennaro, Vice President  
(716) 266-7700  
Fax: (716) 266-7717

**Rochester Architectural Millwork**  
Large-Kildea Lumber Co.  
112 Hudson Ave.  
Rochester, NY 14605  
Daniel W. Van Zeilen, Owner  
(716) 546-2990

**Rochester Colonial Manufacturing Co.**  
1794 Lyell Ave.  
Rochester, NY 14606  
Craig W. Marple, Vice President  
(716) 254-8191  
Fax: (716) 328-3895  
Toll-Free: (800) 321-8199

**Rochester Lumber Co.**  
2040 University Ave.  
Rochester, NY 14610  
Frederick Stahl, Chairman of the Board  
(716) 473-8080

**Riverhead Building Supply Corp.**  
303 Ostrander Ave.  
Riverhead, NY 11901  
Edgar Goodale, President  
(516) 727-3650  
Fax: (516) 727-7713

**ROCHESTER (Monroe)**

**Chase-Pitkin Home Center**  
650 Hylan Dr.  
Rochester, NY 14623  
Edward Moreland, Lumber Department  
Manager  
(716) 424-7080

**Chase-Pitkin Home Center**  
2317 Lyell Ave.  
Rochester, NY 14606  
Building Materials Manager  
(716) 429-6180

**Chase-Pitkin Home Center**  
3131 Winton Rd. S.  
Rochester, NY 14623  
Vincent J. Pallifrone, Divisional  
Merchandise Manager  
(716) 427-8100  
Fax: (716) 272-4709

**Chase-Pitkin Home Center**  
3701 Mt. Read Blvd.  
Rochester, NY 14616  
Building Materials Manager  
(716) 865-0810

**Chase-Pitkin Home Center**  
3195 Monroe Ave.  
Rochester, NY 14618  
Building Materials Manager  
(716) 381-2031

**Coldwater Lumber Co. Inc.**  
149 Cherry Rd.  
Rochester, NY 14624  
Kathleen Halloran, Vice President  
(716) 247-3830  
Fax: (716) 247-4279

**Willits Lumber Co. Inc.**  
1015 Chili Ave.  
Rochester, NY 14611  
Norman Willits, President  
(716) 235-1120

**ROCKAWAY BEACH (Queens)**

**Karol Lumber Corp.**  
261 Beach 77th St.  
Rockaway Beach, NY 11692  
Howard Karol  
(718) 634-6677

**H. Weisman & Son Lumber Co.**  
9515 Beach Channel Dr.  
Rockaway Beach, NY 11693  
Leonard Weisman, President  
(718) 474-3700  
Fax: (718) 474-5442

**ROCKY POINT (Suffolk)**

**Thurber Lumber Co. Inc.**  
King Rd., P.O. Box 5849  
Rocky Pt., NY 11778  
A. Myron Keillor, President  
(516) 744-2424  
Fax: (516) 744-2746

**ROME (Oneida)**

**Bartell Lumber Co.**  
8992 Turin Rd., Rt. 26N  
Rome, NY 13440  
Kathleen K. Bartell, Vice President  
(315) 337-8630

**Grossman's Inc.**  
205 S. Madison St.  
Rome, NY 13440  
Manager  
(315) 336-9290

**Giordano Lumber Co. Inc.**  
464 Portland Ave.  
Rochester, NY 14605  
Louis Giordano, President  
(716) 423-0770

**Greece Lumber & Building Supply**  
427 Latta Rd.  
Rochester, NY 14612  
Paul Lane, Vice President  
(716) 663-2523  
Fax: (716) 663-6474

**Lyell Exchange Lumber Co. Inc.**  
551 Lyell Ave.  
Rochester, NY 14606  
Michael Lazzaro, Vice President  
(716) 254-9430  
Fax: (716) 254-4811

**Matthews & Fields Lumber Co. Inc.**  
120 Stonewood Ave., P.O. Box 16165  
Rochester, NY 14616  
John C. Fields, Vice President  
(716) 663-0430

**Wm. B. Morse Lumber Co.**  
Otis Lumber Co.  
936 E. Main St.  
Rochester, NY 14605  
John Wadsworth, Manager  
(716) 454-1520

**Wm. B. Morse Lumber Co.**  
Morse Sash & Door Co.  
40 Jarley Rd.  
Rochester, NY 14623-3126  
Walter W. Morse, Treasurer  
(716) 475-1010  
Fax: (716) 475-1061

(continued)

**Rome General Lumber Co.**  
529 Erie Blvd. W.  
Rome, NY 13440  
Louis Gifune  
(315) 336-2600

**RONKONKOMA (Suffolk)**

**Ronkonkoma Lumber Inc.**  
15 Hawkins Ave.  
Ronkonkoma, NY 11779  
Mario Dimeo, Vice President  
(516) 588-8500

**ROOSEVELT (Nassau)**

**Sigman Lumber Co. Inc.**  
396 Nassau Rd.  
Roosevelt, NY 11575  
Gary Sigman, Vice President  
(516) 379-2161

**ROSCOE (Sullivan)**

**Roscoe Lumber Yard Inc.**  
P.O. Box 100  
Roscoe, NY 12776  
Peter Avantier  
(607) 498-4131

**ROSEDALE (Nassau)**

**Pergament Woodmere Corp.**  
253-01 Rockaway Blvd.  
Rosedale, NY 11422  
(516) 569-6010

**Rosedale Bell Lumber, Inc.**  
244-19 Merrick Blvd.  
Rosedale, NY 11422  
Steve Natter  
(718) 525-1534



**ROSLYN (Nassau)**

Nassau Suffolk Lumber & Supply  
Roslyn Branch  
Roslyn, NY 11576  
(516) 621-7676

U.S. Lumber & Supply Corp.  
143 Shrub Hollow Rd.  
Roslyn, NY 11576  
Michael Alter, President  
(516) 599-0095  
Fax: (516) 599-1603

**ROUSES POINT (Clinton)**

Chazy Hardware Building Supply  
Center Inc.  
44 Lake St.  
Rouses Pt., NY 12979  
Bruce LaDue, Vice President  
(518) 297-2989

**ROXBURY (Delaware)**

Archer Building Centers Inc.  
Stratton Fall Rd.  
Roxbury, NY 12474  
Daniel O'Neil  
(607) 326-4111

**SAINT JAMES (Suffolk)**

Narnoc Corp.  
St. James Lumber Co.  
547 Lake Ave.  
St. James, NY 11780  
Graham B. Conran  
(516) 584-5140

Sider Lumber Servistar Co.  
711 Middle Country Rd.  
St. James, NY 11780  
Frank Sider, President  
(516) 265-1012  
Fax: (516) 265-1077

**SAINT JOHNSTOWN (Montgomery)**

C.H. Burkdorf & Son Inc.  
35 Hough St.  
St. Johnstown, NY 13452  
Richard L. Burkdorf  
(518) 568-7016

**SALAMANCA (Cattaraugus)**

Forbush Lumber of Salamanca Inc.  
264 River Rd.  
Salamanca, NY 14779  
William Thompson  
(716) 945-3800

**SALEM (Washington)**

Ondawa Agway Coop. Inc.  
Railroad Yard, P.O. Box 609  
Salem, NY 12865  
Carl Shaw, Manager  
(518) 854-7414  
Fax: (518) 854-7415

**SALT POINT (Dutchess)**

Williams Lumber & Fuel Corp.  
Cottage St.  
Salt Pt., NY 12578  
Robert A. Barringer, Vice President  
(914) 266-3435

**SANBORN (Niagara)**

D.F. Calkins Lumber Co. Inc.  
2874 Niagara St., P.O. Box 207  
Sanborn, NY 14132  
Paul H. Calkins, Vice President  
(716) 731-3213  
Fax: (716) 625-9781

Handy Andy Discount Lumber  
Building Materials  
2395 Lockport Rd.  
Sanborn, NY 14132  
James A. Heider  
(716) 731-5100

**SANDY CREEK (Oswego)**

Sancona Builders Supply Inc.  
9175 N. Main St., P.O. Box 310  
Sandy Creek, NY 13145-0310  
John Wing, Vice President  
(315) 387-3111

**SARANAC LAKE (Franklin)**

Branch & Callanan Inc.  
16 Depot St.  
Saranac Lake, NY 12983  
Wm. C. Distin, President  
(518) 891-3212  
Fax: (518) 891-3213

Gendron Lumber Inc.  
9 Dorsey St., P.O. Box 631  
Saranac Lake, NY 12983-0631  
Philip LaLonde  
(518) 891-2525

Grossman's Inc.  
199 N. Broadway  
Saranac Lake, NY 12983  
Manager  
(518) 891-1450

Woodbury Interstate Corp.  
Lake Colby Dr., P.O. Box 350  
Saranac Lake, NY 12983  
Rob Baskin, Manager  
(518) 891-0224  
Fax: (518) 891-0435

**SARATOGA SPRINGS (Saratoga)**

Allerdice Building Supply  
Division & Walworth Sts.  
Saratoga Springs, NY 12866  
Wallace Allerdice, President  
(518) 584-5533

Woodbury Lumber  
RD 8, Rt 50  
Saratoga Springs, NY 12866  
Glenn Allen  
(518) 583-2910

**SAUGERTIES (Ulster)**

Saugerties Lumber Co. Inc.  
Ulster Ave., P.O. Box 449  
Saugerties, NY 12477  
Stewart Christianson, Manager  
(914) 246-4915

**SAVANNAH (Wayne)**

Secor Lumber Co. Inc.  
W. Church St., P.O. Box 248  
Savannah, NY 13146  
Brian Secor  
(315) 365-3221

**SCHAGHTICOKE (Rensselaer)**

Wiley Bros. Inc.  
Box 59  
Schaghticoke, NY 12154  
David W. Moore, Manager  
(518) 753-4266

**SCHENECTADY (Schenectady)**

Bellevue Builders Supply Inc.  
500 Duaneburg Rd.  
Schenectady, NY 12306  
Joseph Lucarelli, President  
(518) 355-7190

The Friends Lumber Co. Inc.  
822 Worcester Dr.  
Schenectady, NY 12309  
David J. Peters, Vice President  
(518) 372-5476

Grossman's Inc.  
1410 Erie Blvd.  
Schenectady, NY 12305  
Manager  
(518) 374-8445

Park Building Supplies  
706 Kings Rd.  
Schenectady, NY 12304  
James J. Venezia, Manager  
(518) 372-8253  
Fax: (518) 372-3076

**SCHROON LAKE (Essex)**

Curtis Lumber Co. Inc.  
P.O. Box 536  
Schroon Lake, NY 12870  
Dal Langworthy  
(518) 532-7994; (518) 585-7994  
Fax: (518) 532-7048

**SCHUYLERVILLE (Saratoga)**

Curtis Cash & Carry  
Saratoga St.  
Schuylerville, NY 12871  
John Kirk, Manager  
(518) 695-3242

**SCOTIA (Schenectady)**

Funston Wholesale Corp.  
d.b/a Funston of Scotia  
220 Vley Rd.  
Scotia, NY 12302  
David L. Schweizer, President  
(518) 346-0867; (518) 372-4749

**SEA CLIFF (Nassau)**

Harbor Lumber Co. Inc.  
269 Glen Cove Ave.  
Sea Cliff, NY 11579  
Herbert Schnipper, President  
(516) 676-0914  
Fax: (516) 676-0682

**SEAFORD (Nassau)**

Price-Melco Building Supply Co.  
3771 Merrick Rd.  
Seaford, NY 11783  
Mel Schwartz, President  
(516) 785-8690

**SELKIRK (Albany)**

Wickes Lumber Co.  
Hwy. 9W & Pictuary Rd., P.O. Box 98  
Selkirk, NY 12158  
Larry Howe  
(518) 767-2201  
Fax: (518) 767-3360  
Toll-Free: (800) 926-2219

**SENECA FALLS (Seneca)**

Ferrara & Sons Building Supplies  
26 W. Bayard St.  
Seneca Falls, NY 13148  
Matthew A. Ferrara  
(315) 568-9431

Peterman Lumber  
3149 Rt 414 S.  
Seneca Falls, NY 13148  
Robert Peterman, President  
(315) 568-4422

**SHERBURNE (Chenango)**

Webb & Sons Inc.  
P.O. Box 613  
Sherburne, NY 13460  
Janice Gregory, Manager  
(607) 674-2533  
Fax: (607) 674-4970

**SHIRLEY (Suffolk)**

Roxbury Lumber & Supply Co.  
675 Montauk Hwy.  
Shirley, NY 11967  
Edward R. Barker  
(516) 281-2152



## NEW YORK

### SHRUB OAK (Westchester)

Lakeland Lumber Corp.  
E. Main St., P.O. Box 337  
Shrub Oak, NY 10588  
David Mihalchik  
(914) 245-5050

### SIDNEY (Delaware)

Archer Building Center  
101 Main St.  
Sidney, NY 13838-1122  
Terry Barkley, Manager  
(607) 563-2004

### SIDNEY CENTER (Delaware)

Jess F. Howes Inc.  
Main St., P.O. Box 188  
Sidney Ctr., NY 13839  
Bruce J. Howes, President  
(607) 369-3051

### SKANEATELES (Onondaga)

Buttolph Lumber Co. Inc.  
Buttolph Supply  
1410 E. Genesee St., P.O. Box 549  
Skaneateles, NY 13152  
Edward A. Buttolph, President  
(315) 685-3402  
Fax: (315) 685-0424  
Toll-Free: (800) 962-0346

Skaneateles Supply Co. Inc.  
61 Fennell St., P.O. Box 129  
Skaneateles, NY 13152  
Herbert W. Edwards Jr., President  
(315) 685-5748

### SLOATSBURG (Orange)

Bratt & Doxey Supply Co.  
99 Sterling Mine Rd.  
Sloatsburg, NY 10974-2633  
(914) 753-5400

### SPECULATOR (Hamilton)

Stephenson Lumber Co. Inc.  
Rt. 8  
Speculator, NY 12164  
James Weaver, Manager  
(518) 548-7521

### SPENCER (Tioga)

Spencer Cooperative Society Inc.  
77 Railroad Ave.  
Spencer, NY 14883  
John Marcovich, Manager  
(607) 589-4436

### SPENCERPORT (Monroe)

Spencerport Building Materials Inc.  
4655 Ridge Rd. W.  
Spencerport, NY 14559  
Carmen Amodio, President  
(716) 352-1050

### SPEONK (Suffolk)

Speonk Lumber Corp.  
Montauk Hwy., P.O. Box A  
Speonk, NY 11972  
Dennis G. Smith, President  
(516) 325-0303

### SPRING VALLEY (Rockland)

Beckerle Lumber Supply Co. Inc.  
3 Chestnut St., P.O. 649  
Spring Valley, NY 10977  
Pete Beckerle, President  
(914) 356-1600

Pergament Spring Valley Corp.  
Airport Executive Bypass Rd., Spring  
Valley Market Pl.  
Spring Valley, NY 10977  
(914) 352-1300

### SMITHTOWN (Suffolk)

Nassau Suffolk Lumber & Supply  
Corp.  
102 W. Main St.  
Smithtown, NY 11787  
Gary Terrasi  
(516) 265-1000

### SODUS (Wayne)

Plassche Lumber Co. Inc.  
6065 S. Geneva Rd.  
Sodus, NY 14551  
Deb Kuhner, Manager  
(315) 483-9895

Santelli Lumber Co. Inc.  
47 Maple Ave.  
Sodus, NY 14451  
Anthony Santelli, President  
(315) 483-2075  
Fax: (315) 483-2078

### SOLVAY (Onondaga)

DeSpirito Lumber & Mason Supply  
102-104 First St.  
Solvay, NY 13209  
William DeSpirito, President  
(315) 468-6285

Tarolli Lumber Co. Inc.  
520 Charles Ave.  
Solvay, NY 13209  
Eugene D. Tarolli, President  
(315) 488-5493

### SOUTH FALLSBURG (Sullivan)

Fallsburg Lumber Co.  
Laurel Ave., P.O. Box 149  
S. Fallsburg, NY 12779  
Monroe Levine, President  
(914) 434-6161

### SPRINGFIELD (Queens)

Lumber Giant Inc.  
Lumber Headquarters Inc.  
131-15 Merrick Blvd.  
Springfield, NY 11413  
(718) 276-7200

### SPRINGFIELD GARDENS (Queens)

Preferred Lumber & Building  
Materials Corp.  
140-20 Springfield Blvd.  
Springfield Gardens, NY 11413  
James Valentine, Owner  
(212) 528-0091

### SPRINGVILLE (Erie)

Salzler Brothers Inc.  
270 W. Main St.  
Springville, NY 14141  
Tom Dubay, President  
(716) 592-2876

### STAMFORD (Delaware)

Eklund Building Supply Inc.  
P.O. Box 190  
Stamford, NY 12167-0190  
George S. Lynch Jr., President  
(607) 652-7356  
Fax: (607) 652-2014

### STATEN ISLAND (Richmond)

Diener Park Lumber & Building  
Supply  
166 Clove Rd.  
Staten Island, NY 10310  
Suk N. Park, President  
(718) 981-2132  
DiLeo's True Value Hardware &  
Home Center  
1413 Hylan Blvd.  
Staten Island, NY 10305  
Vic DiLeo, President  
(718) 351-4646

Sternberg Lumber  
Trolley Rd., P.O. Box 650  
S. Fallsburg, NY 12779  
Jeffrey Sternberg  
(914) 434-4460

### SOUTH OZONE (Queens)

Ozone Park Lumber  
128-13 Rockaway Blvd.  
S. Ozone, NY 11420  
Mario Fosschi  
(718) 835-8400

### SOUTH OZONE PARK (Queens)

New Era Lumber Industries  
123-24 Rockaway Blvd.  
S. Ozone Park, NY 11420  
Frank Russo, Vice President  
(718) 835-8400  
Fax: (718) 835-8169

### SOUTH SALEM (Westchester)

Ring's End of Lewisboro Inc.  
RR 2, P.O. Box 68  
S. Salem, NY 10590  
Charles H. Dorsey  
(914) 533-2517  
Fax: (914) 533-2078

### SOUTHAMPTON (Suffolk)

Southampton Lumber Corp.  
25 Powell Ave., P.O. Box 3003  
Southampton, NY 11968  
H. Merrill Becker Jr., President  
(516) 283-2000  
Fax: (516) 283-2054

### SOUTHOLD, L.I. (Suffolk)

Southold Lumber Co. Inc.  
P.O. Box 1088  
Southold, L.I., NY 11971  
(516) 765-2552

John J. Doody & Son Inc.  
1677 Victory Blvd.  
Staten Island, NY 10314  
Peter Doody  
(718) 273-2896

H.S. Farrell Inc.  
2076 Richmond Terrace  
Staten Island, NY 10302  
Bob Farrell  
(718) 442-0038

Garber Building Supplies Inc.  
98 Greenfield Ave.  
Staten Island, NY 10304  
Larry Garber  
(718) 447-2122  
Fax: (718) 447-6745

Kogel/Giant  
Giant Supply Corp.  
2200 Arthur Kill Rd.  
Staten Island, NY 10309  
Harold Shapiro, Manager  
(718) 948-7500  
Fax: (718) 317-1549

Kotzen Lumber Co. Inc.  
2129 Richmond Terrace  
Staten Island, NY 10302  
Frank Reffler, President  
(718) 442-2990

New Dorp Lumber Corp.  
1375 N. Railroad Ave.  
Staten Island, NY 10306  
Edward F. Ralph  
(718) 351-1100  
Fax: (718) 979-9790

(continued)



## NEW YORK

### STATEN ISLAND (Richmond)

(continued)

Pergament Staten Island Corp.  
2795 Richmond Ave.  
Staten Island, NY 10314  
(718) 761-1708

Springstead Lumber Co.  
4255 Amboy Rd.  
Staten Island, NY 10308  
(718) 984-0300

Terminal Lumber Co.  
130 Union Ave.  
Staten Island, NY 10303  
(718) 447-6418

### SYLVAN BEACH (Oneida)

Koster Building Supply Inc.  
Rts. 13 & 49  
Sylvan Beach, NY 13157  
Larry Hobbs, President  
(315) 762-4445

### SYRACUSE (Onondaga)

Agway Inc.  
P.O. Box 4853  
Syracuse, NY 13221  
Lee Goyette  
(315) 449-7614  
Fax: (315) 449-7289

Giarrusso Building Supplies Inc.  
101 Eastern Ave.  
Syracuse, NY 13211  
Vincent J. Giarrusso, President/CEO  
(315) 432-9178  
Fax: (315) 463-6801

Luber Supply Co.  
690 State Fair Blvd.  
Syracuse, NY 13209  
Robert J. Luber, Vice President  
(315) 487-8787

Stelican Lumber  
Div. of Minfelt Wholesale  
1850 Lemoyne Ave., P.O. Box 127  
Syracuse, NY 13211  
Duncan Mackey, Manager  
(315) 455-7325  
Fax: (315) 455-9273  
Toll-Free: (800) 525-2260

### TALLMAN (Rockland)

Geiger Lumber & Supply Co. Inc.  
Rt. 59  
Tallman, NY 10982  
George Doremus, Buyer  
(914) 357-1800  
Fax: (914) 357-6004

### TANNERSVILLE (Greene)

Tannersville Supply Corp.  
304 Bloomer Rd., P.O. Box 1080  
Tannersville, NY 12485  
Ronald Wagner, CEO  
(518) 589-5200  
Fax: (518) 589-6156

### TICONDEROGA (Essex)

Woodbury Lumber  
Hague Rd.  
Ticonderoga, NY 12883  
Duane Ferguson  
(518) 585-2818

### TONAWANDA (Erie)

Eighty Four Lumber Co.  
2285 Military Rd.  
Tonawanda, NY 14150  
Gerald Underwood, Manager  
(716) 695-3784

Valu Home Center #19  
4264 Delaware Ave.  
Tonawanda, NY 14150  
Ronald Montgomery, Manager  
(716) 694-8151

### TOTTENVILLE (Richmond)

Tottenville Lumber & Supply Co.  
6767 Amboy Rd.  
Tottenville, NY 10307  
Margaret Seamann, President  
(212) 894-2620

### TROY (Rensselaer)

Collins Lumber Corp.  
2742 6th Ave. N.  
Troy, NY 12180  
Edward W. Collins  
(518) 274-1300  
Fax: (518) 274-0404

Pollock Home Center  
720 Hoosick Rd.  
Troy, NY 12180  
Mark Pollock  
(518) 758-7075

Raymertown Supply Co. Inc.  
RD 1, Box 123  
Troy, NY 12180  
Jeff Dimaggio, Manager  
(518) 663-5500  
Fax: (518) 663-5002

### TRUMANSBURG (Tompkins)

Millspaugh Brothers Inc.  
50 1/2 Cayuga St.  
Trumansburg, NY 14886  
Dennis A. Millspaugh, President  
(607) 387-4641

### TUCKAHOE (Westchester)

Walter J. Conlin Supply Co. Inc.  
57-65 Marbledale Rd.  
Tuckahoe, NY 10707-3442  
Robert Conlin, Owner  
(914) 961-3018; (914) 961-3019

### TULLY (Onondaga)

Tully Building Supply Inc.  
24 Onondaga St., P.O. Box 677  
Tully, NY 13159  
Thomas R. Dando, President  
(315) 696-8984

### TUPPER LAKE (Franklin)

C.E.L. Lumber Co.  
9 Main St.  
Tupper Lake, NY 12986  
Donald La Barge  
(518) 359-3491

Tupper Lake Supply Co. Inc.  
P.O. Box H  
Tupper Lake, NY 12986  
James Dattola, Manager  
(518) 359-3491

### UTICA (Oneida)

Cavo Builders Supplier Inc.  
1027 Jefferson Ave.  
Utica, NY 13501  
Alfonso Cavo, President/Owner  
(315) 724-5970  
Fax: (315) 724-8489  
Toll-Free: (NY) (800) 448-3133

Grossman's Inc.  
498 French Rd.  
Utica, NY 13502  
Manager  
(315) 733-7546

### VAILS GATE (Orange)

Strober King Building Supply Center  
125 Temple Hill Rd., P.O. Box 726  
Vails Gate, NY 12584  
Robert A. Merkl, Vice President  
(914) 562-5442  
Fax: (914) 562-8940

### VALATIE (Columbia)

Dieckelmann Millwork Inc.  
Rt. 9  
Valatie, NY 12184  
Wayne Van Allen, President  
(518) 784-2152  
Fax: (518) 784-4230

Mario's True Value Home Center  
Rt. 9  
Valatie, NY 12184  
Stewart Eaton, Manager  
(718) 758-7075

### VALLEY STREAM (Suffolk)

Strober Long Island Building  
Material Center  
370 W. Merrick Rd.  
Valley Stream, NY 11580  
Richard Schaefer  
(516) 561-2700

### VERNON (Oneida)

Grant's Building Supply Corp.  
Rt. 5 Seneca Tpke., P.O. Box 494  
Vernon, NY 13476  
Keith E. Grant, President  
(315) 829-2105

### VESTAL (Broome)

Grossman's Inc.  
400 Front St.  
Vestal, NY 13850  
Manager  
(607) 154-1770

### VICTOR (Ontario)

Victor Coal & Lumber Co. Inc.  
32 School St.  
Victor, NY 14564  
L. Kenneth Bliss, President  
(716) 924-3032  
Fax: (716) 924-2301

### VOORHEESVILLE (Albany)

W.W. Crannell Lumber Co. Inc.  
18 S. Main St., Box 302  
Voorheesville, NY 12186  
Richard W. Crannell, President  
(518) 765-2377

### WADDINGTON (St. Lawrence)

Caswell True Value  
St. Lawrence Ave.  
Waddington, NY 13694  
Terry Caswell, Owner/Manager  
(315) 388-5914

Tiernan Discount Home Center  
Rt. 37, P.O. Box 723  
Waddington, NY 13694  
Joseph F. Tierman  
(315) 388-5623  
Fax: (315) 388-5623  
Toll-Free: (800) 445-4554

### WADING RIVER (Suffolk)

Stamen Building Material Corp.  
Rt. 25A & Sound Ave.  
Wading River, NY 11767  
Bob Palmer  
(516) 929-8200

### WALDEN (Orange)

Wickes Lumber Co.  
P.O. Box 231  
Walden, NY 12586  
Manager  
(914) 778-7501

### WALTON (Delaware)

Tweedies Building Supplies  
25 West St.  
Walton, NY 13856  
John B. Tweedie, President  
(607) 865-4389



## NEW YORK

### WAPPINGERS FALLS (Dutchess)

East Fishkill Railroad Tie Co. Inc.  
RD 3, Rt. 376  
Wappingers Falls, NY 12590  
Louis Balducci, Jr., President  
(914) 226-4912  
Fax: (914) 227-6866

Grossman's Inc.  
Albany Post Rd., Rt. 9  
Wappingers Falls, NY 12590  
Manager  
(914) 297-5735

### WARRENSBURG (Warren)

Curtis Lumber  
106 River St.  
Warrensburg, NY 12885  
Carlton R. Griffin, Regional Manager  
(518) 623-3261  
Fax: (518) 623-3154  
Toll-Free: (800) 527-3717

### WARSAW (Wyoming)

Montgomery's Bldg. Supplies Inc.  
100 Allen St., Box 88  
Warsaw, NY 14569  
James K. Montgomery, President  
(716) 786-2510; (716) 786-8660

### WARWICK (Orange)

Conklin & Strong Inc.  
Conklin Home & Building Centers  
33 South St., P.O. Box 310  
Warwick, NY 10990  
Howard Conklin, President  
(914) 986-7788  
Fax: (914) 986-2258

### WASHINGTONVILLE (Orange)

Spear Brothers Lumber  
37 South St., Rt. 208  
Washingtonville, NY 10992  
Edward Spear, President  
(914) 496-7741  
Fax: (914) 496-6889  
Toll-Free: (800) 836-8660

### WATERLOO (Seneca)

Wickes Lumber Co.  
2359 NYS Rt 414, P.O. Box 317  
Waterloo, NY 13165-0317  
Gregg Card  
(315) 539-9246  
Fax: (315) 539-5489

### WATERTOWN (Jefferson)

Grossman's Inc.  
1040 Bradley St.  
Watertown, NY 13601  
Manager  
(315) 782-8100

Minfelt Building Supply  
434 Eastern Blvd., P.O. Box 567  
Watertown, NY 13601  
Larry La Vere, Vice President  
(315) 782-6393  
Fax: (315) 782-3680  
Wats: (800) 962-7633

Riverside Materials  
1015 Water St.  
Watertown, NY 13601  
Patrick Nulty  
(315) 782-9116

Watertown Builders Supply Co. Inc.  
217 High St., P.O. Box 839  
Watertown, NY 13601  
Barton J. Biondolillo, Vice President  
(315) 788-1500  
Fax: (315) 788-3901

G. W. White & Sons Inc.  
231 N. Rutland St.  
Watertown, NY 13601  
Roger W. White Jr., Vice President  
(315) 788-6200  
Fax: (315) 788-1892

Wickes Lumber Co.  
RR 3, Box 390-A  
Watertown, NY 13601  
Manager  
(315) 782-0700

### WATERVILLE (Oneida)

Wickes Lumber Co.  
P.O. Box 430  
Waterville, NY 13480  
Manager  
(315) 841-4176

### WATERVLIET (Albany)

R. Retallick & Sons Inc.  
6 Cohoes Rd.  
Watervliet, NY 12189  
A. Richard Dzembo, President  
(518) 273-1223

### WATKINS GLEN (Schuyler)

Watkins Glen Lumber Inc.  
E. Third St.  
Watkins Glen, NY 14891  
Kevin Murphy, Regional Manager  
(617) 535-4423

### WAYLAND (Steuben)

Rogers & Tenbrook  
106 Shults St.  
Wayland, NY 14572  
Kevin Kilbourne, President  
(716) 728-5270



## NEW YORK

### WEBSTER (Monroe)

Chase-Pitkin Home Center  
1950 Empire Blvd.  
Webster, NY 14580  
Building Materials Manager  
(716) 671-8844

Webster Lumber Co. Inc.  
799 Holt Rd., P.O. Box 310  
Webster, NY 14580  
John Martin  
(716) 872-3100

### WELLSVILLE (Allegany)

Fassett Lane Building & Home  
Center  
4301 Fassett Ln.  
Wellsville, NY 14895  
Peter Hancher  
(716) 593-2596

South Main Lumber  
126 S. Main St.  
Wellsville, NY 14895  
Gene Monroe  
(716) 593-4601

### WEST BABYLON (Suffolk)

Babylon Lumber Corp.  
Lumber Headquarters Inc.  
580 Sunrise Hwy.  
W. Babylon, NY 11704  
(516) 581-6900

Grossman's Inc.  
580 W. Main St., Montauk Hwy., W.B.  
W. Babylon, NY 11704  
Manager  
(516) 422-1456

### WEST COXSACKIE (Greene)

Pioneer Lumber & Fuel Ltd.  
Railroad Ave.  
W. Coxsackie, NY 12192  
Ronald Herron, Owner  
(518) 756-2731

### WEST HAMPTON BEACH (Suffolk)

N.B. Rogers & Son Inc.  
98 Depot Rd.  
W. Hampton Beach, NY 11978  
Michael D. Shene, Vice President  
(516) 288-1077  
Fax: (516) 288-0789

### WEST HEMSTEAD (Nassau)

Five Star Lumber Co.  
401 Walton St.  
W. Hemstead, NY 11552  
(516) 872-2700

### WEST HENRIETTA (Monroe)

Henrietta Building Supplies Inc.  
145 Erie Station Rd.  
W. Henrietta, NY 14586  
Gary Pankratz, Vice President  
(716) 334-4020  
Fax: (716) 334-0247

### WEST LEBANON (Columbia)

Harry B. Hicks Lumber Co. Inc.  
Rt. 20, P.O. Box 98  
W. Lebanon, NY 12195  
Harry R. Hicks, President  
(518) 794-8111  
Fax: (518) 794-8555

### WEST NYACK (Rockland)

Beckerle Lumber Supply Co. Inc.  
52 Virginia Ave., P.O. Box 345  
W. Nyack, NY 10994  
Richard T. Post, Manager  
(914) 358-3400  
Fax: (914) 358-1365

### WEST SENECA (Erie)

Classic Window & Door  
14 Ransier Dr.  
W. Seneca, NY 14224  
Ronald Watroba, Vice President  
(716) 675-8720

Quality Lumber & Builders Supply  
Co. Inc.  
1700 Union Rd.  
W. Seneca, NY 14224  
James J. Flury, President  
(716) 674-3422  
Fax: (716) 674-4152

### WESTBURY (Nassau)

Pergament Home Centers Inc.  
525 Old Country Rd.  
Westbury, NY 11590  
(516) 333-6100

Westbury Lumber Co. Inc.  
349 Union Ave.  
Westbury, NY 11590  
Andrew Maneri, President  
(516) 334-2676

### WESTFIELD (Chautauqua)

Farr Building Supplies Inc.  
44-52 English St.  
Westfield, NY 14787  
Charles Smith, President  
(716) 326-2164

### WEVERTOWN (Warren)

T. C. Murphy Lumber Co. Inc.  
Rt. 8  
Wevertown, NY 12886  
George R. Van Voorhis III  
(518) 251-2424  
Fax: (518) 251-2427

### WHITE PLAINS (Westchester)

New Point of View Inc.  
81 Russell St.  
White Plains, NY 10606  
Stewart Jobson, President  
(914) 949-8012  
Fax: (914) 949-8055

Pergament White Plains Corp.  
Rt. 129, Crossroads Shopping Center  
White Plains, NY 10607  
(914) 761-2800

C.G. Swackhamer Inc.  
139 Westmoreland Ave.  
White Plains, NY 10606  
James A. McLaren, President  
(914) 949-0564

### WHITEHALL (Washington)

MacLeod's Lumber and Hardware  
Rt. 4, P.O. Box 217  
Whitehall, NY 12887  
Loren Bartholomew, Owner  
(518) 499-0213

### WHITESTONE (Queens)

Whitestone Lumber Corp.  
148-02 14 Ave.  
Whitestone, NY 11357  
Charles Boyer  
(718) 746-4400  
Fax: (718) 767-1748

### WHITNEY POINT (Broome)

Greene's Do-It-Center  
2569 Main St., P.O. Box 252  
Whitney Pt., NY 13862  
Douglas M. Greene, President  
(607) 692-3400

### WILMINGTON (Essex)

Haselton Lumber Co. Inc.  
HCR 2, Box 100  
Wilmington, NY 12997  
Charles E. Haselton, President  
(518) 946-2233  
Fax: (518) 946-2244  
Toll-Free: (800) 242-2233  
Wats: (800) 242-2233

### WINDHAM (Greene)

GNH Lumber Inc.  
P.O. Box 219  
Windham, NY 12496  
Randall Ingalls, President  
(518) 734-3760  
Fax: (518) 734-3436

### WINDSOR (Broome)

Colwell Electric & Building Supply  
P.O. Box 365  
Windsor, NY 13865-0365  
Floyd Colwell, President  
(607) 655-2673

### WOLCOTT (Wayne)

Russell Fuel & Supply Co. Inc.  
53 W. Main St., P.O. Box 219  
Wolcott, NY 14590  
Charles W. Frederick, President  
(315) 594-8031  
Fax: (315) 594-2486

Wayuga Builders & Supply  
Rt. 104  
Wolcott, NY 14590  
Lyon Caster  
(315) 394-9511

### WOODSIDE (Queens)

Supro Building Products Corp.  
48-16 70th St.  
Woodside, NY 11377  
Steven Clancy  
(212) 429-5110  
Fax: (718) 672-3069  
Toll-Free: (800) 822-8251

### WURTSBORO (Sullivan)

Conklin & Strong Inc.  
Pennsylvania Ave., South Rd.  
Wurtsboro, NY 12790  
Frank Fischer, Manager  
(914) 888-2478

### WYOMING (Wyoming)

W.G. Handyside Store Inc.  
46 Main St.  
Wyoming, NY 14591  
L. Stratearn, President  
(716) 495-6410

### YONKERS (Westchester)

Lockwood Lumber  
382 Saw Mill River Rd.  
Yonkers, NY 10701  
Herbert Lockwood, President  
(914) 965-3300  
Fax: (914) 965-4984

Navillus Inc.  
547 Yonkers Ave.  
Yonkers, NY 10704  
Helen Sullivan, President  
(914) 969-5700

Pergament Yonkers Corp.  
2478 Central Pk. Ave.  
Yonkers, NY 10710  
(914) 779-7400

Yonkers Lumber Co. Inc.  
494 Saw Mill River Rd.  
Yonkers, NY 10701  
Fredric Selsky, Vice President  
(914) 969-5588



## APPENDIX V

### MANUFACTURER, WHOLESALER, MANUFACTURERS' AGENT AND SERVICE DIRECTORY

Appendix V begins with an alphabetical listing of company names only categorized under each of the above headings. Next is the product directory listing the various material suppliers. Following this is an alphabetical directory which includes the address, phone, contact, branch city and sales representatives.



## ► Manufacturers

American Stone-Mix Inc.  
Andersen Corp.  
Armor Bond Building Products Inc.  
Bird Inc.  
Brescia Pole Buildings Inc.  
CBM Distributors Inc.  
Caradco Corp.  
P.H. Chadbourne & Co.  
Chemical Specialties Inc.  
Cook & Dunn Paint Corp.  
Dalton Enterprises/Copeland Co.  
Diamond Lumber Division  
Domtar Gypsum  
Donat Flamand Inc.  
Dow North America  
Duo-Temp  
Fabral-Alcan Building Products  
GAF Building Materials Corp.  
General Products Co. Inc.  
Georgia-Pacific Corp.  
Gold Bond Building Products  
(Division of National Gypsum)  
Gothic Cabinet Craft Inc.  
The Grillco Corp.  
Hancock Lumber Co. Inc.  
Hickson Corp.  
Homasote Co.  
IKO Manufacturing Inc.  
Ideal Concrete Block Co.  
Insula-Dome Skylights  
KSI Building Products Inc.  
Kasson & Keller Inc.  
Lambton Manufacturing Ltd.  
Lock-Wood Ltd.  
Maine Wood Treaters Inc.  
Makita USA Inc.  
Marvin Windows & Doors  
Maze Nails  
(Division of W.H. Maze Co.)  
Merrillat Industries Inc.  
Monsey Products Inc.  
Morgan Products Ltd.  
Nomix Corp.  
Northeast Treaters Inc.  
Northern Globe Building Materials Inc.  
Owens-Corning Fiberglas Corp.  
Package Pavement Co. Inc.  
Peachtree Windows & Doors Inc.  
Ply\*Gem Industries  
Ply\*Gem Manufacturing  
Quikrete-Boston  
Robbins Lumber Co. Inc.  
Rochester Colonial Manufacturing Co.  
Roll Lock Truss Co.  
Roto Frank of America Inc.  
Schlage Lock Co.  
Senco Products Inc.  
Simpson Strong-Tie Inc.  
S.R. Sloan Inc.  
The Taney Corp.  
Thermo-Vu Sunlite Industries Inc.  
Tolleson Lumber Co. Inc.  
Unadilla Laminated Products  
(Division of Unadilla Silo Co. Inc.)

United States Gypsum Co.  
Velux-America Inc.  
Ventarama Skylights Inc.  
Vetter  
Wes-Pine Windows & Doors Inc.  
Western Reserve Plastics  
Wood Structures Inc.  
Young Furniture Manufacturing Inc.

## ► Wholesalers

Ace Hardware Corp.  
Adam Wholesalers  
American Building Products Co.  
American International Forest Products  
American Lumber Co. Inc.  
American Saturated Felt Co.  
Architects Hardware & Specialty Co. Inc.  
Atlantic Building Products Corp.  
Atlantic Plywood Corp.  
Atlantic Pre-Hung Doors Inc.  
Avon Wholesale Supply Co.  
B.B. & S. Treated Lumber Corp.  
Babcock Lumber Co.  
Bay Ridge Panel & Veneer  
Baystate Forest Products  
Bestway Enterprises  
Bestway of New England  
Black Millwork Co. Inc.  
Blount Doors & Millwork  
Boston Cedar Inc.  
A.J. Boyd Industries Inc.  
Britton Lumber Co. Inc.  
Brockway-Smith Co.  
Brodco Inc.  
Brodeur Window Distributors Inc.  
Builders Marts of America  
C & S Wholesale Lumber Co. Inc.  
Capital Forest Products  
Carl's Home Center Inc.  
Churchill Coatings Corp.  
Cleary Millwork Co. Inc.  
Coastal Forest Products Inc.  
Cohenno Inc.  
Colliton/Read Inc.  
Connecticut Cedar  
Consolidated Lumber Corp.  
Cooperative Reserve Supply Inc.  
Cotter & Co.  
DJ Inc.  
Dajo Sales Inc.  
Decatur & Hopkins  
Dimension Lumber & Milling Corp.  
Dion Distributors  
DiVico Products Ltd.  
Dorsey Millwork Inc.  
Drew Building Supply Inc.  
ENAP Inc.  
Eastern Prestain Corp.  
The Elhide Co. Inc.  
The Emery Waterhouse Co.  
Federal Aluminum Products  
(Division of Federal Venetian Blind Corp.)  
Feldman Wood Products Co. Inc.  
Five Star Group Inc.  
(DBA E. Rabinowe & Co.)

Flushing Supply Corp.  
Forge Wholesale of New Jersey  
4 Guys Wholesale Inc.  
Furman Lumber Inc.  
Garden State Lumber Products Corp.  
Garelco Sales Co.  
General Millwork Corp.  
Genesee Reserve Supply Inc.  
Gilfoy Distributing Co.  
Jim Gillies Lumber Co.  
A.E. Gombert Lumber Co.  
Goose Rock Millwork Co.  
R.A. Graham Co. Inc.  
Grey's Woodworks Inc.  
Hallock Lumber Co.  
Harbor Millwork Inc.  
Hardware Wholesalers Inc.  
Harvey Industries Inc.  
A.W. Hastings & Co. Inc.  
J.M. Heinike Associates Inc.  
Highland Hardwoods  
Hoboken Wood Flooring Corp.  
Holbrook Lumber Co.  
Homestead Supply Inc.  
Huttig Sash & Door Co.  
I.T. Dealers Supply Inc.  
Insulation Distribution Specialists Inc.  
Iron City Sash & Door Co.  
Island Post Cap  
J & S Supply Corp.  
R.T. Jones Lumber Co. Inc.  
Keiver-Willard Lumber Corp.  
Kleet Supply Corp.  
Kraft Wholesale  
(Div. of Itochu Building Products Co.)  
W.B. Lambot Lumber & Supply Co. Inc.  
Laminators Supply Corp.  
Leonard Lumber Co.  
Long Island Laminates Inc.  
Long Island Wholesalers  
MacMillan Bloedel Building Materials  
Lawrence R. McCoy & Co. Inc.  
J. Gibson McIlvain Lumber Co.  
George McQuesten Co. Inc.  
M & M Millwork  
Manhattan Laminates Ltd.  
Marlin Lumber Sales Corp.  
Martin Millwork Inc.  
Masback Sentry Hardware Co.  
Master Millwork Industries  
Maxwell Lumber Corp.  
Mechanics Building Materials Co. Inc.  
Mid-State Lumber Corp.  
R.A. Miller Hardwood Co. Inc.  
Millwork Specialties Inc.  
Monroe/Palburn Inc.  
Mor-Lite Distributors Inc.  
National Nail Corp.  
New England Lumber Specialties  
New England Millwork Distributors  
Norco Windows-Northeast Division  
North Atlantic Millwork Corp.  
North Counties Supply Co. Inc.  
Northeast Door Corp.  
Northeast Lumber Sales Inc.



Nutmeg Forest Products Inc.  
PDJ Components Inc.  
Page 3 Products Inc.  
Parkwood Products Inc.  
Patmore Millwork Co. Inc.  
Peerless Supply Co.  
Plunkett-Webster Inc.  
Plywood Plastics Inc.  
Plywood Specialties Inc.  
Portanova Inc.  
Prime Plywood & Panel Inc.  
Prime Source/Miller Supply Corp.  
Proctor Wholesale Lumber Co. Inc.  
Prudential Metal Supply Corp.  
Quantum Machine Stained Coatings Co.  
RKB Enterprises Inc.  
Rafferty Aluminum & Steel Co. Inc.  
Rainbow Manufacturing Corp.  
Reeb Millwork Corp.  
Reserve Supply of Central N.Y. Inc.  
Rex Lumber Co.  
Richard & Davis Co. Inc.  
Russin Lumber Corp.  
Ryan Seamless Gutter Systems  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood Corp.  
Saxonville USA Coastal  
John H. Schumacher Inc.  
Servistar Corp.  
Sherwood Lumber Corp.  
Snavelly Forest Products Corp.  
Spear-Newman Inc.  
Spindle City Distributing Inc.  
Lee Story & Co. Inc.  
Sturtevant Millwork Corp.  
Super Millwork Inc.  
Timber Trading Inc.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.  
Travers Forest Products Inc.  
Trussco Inc.  
Universal Forest Products Inc.  
Van Roy Millwork Corp.  
Wall Tool & Tape Corp.  
Welco Distributors Inc.  
Westworks Millwork  
Weyerhaeuser Co.  
Wholesale Doors Inc.  
Winde Distributors Inc.  
Winde-McCormick Laminates Inc.  
Winter  
Woodland Specialties Inc.  
Zahr Inc.

Deltrade International Inc.  
Earl Forest Products Inc.  
Fish & Parker Inc.  
Hallmark Sales & Marketing  
Dan Harrington Associates  
Holden Humphrey Inc.  
JM Marketing Group Inc.  
KT Sales Associates Inc.  
Kimberly Sales Associates Inc.  
Lewis Lumber Ltd.  
MSR Inc.  
Millwork Marketing Inc.  
Mitchell Associates Inc.  
SMC Group Inc.  
Sales Professionals  
Saratoga Lumber Traders Inc.  
Semon Sales & Associates  
Tibo Lumber

## ► Manufacturers' Representatives

T. Almond & Co.  
Atlantic Coast Lumber Sales  
Buckland Sales Co.  
Can-Am Sales & Marketing Corp.  
Cole-Mullen Sales Inc.  
Component Sales & Marketing Inc.  
C.A. Cunningham Co.  
D.S. Sales & Marketing Inc.



# PRODUCT DIRECTORY

## A

### ACCOUNTING, TAX & FINANCIAL SERVICES

Frankel & Topche, PC

### ACCOUNTING MACHINES

Breen Systems Management  
VERSYSS Inc.

### ACCOUNTING SYSTEMS

Breen Systems Management  
Dataline Corp.  
Enterprise Computer Systems  
Inc.  
Arthur Place & Company P.C.  
VERSYSS Inc.

### ACRYLIC SHEETS

Babcock Lumber Co.  
Flushing Supply Corp.  
RKB Enterprises Inc.

### ADHESIVES

Architects Hardware &  
Specialty Co. Inc.  
Atlantic Building Products Corp.  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
DJ Inc.  
The Elhide Co. Inc.  
The Emery-Waterhouse Co.  
Federal Aluminum Products  
Genesee Reserve Supply Inc.  
Gilfoxy Distributing Co.  
Hoboken Wood Flooring Corp.  
J&S Supply Corp.  
Kraft Wholesale Inc.  
L. I. Laminates Inc.

Manhattan Laminates Ltd.  
Masback Sentry Hardware Co.  
Master Millwork Industries Inc.  
Mechanics Building Materials  
Co. Inc.

Package Pavement Co. Inc.  
Plywood Plastics Inc.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
The Quikrete Companies  
Rafferty Alumium & Steel Co.  
Servistar Corp.  
Spear-Newman Inc.  
Winde Distributors Inc.  
Winde-McCormick Laminates  
Inc.  
Woodland Specialties Inc.

### ADHESIVES — Cold Weather

Watta-Crete Co. Inc.

### ADVERTISING SERVICE

Hardware Wholesalers Inc.

### ADVERTISING SPECIALTIES

LeShore Calgift Corp.  
National Advertising Specialties  
Corp.

### AGGREGATES

American Stone Mix Inc.  
The Quikrete Companies

### ALARMS

RKB Enterprises Inc.

### ALUMINUM BUILDING PRODUCTS

Atlantic Building Products Corp.  
Brodco Inc.

Cole-Mullen Sales Inc.  
Federal Aluminum Products  
Gilfoxy Distributing Co.  
Hallmark Sales & Marketing  
J&S Supply Corp.  
Kraft Wholesale Inc.  
North Counties Supply Co. Inc.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.

### ANCHORS — Building

J&S Supply Corp.  
Prudential Metal Supply Corp.  
Servistar Corp.  
Simpson Strong-Tie Inc.

### ANTI-HYDRO PRODUCTS

I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.  
Reserve Supply of Central New  
York Inc.

### APPLIANCES

Dion Distributors

### APRONS — Carpenter, Canvas, Leather

LeShore Calgift Corp.  
National Advertising Specialties  
Corp.  
RKB Enterprises Inc.

### ARBORS

Island Post Cap

### AREAWALLS

Atlantic Building Products Corp.  
Brodco Inc.  
Colliton/Read Inc.



Crawford Products Inc.  
Gold Bond Building Products  
I. T. Dealers Supply  
Ideal Concrete Block Co.  
Kleet Supply Corp.  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.  
Rafferty Alumium & Steel Co.

#### **ASBESTOS PRODUCTS**

4-Guys Wholesale Inc.  
Gilfoy Distributing Co.

#### **ASPHALT — Coatings**

American Stone Mix Inc.  
Atlantic Building Products Corp  
Bird Inc.  
Colliton/Read Inc.  
DJ Inc.  
Dalton Enterprises Inc.  
The Elhide Co. Inc.  
Genesee Reserve Supply Inc.  
Gilfoy Distributing Co.  
Insulation Distribution  
Specialists Inc.  
J&S Supply Corp.  
Monsey Products  
North Counties Supply Co. Inc.  
Package Pavement Co. Inc.  
Prime Source/Miller Supply  
The Quikrete Companies  
Reserve Supply of Central New  
York Inc.

#### **ASPHALT — Rolls**

American Saturated Felt Inc.  
Atlantic Building Products Corp.  
Bird Inc.  
Cooperative Reserve Supply Inc.  
DJ Inc.  
Gilfoy Distributing Co.  
IKO Manufacturing  
Insulation Distribution  
Specialists Inc.  
J&S Supply Corp.  
North Counties Supply Co. Inc.  
Northern Globe Building  
Materials Inc.  
Prime Source/Miller Supply

#### **AUDIO/VISUAL AIDS**

Hardware Wholesalers Inc.

#### **AUTOMOTIVES**

Crawford Products Inc.  
RKB Enterprises Inc.

#### **AWNINGS**

Federal Aluminum Products  
Rainbow Manufacturing Corp.  
Velux-America Inc.

### **B**

#### **BACKERBOARD**

Atlantic Building Products Corp.  
Cooperative Reserve Supply Inc.  
Federal Aluminum Products  
A.E. Gombert Lumber Co. Inc.  
Insulation Distribution  
Specialists Inc.  
North Counties Supply Co. Inc.  
Saxonville USA Coastal

#### **BALANCES — Windows**

Atlantic Building Products Corp.  
Brockway-Smith Co.  
Patmore Millwork Co. Inc.

#### **BALUSTERS**

Adam Wholesalers  
Atlantic Building Products Corp.  
Boston Cedar Inc.  
Coastal Forest Products Inc.  
Colliton/Read Inc.  
Connecticut Cedar  
DJ Inc.  
Furman Lumber Inc.  
A.E. Gombert Lumber Co. Inc.  
Hallmark Sales & Marketing  
Hatheway & Patterson Co. Inc.  
Huttig Sash and Door Co.  
Lambton Manufacturing Ltd.  
Magee-Fine Lumber Co.  
Martin Millwork Inc.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Mitchell Associates Inc.  
Nutmeg Forest Products Inc.  
Patmore Millwork Co. Inc.  
Prudential Metal Supply Corp.  
Reeb Millwork Corp.  
Russin Lumber Corp.

Sabbeth-Mathews Hardwood  
Corp.  
Super Millwork Inc.  
Tolleson Lumber Co. Inc.

#### **BARN BOARD**

Atlantic Building Products Corp.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

#### **BARN KITS**

Grey's Woodworks Inc.  
Unadilla Silo Co. Inc.

#### **BARN SHAKES**

Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Connecticut Cedar  
Earl Forest Products Inc.  
Mid-State Lumber Corp.  
Nutmeg Forest Products Inc.  
Russin Lumber Corp.

#### **BARNSIDING**

Grey's Woodworks Inc.

#### **BASEBOARD — Vinyl**

Federal Aluminum Products  
Kraft Wholesale Inc.

#### **BATHROOM ACCESSORIES**

C.A. Cunningham Co.  
Federal Aluminum Products  
Page 3 Products  
RKB Enterprises Inc.  
Servistar Corp.

#### **BATHROOM CABINETS — Fixture & Fittings**

Atlantic Building Products Corp.  
DJ Inc.  
Drew Building Supply Inc.  
The Emery-Waterhouse Co.  
Federal Aluminum Products  
North Counties Supply Co. Inc.  
RKB Enterprises Inc.  
Spindle City Distributing Inc.

#### **BATHROOM ENCLOSURES**

Atlantic Plywood  
The Emery-Waterhouse Co.  
Federal Aluminum Products  
RKB Enterprises Inc.



**BATHTUB — Wall Surround System**

Babcock Lumber Co.  
DJ Inc.  
Drew Building Supply Inc.  
Federal Aluminum Products  
Gilfof Distributing Co.  
Master Millwork Industries Inc.  
Mechanics Building Materials Co. Inc.  
Mitchell Associates Inc.  
North Counties Supply Co. Inc.  
Plywood Plastics Inc.  
RKB Enterprises Inc.  
Spear-Newman Inc.

**BATTEN BOARDS**

Gold Bond Building Products  
Grey's Woodworks Inc.  
Hancock Lumber Co. Inc.  
Russin Lumber Corp.  
Tradewood Lumber Corp.

**BATTERY — Power Pack**

Makita USA  
RKB Enterprises Inc.

**BEAMS**

Babcock Lumber Co.  
Coastal Forest Products Inc.  
Connecticut Reserve Supply Co. Inc.  
4-Guys Wholesale Inc.  
Hatheway & Patterson Co. Inc.  
Magee-Fine Lumber Co.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Warren Trask Co. Inc.  
Unadilla Silo Co. Inc.  
Wood Structures Inc.

**BEAMS — Laminated**

Alpine Structures  
Babcock Lumber Co.  
Furman Lumber Inc.  
Holbrook Warehouse Corp.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
PDJ Components Inc.  
Warren Trask Co. Inc.  
Unadilla Silo Co. Inc.  
Wood Structures Inc.

**BED STOCK**

Lewis Lumber Ltd.  
Sabbeth Industries Ltd.  
Warren Trask Co. Inc.

**BILLETS — Board & Foam**

Dow North America  
Gilfof Distributing Co.  
I. T. Dealers Supply  
Insulation Distribution Specialists Inc.  
J&S Supply Corp.  
Mid-State Lumber Corp.

**BLACKTOP — Ready Mix**

American Stone Mix Inc.  
Atlantic Building Products Corp.  
Dalton Enterprises Inc.  
Package Pavement Co. Inc.  
The Quikrete Companies  
Watta-Crete Co. Inc.

**BLINDS — Door & Window**

Brockway-Smith Co.  
Cleary Millwork Co. Inc.

**DREW**



**MALTA.**

**ABIMBI**

**Aristokraft®**



**HARTSON  
HK  
KENNEDY**

**STANLEY** Door Systems

**Bilco**

**BUILDING SUPPLY**



Component Sales and  
Marketing Inc.  
Forge Wholesale of New Jersey  
Inc.  
4-Guys Wholesale Inc.  
Hallmark Sales & Marketing  
M & M Millwork  
Millwork Specialties Inc.  
Patmore Millwork Co. Inc.  
Super Millwork Inc.  
Velux-America Inc.

#### **BLOCK & CAVITY FILL**

Federal Aluminum Products  
I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.  
North Counties Supply Co. Inc.  
Package Pavement Co. Inc.

#### **BLOCK — Reinforcing**

Ideal Concrete Block Co.

#### **BLUE STONE**

MSR Inc.

#### **BOX AND SHOOK MATERIAL**

Lewis Lumber Ltd.  
Sabbeth Industries Ltd.

#### **BRACKETS — Bench, Shelf, Pole, Wood**

Architects Hardware &  
Specialty Co. Inc.  
Atlantic Building Products Corp.  
C.A. Cunningham Co.  
RKB Enterprises Inc.  
Servistar Corp.

#### **BRACKETS — Decorative**

Architects Hardware &  
Specialty Co. Inc.  
Atlantic Pre-Hung Doors Inc.  
C.A. Cunningham Co.  
Page 3 Products  
Patmore Millwork Co. Inc.

#### **BRACKETS — Roofing, Adjustable & Fixed Steel**

Atlantic Building Products Corp.  
I. T. Dealers Supply  
J&S Supply Corp.  
Rafferty Alumium & Steel Co.

#### **BRACKETS — Saw Horse**

Architects Hardware &  
Specialty Co. Inc.  
Crawford Products Inc.  
RKB Enterprises Inc.

#### **BRACKETS — Shelf**

Architects Hardware &  
Specialty Co. Inc.  
C.A. Cunningham Co.  
Crawford Products Inc.  
L. I. Laminates Inc.  
RKB Enterprises Inc.  
Rafferty Alumium & Steel Co.  
Simpson Strong-Tie Inc.  
Winde-McCormick Laminates  
Inc.  
Woodland Specialties Inc.

#### **BRACKETS — Support Knee**

Adam Wholesalers  
Brodeur Window Distributors  
Inc.  
Cleary Millwork Co. Inc.  
Huttig Sash & Door Co.  
KSI Building Products Inc.  
Martin Millwork Inc.  
Rafferty Alumium & Steel Co.

#### **BRICK — Decorative**

Federal Aluminum Products  
Kraft Wholesale Inc.  
MSR Inc.  
E. Rabinowe & Co.  
Woodland Specialties Inc.

#### **BRICK — Fire**

Atlantic Building Products Corp.  
Colliton/Read Inc.  
MSR Inc.  
Reserve Supply of Central New  
York Inc.

#### **BRIDGING — Metal**

Bay Ridge Lumber Co.  
DJ Inc.  
I. T. Dealers Supply  
Kleet Supply Corp.  
Kraft Wholesale Inc.  
North Counties Supply Co. Inc.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
Rafferty Alumium & Steel Co.

Reserve Supply of Central New  
York Inc.  
Simpson Strong-Tie Inc.

#### **BRIDGING — Nail**

Kraft Wholesale Inc.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
Simpson Strong-Tie Inc.

#### **BROOMS**

Masback Sentry Hardware Co.  
E. Rabinowe & Co.

#### **BRUSHES — Floor, Garage, Wire, Roofing, Diveway, Sealing**

Architects Hardware &  
Specialty Co. Inc.  
The Elhide Co. Inc.  
The Emery-Waterhouse Co.  
R.A. Graham Co. Inc.  
E. Rabinowe & Co.  
Rafferty Alumium & Steel Co.  
Servistar Corp.

#### **BRUSHES — Paint**

The Emery-Waterhouse Co.  
Manhattan Laminates Ltd.  
Masback Sentry Hardware Co.  
E. Rabinowe & Co.  
Servistar Corp.

#### **BUILDING BOARD**

Atlantic Building Products Corp.  
Flushing Supply Corp.  
Gilfoy Distributing Co.  
Homasote Co.  
Prime Source/Miller Supply

#### **BUILDING PRODUCTS — Wholesaler**

Adam Wholesalers  
Atlantic Plywood  
Babcock Lumber Co.  
Carl's Home Center Inc.  
Cleary Millwork Co. Inc.  
Coastal Forest Products Inc.  
Colliton/Read Inc.  
Consolidated Lumber Corp.  
Drew Building Supply Inc.  
The Emery-Waterhouse Co.  
Federal Aluminum Products  
Flushing Supply Corp.  
4-Guys Wholesale Inc.



Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
Jim Gillies Lumber Co. Inc.  
A.E. Gombert Lumber Co. Inc.  
R.A. Graham Co. Inc.  
Grey's Woodworks Inc.  
Guardian Purchasing Corp.  
Hardware Wholesalers Inc.  
Hoboken Wood Flooring Corp.  
J&S Supply Corp.  
Kleet Supply Corp.  
Kraft Wholesale Inc.  
L. I. Laminates Inc.  
Magee-Fine Lumber Co.  
Master Millwork Industries Inc.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Monroe/Palburn Inc.  
PDJ Components Inc.  
Package Pavement Co. Inc.  
Patmore Millwork Co. Inc.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
The Quikrete Companies  
RKB Enterprises Inc.  
Rafferty Alumium & Steel Co.  
Reserve Supply of Central New  
York Inc.  
Ryan Seamless Gutter Systems  
Inc.  
Servistar Corp.  
Spindle City Distributing Inc.  
Super Millwork Inc.  
Unadilla Silo Co. Inc.  
Wood Structures Inc.

#### **BUILDING — Steel**

Kleet Supply Corp.  
Reserve Supply of Central New  
York Inc.

#### **BUILDINGS — Pre-Cut Wood**

DiVico Products Ltd.  
4-Guys Wholesale Inc.  
Mid-State Lumber Corp.  
Unadilla Silo Co. Inc.

#### **BUILDINGS — Timber Column**

Hatheway & Patterson Co. Inc.  
Unadilla Silo Co. Inc.

#### **BULKHEADS**

Atlantic Building Products Corp.  
Cleary Millwork Co. Inc.

Colliton/Read Inc.  
The Elhide Co. Inc.  
Gilfoy Distributing Co.  
Mid-State Lumber Corp.  
R-B Manufacturing Co.  
Sherwood Lumber Corp.

#### **BULLETIN BOARD**

Atlantic Building Products Corp.  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Flushing Supply Corp.

#### **BUSINESS FORMS**

Dataline Corp.  
Enterprise Computer Systems  
Inc.  
LeShore Calgift Corp.  
Moore Business Forms &  
Systems Division  
National Advertising Specialties  
Corp.  
UARCO Inc.

#### **BUTCHER BLOCKS**

Mechanics Building Materials  
Co. Inc.  
Millwork Specialties Inc.  
Plywood Plastics Inc.  
Spear-Newman Inc.  
Winde-McCormick Laminates  
Inc.  
Woodland Specialties Inc.

#### **BUYING SERVICE**

National Advertising Specialties  
Corp.  
Servistar Corp.

### **C**

#### **CABINETS — BASE**

Atlantic Building Products Corp.  
Cleary Millwork Co. Inc.  
Drew Building Supply Inc.

#### **CABINETS — Bath, Built-In, China, Kitchen**

Atlantic Building Products Corp.  
Dion Distributors  
Drew Building Supply Inc.

North Counties Supply Co. Inc.

#### **CABINETS — Colonial Corner**

Adam Wholesalers  
Martin Millwork Inc.

#### **CABINETS — Ironing Board**

Adam Wholesalers  
Cleary Millwork Co. Inc.  
Manhattan Laminates Ltd.  
Martin Millwork Inc.

#### **CABINETS — Kitchen, Custom**

Dion Distributors

#### **CABINETS — Medicine**

Brodco Inc.  
Cleary Millwork Co. Inc.  
Drew Building Supply Inc.  
Federal Aluminum Products  
Gilfoy Distributing Co.

#### **CABINETS — Unfinished**

Atlantic Building Products Corp.  
Cleary Millwork Co. Inc.

#### **CALCIUM-CHLORIDE**

Atlantic Building Products Corp.  
Dalton Enterprises Inc.  
I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.  
The Quikrete Companies  
Watta-Crete Co. Inc.

#### **CALENDARS**

LeShore Calgift Corp.  
National Advertising Specialties  
Corp.  
National Plan Service

#### **CANOPY**

North Counties Supply Co. Inc.

#### **CARPET**

Spear-Newman Inc.

#### **CASING**

Adam Wholesalers  
Bay Ridge Lumber Co.  
Consolidated Lumber Corp.  
Dorsey Millwork Inc.  
Georgia-Pacific Corp.  
A.E. Gombert Lumber Co. Inc.



Huttig Sash and Door Co.  
Kimberly Sales Associates  
Mid-State Lumber Corp.  
New England Lumber  
Specialties Inc.  
Northeast Door Corp.  
V.P. Winter Distributing Co.  
Woodland Specialties Inc.

#### **CAULKING COMPOUND**

Architects Hardware &  
Specialty Co. Inc.  
Atlantic Building Products Corp.  
Bay Ridge Lumber Co.  
The Elhide Co. Inc.  
Federal Aluminum Products  
Genesee Reserve Supply Inc.  
Gilfof Distributing Co.  
R.A. Graham Co. Inc.  
J&S Supply Corp.  
Kraft Wholesale Inc.  
L. I. Laminates Inc.  
Masback Sentry Hardware Co.  
North Counties Supply Co. Inc.  
E. Rabinowe & Co.  
Rafferty Alumium & Steel Co.  
Servistar Corp.  
Woodland Specialties Inc.

#### **CEDAR & CEDAR PRODUCTS**

American International Forest  
Products  
Atlantic Building Products Corp.  
Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Boston Cedar Inc.  
Capital Forest Products Inc.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Cooperative Reserve Supply Inc.  
DJ Inc.  
DS Sales and Marketing Inc.  
Earl Forest Products Inc.  
Eastern Prestain Corp.  
4-Guys Wholesale Inc.  
Georgia-Pacific Corp.  
Grey's Woodworks Inc.  
Hatheway & Patterson Co. Inc.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Holden Humphrey Inc.  
Kleet Supply Corp.

MacMillan Bloedel Building  
Materials  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
North Counties Supply Co. Inc.  
Northeast Lumber Sales Inc.  
Nutmeg Forest Products Inc.  
Ply Gem Manufacturing  
Plunkett-Webster Inc.  
Reeb Millwork Corp.  
Reserve Supply of Central New  
York Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Saxonville USA Coastal  
Sherwood Lumber Corp.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

#### **CEDAR MULCH**

Capital Forest Products Inc  
Jim Gillies Lumber Co. Inc.  
J. M. Heinike Associates Inc.  
Lawrence R. McCoy & Co. Inc.

#### **CEILING — Fir Uppers**

Atlantic Building Products Corp.  
Babcock Lumber Co.  
Boston Cedar Inc.  
Coastal Forest Products Inc.  
Cooperative Reserve Supply Inc.  
4-Guys Wholesale Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.  
Mid-State Lumber Corp.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Russin Lumber Corp.  
Warren Trask Co. Inc.

#### **CEILINGS — Acoustical**

Adam Wholesalers  
Atlantic Building Products Corp.  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Colliton/Read Inc.  
Drew Building Supply Inc.  
Flushing Supply Corp.  
Gilfof Distributing Co.  
Plywood Plastics Inc.  
Prime Source/Miller Supply

Prudential Metal Supply Corp.

#### **CEILINGS — Suspended**

Adam Wholesalers  
Atlantic Building Products Corp.  
Babcock Lumber Co.  
Colliton/Read Inc.  
DJ Inc.  
Drew Building Supply Inc.  
Flushing Supply Corp.  
Gilfof Distributing Co.  
I. T. Dealers Supply  
Plywood Plastics Inc.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
SMC Group Inc.

#### **CEILINGS — Tile**

Adam Wholesalers  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Colliton/Read Inc.  
Domtar Gypsum  
Drew Building Supply Inc.  
Flushing Supply Corp.  
Guardian Purchasing Corp.  
North Counties Supply Co. Inc.  
Plywood Plastics Inc.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
Reserve Supply of Central New  
York Inc.

#### **CEMENT**

American Stone Mix Inc.  
Atlantic Building Products Corp.  
Jim Gillies Lumber Co. Inc.  
North Counties Supply Co. Inc.  
The Quikrete Companies  
Reserve Supply of Central New  
York Inc.  
Watta-Crete Co. Inc.

#### **CEMENT — Bag Mix**

American Stone Mix Inc.  
Atlantic Building Products Corp.  
Flushing Supply Corp.  
Jim Gillies Lumber Co. Inc.  
Guardian Purchasing Corp.  
I. T. Dealers Supply  
Ideal Concrete Block Co.  
MSR Inc.  
George McQuesten Co. Inc.



NOMIX Corp.  
North Counties Supply Co. Inc.  
Package Pavement Co. Inc.  
The Quikrete Companies  
Watta-Crete Co. Inc.

**CEMENT — Contact**

Architects Hardware &  
Specialty Co. Inc.  
J&S Supply Corp.  
Mechanics Building Materials  
Co. Inc.  
Woodland Specialties Inc.

**CEMENT — Hydraulic**

American Stone Mix Inc.  
Atlantic Building Products Corp.  
The Elhide Co. Inc.  
Ideal Concrete Block Co.  
Package Pavement Co. Inc.  
The Quikrete Companies  
Watta-Crete Co. Inc.

**CEMENT — Masonry**

American Stone Mix Inc.  
Atlantic Building Products Corp.

Federal Aluminum Products  
Jim Gillies Lumber Co. Inc.  
Ideal Concrete Block Co.  
MSR Inc.  
George McQuesten Co. Inc.  
Package Pavement Co. Inc.  
The Quikrete Companies  
Watta-Crete Co. Inc.

**CEMENT — Paint**

Cook & Dunn Paint Corp.  
Package Pavement Co. Inc.  
The Quikrete Companies  
E. Rabinowe & Co.  
Watta-Crete Co. Inc.

**CEMENT — Plastic**

Bird Inc.  
Manhattan Laminates Ltd.

**CEMENT — Portland**

American Stone Mix Inc.  
Ideal Concrete Block Co.  
MSR Inc.  
George McQuesten Co. Inc.  
Package Pavement Co. Inc.  
The Quikrete Companies

Reserve Supply of Central New  
York Inc.  
Watta-Crete Co. Inc.

**CEMENT — Roof**

American Stone Mix Inc.  
Bird Inc.  
Brodco Inc.  
The Elhide Co. Inc.  
Guardian Purchasing Corp.  
Insulation Distribution  
Specialists Inc.  
J&S Supply Corp.  
George McQuesten Co. Inc.  
Monsey Products  
Package Pavement Co. Inc.  
Rafferty Alumium & Steel Co.

**CHAIN**

RKB Enterprises Inc.  
Rafferty Alumium & Steel Co.

**CHEMICALS — Lawn & Garden**

The Emery-Waterhouse Co.

**CHIMNEYS**

RKB Enterprises Inc.

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## CHOPPING BLOCKS

L. I. Laminates Inc.  
Mechanics Building Materials  
Co. Inc.

## CLAPBOARDS

Avon Wholesale Supply Co.  
Boston Cedar Inc.  
Coastal Forest Products Inc.  
Cooperative Reserve Supply Inc.  
Eastern Prestain Corp.  
A.E. Gombert Lumber Co. Inc.  
Hancock Lumber Co. Inc.  
J. M. Heinike Associates Inc.  
MacMillan Bloedel Building  
Materials  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Russin Lumber Corp.  
John H. Schumacher Inc.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

## CLIPS

Fabral-Alcan Building Products  
Flushing Supply Corp.  
Simpson Strong-Tie Inc.

## CLOSET LINING

Atlantic Building Products Corp.  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Boston Cedar Inc.  
Brockway-Smith Co.  
Colliton/Read Inc.  
Connecticut Reserve Supply Co.  
Inc.  
Consolidated Lumber Corp.  
Cooperative Reserve Supply Inc.  
DJ Inc.  
Earll Forest Products Inc.  
Gilfoy Distributing Co.  
A.E. Gombert Lumber Co. Inc.  
Holbrook Warehouse Corp.  
George McQuesten Co. Inc.  
North Counties Supply Co. Inc.  
Plywood Plastics Inc.  
Prime Plywood & Panel Inc.

Reserve Supply of Central New  
York Inc.

## COATING — Wall, Roof, Drive- way, Foundation, etc.

American Stone Mix Inc.  
Bird Inc.  
Cook & Dunn Paint Corp.  
Cooperative Reserve Supply Inc.  
DJ Inc.  
Dalton Enterprises Inc.  
The Emery-Waterhouse Co.  
Guardian Purchasing Corp.  
I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.  
J&S Supply Corp.  
Monsey Products  
Package Pavement Co. Inc.  
The Quikrete Companies  
E. Rabinowe & Co.  
Servistar Corp.  
Watta-Crete Co. Inc.

## COIL STOCK

Brodco Inc.  
DJ Inc.  
Fabral-Alcan Building Products  
Federal Aluminum Products  
Guardian Purchasing Corp.  
I. T. Dealers Supply  
North Counties Supply Co. Inc.  
Prime Source/Miller Supply  
Reserve Supply of Central New  
York Inc.  
Ryan Seamless Gutter Systems  
Inc.

## COLUMNS — Concrete Filled

Atlantic Building Products Corp.  
I. T. Dealers Supply  
Prime Source/Miller Supply

## COLUMNS — Fiberglass

Atlantic Pre-Hung Doors Inc.

## COLUMNS — Metal, Wood

Adam Wholesalers  
Alpine Structures  
Bay Ridge Lumber Co.  
C.A. Cunningham Co.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
DS Sales and Marketing Inc.

The Elhide Co. Inc.  
Federal Aluminum Products  
Flushing Supply Corp.  
Hatheway & Patterson Co. Inc.  
L. I. Laminates Inc.  
Long Island Wholesalers Inc.  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Mitchell Associates Inc.  
Patmore Millwork Co. Inc.  
Reeb Millwork Corp.  
Ryan Seamless Gutter Systems  
Inc.  
Super Millwork Inc.  
Unadilla Silo Co. Inc.  
Winde-McCormick Laminates  
Inc.  
V.P. Winter Distributing Co.

## COLUMNS — Wood

North Atlantic Millwork Corp.

## COMPUTER SOFTWARE

Alpine Structures  
Breen Systems Management  
Computer Applications  
Specialists Inc.  
Computer Associates Inc.  
Computer Wares Inc.  
Dataline Corp.  
Enterprise Computer Systems  
Inc.  
Global Turnkey Systems  
MCS Inc.  
National Plan Service  
Spruce Computer Systems Inc.  
Triad Systems Corp.  
VERSYSS Inc.

## COMPUTER SUPPLIES

Breen Systems Management  
Computer Associates Inc.  
Dataline Corp.  
Moore Business Forms &  
Systems Division  
National Advertising Specialties  
Corp.

## COMPUTER SYSTEMS

Breen Systems Management  
Computer Applications  
Specialists Inc.  
Computer Associates Inc.  
Computer Wares Inc.



Dataline Corp.  
Enterprise Computer Systems  
Inc.  
Global Turnkey Systems  
Logical Systems Inc.  
MCS Inc.  
Paychex Inc.  
Spruce Computer Systems Inc.  
Triad Systems Corp.  
VERSYSS Inc.

#### **CONCRETE BLOCKS**

Ideal Concrete Block Co.

#### **CONCRETE MIX**

American Stone Mix Inc.  
Atlantic Building Products Corp.  
Cooperative Reserve Supply Inc.  
Jim Gillies Lumber Co. Inc.  
Ideal Concrete Block Co.  
MSR Inc.  
NOMIX Corp.  
North Counties Supply Co. Inc.  
Package Pavement Co. Inc.  
The Quikrete Companies  
Reserve Supply of Central New  
York Inc.  
Watta-Crete Co. Inc.

#### **CONCRETE PATCHING CEMENT**

American Stone Mix Inc.  
Ideal Concrete Block Co.  
Package Pavement Co. Inc.  
The Quikrete Companies  
Watta-Crete Co. Inc.

#### **CONCRETE SEALER**

American Stone Mix Inc.  
Ideal Concrete Block Co.  
Package Pavement Co. Inc.  
The Quikrete Companies  
Watta-Crete Co. Inc.

#### **CONNECTORS — Metal, Wood**

Alpine Structures  
Crawford Products Inc.  
Dj Inc.  
Rafferty Alumium & Steel Co.  
Simpson Strong-Tie Inc.

#### **COPPER PRODUCTS**

Federal Aluminum Products  
Kraft Wholesale Inc.  
Prime Source/Miller Supply

RKB Enterprises Inc.  
Ryan Seamless Gutter Systems  
Inc.  
Deco-Roof (Stillwater  
Products Inc.)

#### **CORK — Decorative, Corkboard**

Babcock Lumber Co.  
Cooperative Reserve Supply Inc.  
Gilfoy Distributing Co.  
Homasote Co.  
I. T. Dealers Supply  
Prime Source/Miller Supply  
RKB Enterprises Inc.  
Reserve Supply of Central New  
York Inc.

#### **CORNER BEAD**

Atlantic Building Products Corp.  
Brodco Inc.  
Flushing Supply Corp.  
Gold Bond Building Products  
I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.

#### **COUNTER TOPS**

Atlantic Plywood  
DJ Inc.  
Dion Distributors  
Drew Building Supply Inc.  
Magee-Fine Lumber Co.  
Manhattan Laminates Ltd.  
Mechanics Building Materials  
Co. Inc.  
Plunkett-Webster Inc.  
Plywood Plastics Inc.  
Spindle City Distributing Inc.  
Winde Distributors Inc.

#### **COUNTER TOPS — Bally Maple Block**

Winde Distributors Inc.

#### **COUNTER TOPS — H & K Postformed**

Winde Distributors Inc.

#### **COUNTER TOPS — Inserts, Mouldings**

Babcock Lumber Co.  
Spear-Newman Inc.  
Spindle City Distributing Inc.  
Winde-McCormick Laminates  
Inc.

#### **CULTURED MARBLE TOPS**

Mechanics Building Materials  
Co. Inc.  
North Counties Supply Co. Inc.  
Spindle City Distributing Inc.

#### **CUPOLAS**

Adam Wholesalers  
Brockway-Smith Co.  
Cleary Millwork Co. Inc.  
Long Island Wholesalers Inc.  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Reeb Millwork Corp.

### **D**

#### **DAMPERS**

Atlantic Building Products Corp.  
Colliton/Read Inc.  
I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.  
MSR Inc.  
RKB Enterprises Inc.

#### **DATA PROCESSING**

Breen Systems Management  
Global Turnkey Systems  
MCS Inc.

#### **DECK KITS**

Adam Wholesalers  
Crawford Products Inc.

#### **DECKING — Floor & Roof**

Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Boston Cedar Inc.  
Britton Lumber Co. Inc.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Cooperative Reserve Supply Inc.  
4-Guys Wholesale Inc.



Georgia-Pacific Corp.  
Hatheway & Patterson Co. Inc.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Holden Humphrey Inc.  
Homasote Co.  
Kleet Supply Corp.  
MacMillan Bloedel Building  
Materials  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Northeast Lumber Sales Inc.  
Nutmeg Forest Products Inc.  
Ply Gem Industries Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Warren Trask Co. Inc.  
Unadilla Silo Co. Inc.

#### **DECKING — Laminated**

Coastal Forest Products Inc.  
Connecticut Cedar  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Sabbeth Industries Ltd.  
Unadilla Silo Co. Inc.

#### **DECKING — Mobile Home**

Georgia-Pacific Corp.

#### **DISPOSALS — Garbage**

The Emery-Waterhouse Co.

#### **DOCK EQUIPMENT**

Dow North America

#### **DOMES — Roof**

Adam Wholesalers  
Federal Aluminum Products  
Flushing Supply Corp.  
Unadilla Silo Co. Inc.

#### **DOOR FRAMES**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Babcock Lumber Co.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Cleary Millwork Co. Inc.  
DS Sales and Marketing Inc.

Gold Bond Building Products  
A.E. Gombert Lumber Co. Inc.  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
M & M Millwork  
Marlin Lumber Sales Corp.  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Plywood Plastics Inc.  
Reeb Millwork Corp.  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

#### **DOOR HANDLING EQUIPMENT**

Adam Wholesalers

#### **DOOR LITES — Insert-Type**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Carl's Home Center Inc.  
Cleary Millwork Co. Inc.  
Component Sales and  
Marketing Inc.  
Federal Aluminum Products  
Hallmark Sales & Marketing  
Dan Harrington Associates  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
M & M Millwork  
Marvin Windows  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Reeb Millwork Corp.  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

#### **DOOR PRE-HANGING MACHINERY**

Adam Wholesalers  
Atlantic Building Products Corp.  
Cole-Mullen Sales Inc.  
Long Island Wholesalers Inc.

#### **DOORS — Aluminum**

Federal Aluminum Products  
Hallmark Sales & Marketing  
Martin Millwork Inc.  
Mitchell Associates Inc.

#### **DOORS — Architectural**

Adam Wholesalers  
Atlantic Building Products Corp.

Avon Wholesale Supply Co.  
Bay Ridge Lumber Co.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Georgia-Pacific Corp.  
Hallmark Sales & Marketing  
Long Island Wholesalers Inc.  
New England Lumber  
Specialties Inc.  
North Atlantic Millwork Corp.  
Patmore Millwork Co. Inc.  
Rochester Colonial  
Manufacturing  
Wholesale Doors Inc.

#### **DOORS — Bifold**

Adam Wholesalers  
Atlantic Building Products Corp.  
Atlantic Pre-Hung Doors Inc.  
Brockway-Smith Co.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Component Sales and  
Marketing Inc.  
DJ Inc.  
DS Sales and Marketing Inc.  
Dorsey Millwork Inc.  
General Millwork Corp.  
General Products Co. Inc.  
Georgia-Pacific Corp.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
M & M Millwork  
Mid-State Lumber Corp.  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
North Atlantic Millwork Corp.  
Northeast Door Corp.  
Ply Gem Industries Inc.  
Prudential Metal Supply Corp.  
Reeb Millwork Corp.  
Semon Sales & Associates  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

#### **DOORS — Bulkhead**

Atlantic Building Products Corp.  
Cleary Millwork Co. Inc.  
Colliton/Read Inc.  
Gilfoy Distributing Co.



**DOORS—Cabinet, Display Units**

L. I. Laminates Inc.  
Millwork Specialties Inc.

**DOORS — Cafe**

Adam Wholesalers  
Brockway-Smith Co.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Hallmark Sales & Marketing  
M & M Millwork  
Millwork Specialties Inc.  
Ply Gem Industries Inc.  
Reeb Millwork Corp.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

**DOORS — Carved**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

**DOORS—Cellar Bulkhead, Steel**

Cleary Millwork Co. Inc.  
DJ Inc.  
Drew Building Supply Inc.  
I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.

**DOORS — Clean Out**

Colliton/Read Inc.  
MSR Inc.

**DOORS — Combination**

Adam Wholesalers  
Brockway-Smith Co.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Federal Aluminum Products  
Huttig Sash and Door Co.  
Martin Millwork Inc.  
Marvin Windows  
Millwork Specialties Inc.  
Mitchell Associates Inc.  
North Atlantic Millwork Corp.  
Super Millwork Inc.

**DOORS — Commercial**

Adam Wholesalers

Avon Wholesale Supply Co.  
Bay Ridge Lumber Co.  
General Millwork Corp.  
General Products Co. Inc.  
Long Island Wholesalers Inc.  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
North Atlantic Millwork Corp.  
Plywood Plastics Inc.  
Semon Sales & Associates  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

**DOORS — Dutch**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Brockway-Smith Co.  
Long Island Wholesalers Inc.  
Martin Millwork Inc.  
Patmore Millwork Co. Inc.  
Reeb Millwork Corp.  
Super Millwork Inc.  
Wholesale Doors Inc.

**DOORS — Exterior**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Babcock Lumber Co.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
DJ Inc.  
Donat Flamand Inc.  
Dorsey Millwork Inc.  
Drew Building Supply Inc.  
General Products Co. Inc.  
Georgia-Pacific Corp.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
Kimberly Sales Associates  
Lock-Wood Ltd.  
Long Island Wholesalers Inc.  
M & M Millwork  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
North Atlantic Millwork Corp.  
Patmore Millwork Co. Inc.  
Ply Gem Industries Inc.  
Rochester Colonial

Manufacturing  
Semon Sales & Associates  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

**DOORS — Fiberglass**

Adam Wholesalers  
Babcock Lumber Co.  
Brodeur Window Distributors  
Inc.  
Cleary Millwork Co. Inc.  
Georgia-Pacific Corp.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
M & M Millwork  
Martin Millwork Inc.  
Rochester Colonial  
Manufacturing  
Super Millwork Inc.  
V.P. Winter Distributing Co.

**DOORS — Fire**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Babcock Lumber Co.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Dorsey Millwork Inc.  
Drew Building Supply Inc.  
General Millwork Corp.  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
M & M Millwork  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
North Atlantic Millwork Corp.  
Plywood Plastics Inc.  
Semon Sales & Associates  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

**DOORS—Flush, Flexible, Wood  
& Metal Sliding & Folding**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Cole-Mullen Sales Inc.  
Federal Aluminum Products  
Long Island Wholesalers Inc.



Manhattan Door Corp.  
Millwork Specialties Inc.  
Patmore Millwork Co. Inc.  
V.P. Winter Distributing Co.

**DOORS — Flush, Hollow Core**

Adam Wholesalers  
Atlantic Building Products Corp.  
Atlantic Pre-Hung Doors Inc.  
Brockway-Smith Co.  
Cole-Mullen Sales Inc.  
Dorsey Millwork Inc.  
General Millwork Corp.  
Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
M & M Millwork  
Mid-State Lumber Corp.  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Northeast Door Corp.  
Patmore Millwork Co. Inc.  
Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

**DOORS — Folding**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
DS Sales and Marketing Inc.  
Georgia-Pacific Corp.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
North Atlantic Millwork Corp.  
Semon Sales & Associates  
Super Millwork Inc.  
V.P. Winter Distributing Co.

**DOORS — Folding Accordion**

DS Sales and Marketing Inc.  
Fish & Parker Inc.  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Patmore Millwork Co. Inc.  
Super Millwork Inc.

**DOORS — Garage**

DJ Inc.  
Drew Building Supply Inc.  
Genesee Reserve Supply Inc.

Reserve Supply of Central New  
York Inc.  
Westworks Millwork

**DOORS — Garage/Openers,  
Ornaments**

North Counties Supply Co. Inc.

**DOORS — Hardboard**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Cole-Mullen Sales Inc.  
Georgia-Pacific Corp.  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
Mid-State Lumber Corp.  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Northeast Door Corp.  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

**DOORS — Louver**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Brockway-Smith Co.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Dorsey Millwork Inc.  
Genesee Reserve Supply Inc.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
M & M Millwork  
Mid-State Lumber Corp.  
Millwork Specialties Inc.  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Northeast Door Corp.  
Patmore Millwork Co. Inc.  
Ply Gem Industries Inc.  
Reeb Millwork Corp.  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

**DOORS — Mirror**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Brockway-Smith Co.  
Carl's Home Center Inc.  
Cole-Mullen Sales Inc.  
General Products Co. Inc.

Long Island Wholesalers Inc.  
M & M Millwork  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Ply Gem Industries Inc.  
Reeb Millwork Corp.  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

**DOORS — Panel**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Brockway-Smith Co.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
General Millwork Corp.  
Georgia-Pacific Corp.  
Dan Harrington Associates  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
M & M Millwork  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Northeast Door Corp.  
Patmore Millwork Co. Inc.  
Ply Gem Industries Inc.  
Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

**DOORS — Patio**

Adam Wholesalers  
Andersen Corp.  
Atlantic Pre-Hung Doors Inc.  
Babcock Lumber Co.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Caradco  
Carl's Home Center Inc.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
DJ Inc.  
DS Sales and Marketing Inc.  
Donat Flamand Inc.  
Drew Building Supply Inc.  
Federal Aluminum Products  
4-Guys Wholesale Inc.  
General Millwork Corp.  
General Products Co. Inc.



Georgia-Pacific Corp.  
Hallmark Sales & Marketing  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
Lock-Wood Ltd.  
Long Island Wholesalers Inc.  
M & M Millwork  
Martin Millwork Inc.  
Marvin Windows  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Patmore Millwork Co. Inc.  
Peachtree Doors & Windows  
Ply Gem Industries Inc.  
Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

**DOORS — Prehung, Steel, Wood**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Babcock Lumber Co.  
Brockway-Smith Co.  
Brodeur Window Distributors

Carl's Home Center Inc.  
Cleary Millwork Co. Inc.  
DJ Inc.  
Donat Flamand Inc.  
Dorsey Millwork Inc.  
Drew Building Supply Inc.  
General Millwork Corp.  
Georgia-Pacific Corp.  
Homestead Supply Inc.  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
M & M Millwork  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Norco Windows - Northeast  
Division  
North Atlantic Millwork Corp.  
Northeast Door Corp.  
Patmore Millwork Co. Inc.  
Peachtree Doors & Windows  
Plywood Plastics Inc.  
Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Super Millwork Inc.

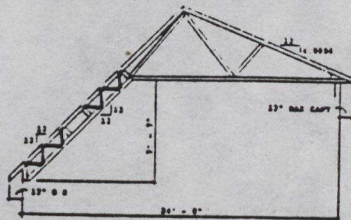
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

**DOORS — Ready Hung,  
Manufacture Equipment**

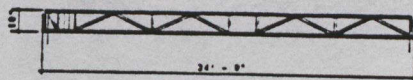
Adam Wholesalers  
Cole-Mullen Sales Inc.  
Long Island Wholesalers Inc.

**DOORS — Residential, Insulat-  
ed Steel**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Babcock Lumber Co.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Carl's Home Center Inc.  
Cleary Millwork Co. Inc.  
Donat Flamand Inc.  
Dorsey Millwork Inc.  
General Millwork Corp.  
General Products Co. Inc.  
Georgia-Pacific Corp.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
Lock-Wood Ltd.

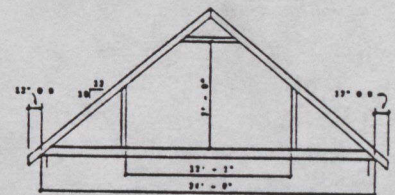


Cape Dormer

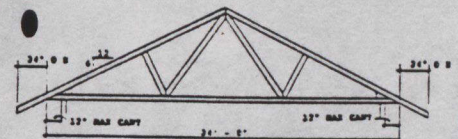


Floor

Hip...Hip...  
**Hooray!**  
NRLA...



Attic



Regular Roof

*For your century of service. From your partners at Wood Structures.*

For more than 25 years we've been engineering profitable sales for lumber yards. You can count on us for all your truss and engineered wood products needs. Just like the NRLA, we've got a history of being there for you.



Manufacturers of custom and stock roof, floor, attic and cape dormer trusses. Distributors of Trus Joist MacMillan "Silent Floor" joists, LVL, Parallam and Douglas Fir laminated beams.



Long Island Wholesalers Inc.  
M & M Millwork  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Norco Windows - Northeast  
Division  
North Atlantic Millwork Corp.  
Plywood Plastics Inc.  
Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Semon Sales & Associates  
Super Millwork Inc.  
Westworks Millwork  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

#### **DOORS — Screen**

Adam Wholesalers  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Component Sales and  
Marketing Inc.  
Federal Aluminum Products  
Genesee Reserve Supply Inc.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
Martin Millwork Inc.  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Wholesale Doors Inc.

#### **DOORS — Shower**

Federal Aluminum Products

#### **DOORS — Sliding Glass, Wood**

Adam Wholesalers  
Andersen Corp.  
Atlantic Pre-Hung Doors Inc.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Donat Flamand Inc.  
Dorsey Millwork Inc.  
Drew Building Supply Inc.  
General Millwork Corp.  
Georgia-Pacific Corp.

Hallmark Sales & Marketing  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
Huttig Sash and Door Co.  
KSI Building Products Inc.  
Long Island Wholesalers Inc.  
M & M Millwork  
Marvin Windows  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Norco Windows - Northeast  
Division  
Northeast Door Corp.  
Ply Gem Industries Inc.  
Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Super Millwork Inc.  
Vetter  
V.P. Winter Distributing Co.

#### **DOORS — Solid Core**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Bay Ridge Lumber Co.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Cole-Mullen Sales Inc.  
Dorsey Millwork Inc.  
Georgia-Pacific Corp.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
M & M Millwork  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Northeast Door Corp.  
Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

#### **DOORS — Stile & Rail**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Brockway-Smith Co.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Component Sales and  
Marketing Inc.  
General Millwork Corp.

Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
M & M Millwork  
Millwork Specialties Inc.  
Patmore Millwork Co. Inc.  
Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Semon Sales & Associates  
Super Millwork Inc.  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

#### **DOORS — Storm**

Adam Wholesalers  
Bay Ridge Lumber Co.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Carl's Home Center Inc.  
Cleary Millwork Co. Inc.  
Colliton/Read Inc.  
DJ Inc.  
DS Sales and Marketing Inc.  
Duo Temp  
Federal Aluminum Products  
Flushing Supply Corp.  
Genesee Reserve Supply Inc.  
Guardian Purchasing Corp.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
Millwork Specialties Inc.  
Mitchell Associates Inc.  
North Counties Supply Co. Inc.  
Ply Gem Industries Inc.  
Prime Source/Miller Supply  
Reeb Millwork Corp.  
Ryan Seamless Gutter Systems  
Inc.

#### **DOORS — Swinging**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Caradco  
Donat Flamand Inc.  
Hallmark Sales & Marketing  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
KSI Building Products Inc.  
Long Island Wholesalers Inc.  
Marvin Windows  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.



Norco Windows - Northeast  
Division  
Northeast Door Corp.  
Patmore Millwork Co. Inc.  
Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Semon Sales & Associates  
Super Millwork Inc.  
Vetter  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

#### **DOWELS**

Architects Hardware &  
Specialty Co. Inc.  
Bay Ridge Lumber Co.  
R.A. Graham Co. Inc.  
Kraft Wholesale Inc.  
Lawrence R. McCoy & Co. Inc.

#### **DOWNSPOUTS**

Babcock Lumber Co.  
Federal Aluminum Products  
Gilfoxy Distributing Co.  
Prudential Metal Supply Corp.  
Reserve Supply of Central New  
York Inc.  
Ryan Seamless Gutter Systems  
Inc.

#### **DRAIN TILE**

Reserve Supply of Central New  
York Inc.

#### **DRAINAGE TUBING**

Colliton/Read Inc.  
DJ Inc.  
The Emery-Waterhouse Co.  
I. T. Dealers Supply  
North Counties Supply Co. Inc.

#### **DRAWER SLIDES**

Babcock Lumber Co.  
C.A. Cunningham Co.  
R.A. Graham Co. Inc.  
L. I. Laminates Inc.  
Manhattan Laminates Ltd.  
Plywood Plastics Inc.  
Winde Distributors Inc.  
Winde-McCormick Laminates  
Inc.

Woodland Specialties Inc.

#### **DRIP EDGE**

Atlantic Building Products Corp.  
DJ Inc.  
The Emery-Waterhouse Co.  
Federal Aluminum Products  
Gilfoxy Distributing Co.  
Guardian Purchasing Corp.  
I. T. Dealers Supply  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.

#### **DROP CLOTH**

Bay Ridge Lumber Co.

#### **DRYER VENT KITS**

Brodco Inc.  
Rafferty Alumium & Steel Co.

#### **DRYWALL — Corner Bead**

Atlantic Building Products Corp.  
Brodco Inc.  
DJ Inc.  
Domtar Gypsum  
Georgia-Pacific Corp.  
Gold Bond Building Products  
Guardian Purchasing Corp.  
Insulation Distribution  
Specialists Inc.  
Masback Sentry Hardware Co.  
Prime Source/Miller Supply  
Rafferty Alumium & Steel Co.

#### **DRYWALL — Screws**

Architects Hardware &  
Specialty Co. Inc.  
DJ Inc.  
Domtar Gypsum  
The Emery-Waterhouse Co.  
Georgia-Pacific Corp.  
Guardian Purchasing Corp.  
Kraft Wholesale Inc.  
Manhattan Laminates Ltd.  
Masback Sentry Hardware Co.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
Rafferty Alumium & Steel Co.

#### **DUCTING & HOSE**

Brodco Inc.

**E**

#### **EDGE GLUED PRODUCTS**

Coastal Forest Products Inc.  
Lambton Manufacturing Ltd.  
Magee-Fine Lumber Co.  
New England Lumber  
Specialties Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.

#### **EDGING**

Atlantic Plywood  
Federal Aluminum Products  
Guardian Purchasing Corp.  
Manhattan Laminates Ltd.  
Mechanics Building Materials  
Co. Inc.  
Prime Plywood & Panel Inc.  
Prime Source/Miller Supply

#### **EDUCATIONAL MATERIAL**

Hardware Wholesalers Inc.  
Logical Systems Inc.  
VERSYSS Inc.

#### **ELECTRICAL SUPPLIES**

The Emery-Waterhouse Co.  
Mitchell Associates Inc.  
Servistar Corp.

#### **EMPLOYEE EDUCATIONAL PROGRAMS**

Adam Wholesalers  
Babcock Lumber Co.  
Computer Associates Inc.  
Hardware Wholesalers Inc.  
Mullen Training and Consulting

#### **ENAMELS**

Cook & Dunn Paint Corp.  
E. Rabinowe & Co.

#### **ENERGY**

Adam Wholesalers  
Dow North America



## **ENGINEERED WOOD PRODUCTS**

Adam Wholesalers  
Alpine Structures  
Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Furman Lumber Inc.  
Georgia-Pacific Corp.  
L. I. Laminates Inc.  
MacMillan Bloedel Building Materials  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
R.A. Miller Hardwood Co. Inc.  
Prime Plywood & Panel Inc.  
Prime Source/Miller Supply  
S.R. Sloan Inc.  
Unadilla Silo Co. Inc.  
Wood Structures Inc.

## **ENGINEERED WOOD PRODUCTS — I-Joists**

Alpine Structures

## **ENGINEERED WOOD PRODUCTS — LSL**

Alpine Structures

## **ENGINEERED WOOD PRODUCTS — LVL**

Alpine Structures

## **ENGINEERED WOOD PRODUCTS — PSL**

Alpine Structures

## **ENGINEERED WOOD PRODUCTS — Wooden I-Beams**

Alpine Structures

## **ENTRANCE PEDIMENTS**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Brodeur Window Distributors Inc.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Hallmark Sales & Marketing  
Huttig Sash & Door Co.  
Long Island Wholesalers Inc.  
Martin Millwork Inc.  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.

Plywood Plastics Inc.  
Reeb Millwork Corp.  
Super Millwork Inc.  
V.P. Winter Distributing Co.

## **ENTRY SYSTEMS**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Brockway-Smith Co.  
Brodeur Window Distributors Inc.  
Cleary Millwork Co. Inc.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
Millwork Specialties Inc.  
Plywood Plastics Inc.  
Reeb Millwork Corp.  
Super Millwork Inc.  
V.P. Winter Distributing Co.

## **ESTIMATING SYSTEMS**

Adam Wholesalers  
Enterprise Computer Systems Inc.  
R.S. Means Co. Inc.  
VERSYSS Inc.

## **EXPANSION JOINT**

Bay Ridge Lumber Co.  
Flushing Supply Corp.  
Gold Bond Building Products  
Homasote Co.  
I. T. Dealers Supply  
Insulation Distribution Specialists Inc.  
Prime Source/Miller Supply

## **F**

## **FANS & HEATERS**

Brodco Inc.  
RKB Enterprises Inc.  
Servistar Corp.  
Spindle City Distributing Inc.

## **FASCIA SYSTEMS**

Federal Aluminum Products  
Mid-State Lumber Corp.

Plywood Plastics Inc.

## **FASTENERS — Pneumatic Tool**

Kraft Wholesale Inc.

## **FASTENERS — Steel, Wood**

Architects Hardware & Specialty Co. Inc.  
Cooperative Reserve Supply Inc.  
Fabral-Alcan Building Products  
Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
Guardian Purchasing Corp.  
Hoboken Wood Flooring Corp.  
Insulation Distribution Specialists Inc.  
Kraft Wholesale Inc.  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.  
Servistar Corp.  
Simpson Strong-Tie Inc.  
Unadilla Silo Co. Inc.

## **FAUCETS**

C.A. Cunningham Co.  
Page 3 Products  
RKB Enterprises Inc.  
Spindle City Distributing Inc.

## **FELT PAPER — Slaters**

American Saturated Felt Inc.  
Atlantic Building Products Corp.  
Cooperative Reserve Supply Inc.  
Georgia-Pacific Corp.  
Gilfoy Distributing Co.  
Hoboken Wood Flooring Corp.  
Insulation Distribution Specialists Inc.  
J&S Supply Corp.  
North Counties Supply Co. Inc.  
Prime Source/Miller Supply

## **FELT PAPER — Residential & Commercial**

Northern Globe Building Materials Inc.

## **FENCING**

American International Forest Products  
Atlantic Building Products Corp.  
Babcock Lumber Co.  
Capital Forest Products Inc.  
DS Sales and Marketing Inc.



- Earll Forest Products Inc.
- 4-Guys Wholesale Inc.
- Furman Lumber Inc.
- Georgia-Pacific Corp.
- Hatheway & Patterson Co. Inc.
- I. T. Dealers Supply
- Magee-Fine Lumber Co.
- Masback Sentry Hardware Co.
- Lawrence R. McCoy & Co. Inc.
- George McQuesten Co. Inc.
- Mid-State Lumber Corp.
- Nutmeg Forest Products Inc.
- Sabbeth Industries Ltd.
- Tolleson Lumber Co. Inc.

#### **FIBER BOARD**

American Saturated Felt Inc.  
Atlantic Building Products Corp.  
Atlantic Plywood  
Bay Ridge Lumber Co.  
Cooperative Reserve Supply Inc.  
Georgia-Pacific Corp.  
Insulation Distribution  
Specialists Inc.  
L. I. Laminates Inc.  
Magee-Fine Lumber Co.  
Manhattan Laminates Ltd.  
Lawrence R. McCoy & Co. Inc.  
Ply Gem Industries Inc.  
Prime Plywood & Panel Inc.  
Sabbeth Industries Ltd.

#### **FIBER BOARD — Panels, Vinyl Overlaid**

Atlantic Plywood  
Babcock Lumber Co.  
Magee-Fine Lumber Co.  
Ply Gem Industries Inc.  
Prime Plywood & Panel Inc.  
Sabbeth Industries Ltd.

#### **FIBERGLASS FELT**

Bird Inc.  
DJ Inc.  
Insulation Distribution  
Specialists Inc.  
Prime Source/Miller Supply

#### **FILES**

L. I. Laminates Inc.  
RKB Enterprises Inc.  
Woodland Specialties Inc.

#### **FILM — Polyethylene**

DJ Inc.  
The Elhide Co. Inc.  
Flushing Supply Corp.  
Georgia-Pacific Corp.  
Gilfoy Distributing Co.  
I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.  
Masback Sentry Hardware Co.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
E. Rabinowe & Co.  
Rafferty Alumium & Steel Co.

#### **FILTERS**

Brodco Inc.  
RKB Enterprises Inc.

#### **FINANCIAL PLANNING**

AMG Retirement Services  
Cool Insuring Agency Inc.  
Harvey S. Strauss  
Telecheck Services Inc.

#### **FINGER-JOINTED MATERIAL**

Boston Cedar Inc.  
Coastal Forest Products Inc.  
Consolidated Lumber Corp.  
Georgia-Pacific Corp.  
Kimberly Sales Associates  
Magee-Fine Lumber Co.  
Plunkett-Webster Inc.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.  
Unadilla Silo Co. Inc.  
Van Roy Millwork Corp.  
V.P. Winter Distributing Co.

#### **FINISH — Millwork Trim**

Adam Wholesalers  
Atlantic Building Products Corp.  
Babcock Lumber Co.  
Coastal Forest Products Inc.  
Cole-Mullen Sales Inc.  
Consolidated Lumber Corp.  
General Millwork Corp.  
Georgia-Pacific Corp.  
A.E. Gombert Lumber Co. Inc.  
Huttig Sash and Door Co.  
Martin Millwork Inc.

R.A. Miller Hardwood Co. Inc.  
Patmore Millwork Co. Inc.  
Plunkett-Webster Inc.  
Sabbeth-Mathews Hardwood  
Corp.  
Tradewood Lumber Corp.  
Van Roy Millwork Corp.  
V.P. Winter Distributing Co.

#### **FIREPLACE ACCESSORIES**

Adam Wholesalers  
Prime Source/Miller Supply

#### **FIREPLACES**

Gilfoy Distributing Co.

#### **FIRE RETARDANT TREATING**

Earll Forest Products Inc.  
Hatheway & Patterson Co. Inc.  
Magee-Fine Lumber Co.  
New England Lumber  
Specialties Inc.  
Ply Gem Industries Inc.  
Sabbeth Industries Ltd.

#### **FITTINGS**

Kleet Supply Corp.  
RKB Enterprises Inc.  
Servistar Corp.

#### **FITTINGS — Metal**

Brodco Inc.

#### **FLAKEBOARD**

Atlantic Plywood  
Babcock Lumber Co.  
Flushing Supply Corp.  
Georgia-Pacific Corp.  
L. I. Laminates Inc.  
Magee-Fine Lumber Co.  
Manhattan Laminates Ltd.  
Ply Gem Industries Inc.  
Plywood Plastics Inc.  
Prime Plywood & Panel Inc.  
Sabbeth Industries Ltd.  
Woodland Specialties Inc.

#### **FLAGS**

LeShore Calgift Corp.

#### **FLASHING**

Atlantic Building Products Corp.  
Brodco Inc.  
DJ Inc.



Federal Aluminum Products  
Guardian Purchasing Corp.  
I. T. Dealers Supply  
Ideal Concrete Block Co.  
J&S Supply Corp.  
Kraft Wholesale Inc.  
George McQuesten Co. Inc.  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.  
Velux-America Inc.

#### **FLEXIBLE VENEER**

Atlantic Plywood  
Babcock Lumber Co.  
L. I. Laminates Inc.  
Manhattan Laminates Ltd.  
Mechanics Building Materials  
Co. Inc.  
Plywood Plastics Inc.  
Winde-McCormick Laminates  
Inc.

#### **FLOOR COVERINGS**

Hoboken Wood Flooring Corp.  
Parkwood Co. Inc.  
Spear-Newman Inc.

#### **FLOOR FINISHES**

Hoboken Wood Flooring Corp.  
E. Rabinowe & Co.  
Servistar Corp.

#### **FLOOR JACKS**

Flushing Supply Corp.  
Guardian Purchasing Corp.  
I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.  
RKB Enterprises Inc.  
Rafferty Alumium & Steel Co.  
Reserve Supply of Central New  
York Inc.

#### **FLOOR — Trusses**

Alpine Structures  
PDJ Components Inc.  
RKB Enterprises Inc.  
Unadilla Silo Co. Inc.  
Wood Structures Inc.

#### **FLOORING — Asphalt & Vinyl Tile**

Hoboken Wood Flooring Corp.  
Spear-Newman Inc.

#### **FLOORING — Beech, Birch & Tupelo**

Hoboken Wood Flooring Corp.  
Kleet Supply Corp.  
Spear-Newman Inc.  
Warren Trask Co. Inc.

#### **FLOORING — Brick**

Hoboken Wood Flooring Corp.

#### **FLOORING — Carpet**

Spear-Newman Inc.

#### **FLOORING — Carpet Cushion**

Spear-Newman Inc.

#### **FLOORING — Ceramic Tile**

New England Lumber  
Specialties Inc.

#### **FLOORING — Congoleum Sheet Vinyl**

Spear-Newman Inc.

#### **FLOORING — Fir**

Atlantic Building Products Corp.  
Babcock Lumber Co.  
Baystate Forest Products  
Boston Cedar Inc.  
Capital Forest Products Inc.  
Coastal Forest Products Inc.  
Cooperative Reserve Supply Inc.  
4-Guys Wholesale Inc.  
Hoboken Wood Flooring Corp.  
Holbrook Warehouse Corp.  
MacMillan Bloedel Building  
Materials  
Magee-Fine Lumber Co.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Northeast Lumber Sales Inc.  
Nutmeg Forest Products Inc.  
Warren Trask Co. Inc.

#### **FLOORING — Hardwood**

Connecticut Reserve Supply Co.  
Inc.  
Cooperative Reserve Supply Inc.  
Fish & Parker Inc.  
Highland Hardwoods  
Hoboken Wood Flooring Corp.  
Holbrook Warehouse Corp.  
Lawrence R. McCoy & Co. Inc.  
J. Gibson Mcllvain Lumber Co.

R.A. Miller Hardwood Co. Inc.  
New England Lumber  
Specialties Inc.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.

#### **FLOORING — Hemlock**

Capital Forest Products Inc.  
Hoboken Wood Flooring Corp.

#### **FLOORING — Maple**

Capital Forest Products Inc.  
Connecticut Reserve Supply Co.  
Inc.  
Cooperative Reserve Supply Inc.  
Highland Hardwoods  
Hoboken Wood Flooring Corp.  
George McQuesten Co. Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.

#### **FLOORING — Nails**

Capital Forest Products Inc.  
Hoboken Wood Flooring Corp.  
Prudential Metal Supply Corp.

#### **FLOORING — Oak**

Bay Ridge Lumber Co.  
Capital Forest Products Inc.  
Consolidated Lumber Corp.  
Cooperative Reserve Supply Inc.  
Earl Forest Products Inc.  
Fish & Parker Inc.  
Furman Lumber Inc.  
Highland Hardwoods  
Hoboken Wood Flooring Corp.  
Marlin Lumber Sales Corp.  
George McQuesten Co. Inc.  
North Counties Supply Co. Inc.  
Nutmeg Forest Products Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
Saxonville USA Coastal

#### **FLOORING — Pecan**

Hoboken Wood Flooring Corp.



**•FLOORING — Phillippine,****Mahogany, Teak**

Babcock Lumber Co.  
 Hoboken Wood Flooring Corp.  
 Magee-Fine Lumber Co.  
 New England Lumber  
 Specialties Inc.  
 Northeast Lumber Sales Inc.  
 Rex Lumber Co.  
 Warren Trask Co. Inc.

**FLOORING — Pine**

Atlantic Building Products Corp.  
 Baystate Forest Products  
 Capital Forest Products Inc.  
 Connecticut Reserve Supply Co.  
 Inc.  
 Consolidated Lumber Corp.  
 Earll Forest Products Inc.  
 4-Guys Wholesale Inc.  
 A.E. Gombert Lumber Co. Inc.  
 Greystone Credit Service Inc.  
 Hancock Lumber Co. Inc.  
 Highland Hardwoods  
 Hoboken Wood Flooring Corp.  
 Holbrook Warehouse Corp.  
 W.B. Lambot Lumber & Supply  
 Co. Inc.  
 Magee-Fine Lumber Co.  
 Northeast Lumber Sales Inc.  
 Nutmeg Forest Products Inc.  
 Rex Lumber Co.  
 Sabbeth Industries Ltd.  
 John H. Schumacher Inc.  
 Warren Trask Co. Inc.

**FLOORING — Prefinished**

Atlantic Building Products Corp.  
 Earll Forest Products Inc.  
 Fish & Parker Inc.  
 Highland Hardwoods  
 Hoboken Wood Flooring Corp.  
 Plunkett-Webster Inc.  
 SMC Group Inc.  
 Spear-Newman Inc.

**FLOORING — Tongue & Grooved**

Atlantic Building Products Corp.  
 Babcock Lumber Co.  
 Capital Forest Products Inc.  
 Coastal Forest Products Inc.  
 Fish & Parker Inc.  
 4-Guys Wholesale Inc.  
 A.E. Gombert Lumber Co. Inc.

Highland Hardwoods  
 Hoboken Wood Flooring Corp.  
 Homasote Co.  
 Leonard Lumber Co.  
 Magee-Fine Lumber Co.  
 George McQuesten Co. Inc.  
 New England Lumber  
 Specialties Inc.  
 Nutmeg Forest Products Inc.  
 Rex Lumber Co.  
 Sabbeth Industries Ltd.  
 John H. Schumacher Inc.

**FLOORING — Underlayment**

Babcock Lumber Co.  
 4-Guys Wholesale Inc.  
 Furman Lumber Inc.  
 Hoboken Wood Flooring Corp.  
 Holbrook Warehouse Corp.  
 Homasote Co.  
 Mid-State Lumber Corp.  
 Nutmeg Forest Products Inc.  
 Prime Plywood & Panel Inc.  
 The Quikrete Companies

**FLOORING — Wood Block**

Hoboken Wood Flooring Corp.

**FLUE LINING**

Colliton/Read Inc.  
 Connecticut Reserve Supply Co.  
 Inc.  
 MSR Inc.  
 North Counties Supply Co. Inc.

**FOAM BOARD**

Atlantic Building Products Corp.  
 Avon Wholesale Supply Co.  
 Babcock Lumber Co.  
 DJ Inc.  
 Dow North America  
 Federal Aluminum Products  
 Flushing Supply Corp.  
 Georgia-Pacific Corp.  
 Gilfoy Distributing Co.  
 I. T. Dealers Supply  
 Insulation Distribution  
 Specialists Inc.  
 J&S Supply Corp.  
 North Counties Supply Co. Inc.  
 Plywood Specialties Inc.  
 Reserve Supply of Central New  
 York Inc.

**FORMS HANDLING  
EQUIPMENT**

Moore Business Forms &  
 Systems Division  
 UARCO Inc.

**FOUNDATION — Pressure  
Treated, Coatings, Insulation**

Chemical Specialties Inc.  
 4-Guys Wholesale Inc.  
 Hatheway & Patterson Co. Inc.  
 Monsey Products  
 The Quikrete Companies  
 Sabbeth Industries Ltd.

**FRAMES — Doors**

Adam Wholesalers  
 Atlantic Pre-Hung Doors Inc.  
 Babcock Lumber Co.  
 Brockway-Smith Co.  
 Brodeur Window Distributors  
 Inc.  
 Cleary Millwork Co. Inc.  
 Gold Bond Building Products  
 A.E. Gombert Lumber Co. Inc.  
 Huttig Sash and Door Co.  
 Long Island Wholesalers Inc.  
 M & M Millwork  
 North Atlantic Millwork Corp.  
 Patmore Millwork Co. Inc.  
 Reeb Millwork Corp.  
 Super Millwork Inc.  
 Wholesale Doors Inc.  
 V.P. Winter Distributing Co.

**FRAMES — Steel**

Adam Wholesalers  
 Babcock Lumber Co.  
 Brockway-Smith Co.  
 Cleary Millwork Co. Inc.  
 General Millwork Corp.  
 Gold Bond Building Products  
 Hallmark Sales & Marketing  
 Huttig Sash and Door Co.  
 M & M Millwork  
 Martin Millwork Inc.  
 Millwork Specialties Inc.  
 Plywood Plastics Inc.  
 Reeb Millwork Corp.  
 Super Millwork Inc.  
 Wholesale Doors Inc.  
 V.P. Winter Distributing Co.



**FRAMING ANCHORS**

Adam Wholesalers  
Prime Source/Miller Supply  
Simpson Strong-Tie Inc.

**FURNITURE — K.D.**

George McQuesten Co. Inc.

**FURNITURE — Kits, Mahogany**

George McQuesten Co. Inc.

**FURNITURE — Unfinished**

George McQuesten Co. Inc.  
Millwork Specialties Inc.

**G****GARAGE DOOR HARDWARE**

Architects Hardware &  
Specialty Co. Inc.  
R.A. Graham Co. Inc.  
Masback Sentry Hardware Co.  
RKB Enterprises Inc.

**GARDEN SUPPLIES**

Hardware Wholesalers Inc.  
Masback Sentry Hardware Co.  
RKB Enterprises Inc.  
Servistar Corp.

**GLASS**

Adam Wholesalers  
Masback Sentry Hardware Co.  
E. Rabinowe & Co.

**GLASS — Insulating**

Adam Wholesalers  
Patmore Millwork Co. Inc.  
Velux-America Inc.

**GLAZING — Acrylic Safety**

Babcock Lumber Co.  
Patmore Millwork Co. Inc.  
E. Rabinowe & Co.

**GLOVES**

National Advertising Specialties  
Corp.  
E. Rabinowe & Co.

**GLUES & SOLVENTS**

Architects Hardware &  
Specialty Co. Inc.  
The Emery-Waterhouse Co.  
L. I. Laminates Inc.  
Manhattan Laminates Ltd.  
Mechanics Building Materials  
Co. Inc.  
Plywood Plastics Inc.  
E. Rabinowe & Co.  
Servistar Corp.

**GREENHOUSES**

Adam Wholesalers  
Simpson Strong-Tie Inc.

**GRID**

Babcock Lumber Co.  
Colliton/Read Inc.  
Drew Building Supply Inc.  
Flushing Supply Corp.  
Guardian Purchasing Corp.  
Plywood Plastics Inc.

**GRILLES**

Adam Wholesalers  
Brodeur Window Distributors  
Inc.  
Dorsey Millwork Inc.  
Dan Harrington Associates  
Huttig Sash and Door Co.  
Martin Millwork Inc.  
Mor-Lite Distributors Inc.

**GRILLS — Window**

Adam Wholesalers  
Huttig Sash and Door Co.  
Martin Millwork Inc.  
Patmore Millwork Co. Inc.  
Reeb Millwork Corp.  
V.P. Winter Distributing Co.

**GROUTS**

The Quikrete Companies  
Spear-Newman Inc.

**GUTTERS & LEADER — Metal**

Brodco Inc.  
Federal Aluminum Products  
The Grillco Corp.  
Insulation Distribution  
Specialists Inc.  
J&S Supply Corp.  
Prudential Metal Supply Corp.

Rafferty Aluminum & Steel Co.  
Ryan Seamless Gutter Systems  
Inc.

**GUTTERS — Aluminum**

Atlantic Building Products Corp.  
DJ Inc.  
The Elhide Co. Inc.  
Federal Aluminum Products  
Genesee Reserve Supply Inc.  
Gilfoy Distributing Co.  
The Grillco Corp.  
I. T. Dealers Supply  
J&S Supply Corp.  
RKB Enterprises Inc.  
Ryan Seamless Gutter Systems  
Inc.

**GUTTERS — Vinyl**

Babcock Lumber Co.  
Brodco Inc.  
DJ Inc.  
The Elhide Co. Inc.  
The Emery-Waterhouse Co.  
Federal Aluminum Products  
GSW  
Genesee Reserve Supply Inc.  
Gilfoy Distributing Co.  
J&S Supply Corp.  
North Counties Supply Co. Inc.  
RKB Enterprises Inc.  
Reserve Supply of Central New  
York Inc.  
Ryan Seamless Gutter Systems  
Inc.

**GUTTERS — Wood**

Avon Wholesale Supply Co.  
Boston Cedar Inc.  
Coastal Forest Products Inc.  
Cooperative Reserve Supply Inc.  
Earll Forest Products Inc.  
Hatheway & Patterson Co. Inc.  
Holbrook Warehouse Corp.  
Northeast Lumber Sales Inc.  
Ryan Seamless Gutter Systems  
Inc.

**GYPSUM PRODUCTS**

Atlantic Building Products Corp.  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Britton Lumber Co. Inc.  
Cooperative Reserve Supply Inc.



Domtar Gypsum  
The Elhide Co. Inc.  
Flushing Supply Corp.  
Furman Lumber Inc.  
Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
Gold Bond Building Products  
Insulation Distribution  
Specialists Inc.  
K.T. Sales Associates Inc.  
North Counties Supply Co. Inc.  
Prime Source/Miller Supply  
SMC Group Inc.  
Servistar Corp.

## H

### HANGERS — Joist & Beam

Alpine Structures  
American International Forest  
Products  
Cooperative Reserve Supply Inc.  
DJ Inc.  
Fish & Parker Inc.  
Genesee Reserve Supply Inc.  
Gilfoy Distributing Co.  
Guardian Purchasing Corp.  
Kraft Wholesale Inc.  
Mid-State Lumber Corp.  
PDJ Components Inc.  
Prime Source/Miller Supply  
RKB Enterprises Inc.  
Simpson Strong-Tie Inc.  
S.R. Sloan Inc.  
Unadilla Silo Co. Inc.  
Wood Structures Inc.

### HARD HATS

RKB Enterprises Inc.

### HARDBOARD — Decorative

Atlantic Building Products Corp.  
Babcock Lumber Co.  
Cooperative Reserve Supply Inc.  
The Elhide Co. Inc.  
Georgia-Pacific Corp.  
Manhattan Laminates Ltd.  
Ply Gem Manufacturing  
Plywood Plastics Inc.  
Plywood Specialties Inc.

Prime Plywood & Panel Inc.  
RKB Enterprises Inc.  
Reserve Supply of Central New  
York Inc.  
Woodland Specialties Inc.

### HARDBOARD — Hooks

Bay Ridge Lumber Co.  
RKB Enterprises Inc.

### HARDBOARD — Nails

Guardian Purchasing Corp.  
Kraft Wholesale Inc.  
RKB Enterprises Inc.

### HARDBOARD — Perforated

Atlantic Plywood  
Babcock Lumber Co.  
Colliton/Read Inc.  
Flushing Supply Corp.  
Georgia-Pacific Corp.  
Plywood Plastics Inc.  
Plywood Specialties Inc.  
Prime Plywood & Panel Inc.

### HARDBOARD — Prefinished

Atlantic Building Products Corp.  
Babcock Lumber Co.  
Colliton/Read Inc.  
Flushing Supply Corp.  
Georgia-Pacific Corp.  
Plywood Plastics Inc.  
Prime Plywood & Panel Inc.

### HARDWARE

Architects Hardware &  
Specialty Co. Inc.  
Hardware Wholesalers Inc.  
Masback Sentry Hardware Co.  
North Atlantic Millwork Corp.  
North Counties Supply Co. Inc.  
Page 3 Products  
RKB Enterprises Inc.  
Servistar Corp.

### HARDWARE — Builders

Adam Wholesalers  
Architects Hardware &  
Specialty Co. Inc.  
C.A. Cunningham Co.  
Cole-Mullen Sales Inc.  
The Emery-Waterhouse Co.  
R.A. Graham Co. Inc.

Page 3 Products  
Prime Source/Miller Supply  
RKB Enterprises Inc.  
Servistar Corp.

### HARDWARE — Cabinet

Architects Hardware &  
Specialty Co. Inc.  
C.A. Cunningham Co.  
R.A. Graham Co. Inc.  
L. I. Laminates Inc.  
Manhattan Laminates Ltd.  
Master Millwork Industries Inc.  
Mechanics Building Materials  
Co. Inc.  
Page 3 Products  
Plywood Plastics Inc.  
Spindle City Distributing Inc.  
Winde Distributors Inc.  
Winde-McCormick Laminates  
Inc.  
Woodland Specialties Inc.

### HARDWARE — Cloth

R.A. Graham Co. Inc.

### HARDWARE — Door

Adam Wholesalers  
Architects Hardware &  
Specialty Co. Inc.  
Atlantic Pre-Hung Doors Inc.  
Avon Wholesale Supply Co.  
Brodeur Window Distributors  
Inc.  
C.A. Cunningham Co.  
Cleary Millwork Co. Inc.  
R.A. Graham Co. Inc.  
Huttig Sash and Door Co.  
Martin Millwork Inc.  
Mor-Lite Distributors Inc.  
Page 3 Products  
RKB Enterprises Inc.  
Semon Sales & Associates  
Wholesale Doors Inc.  
V.P. Winter Distributing Co.

### HARDWARE — Franchise

The Emery-Waterhouse Co.  
Servistar Corp.

### HARDWARE — Home & Farm

C.A. Cunningham Co.



**HARDWARE — Millwork**

Adam Wholesalers  
 C.A. Cunningham Co.  
 Manhattan Laminates Ltd.  
 Page 3 Products  
 Spindle City Distributing Inc.  
 V.P. Winter Distributing Co.

**HARDWARE — Residential**

Adam Wholesalers  
 Architects Hardware &  
 Specialty Co. Inc.  
 C.A. Cunningham Co.  
 R.A. Graham Co. Inc.  
 Page 3 Products

**HARDWARE — Shelving**

Architects Hardware &  
 Specialty Co. Inc.  
 C.A. Cunningham Co.  
 Page 3 Products  
 RKB Enterprises Inc.  
 Winde-McCormick Laminates  
 Inc.

**HARDWARE WHOLESALER**

Adam Wholesalers  
 Architects Hardware &  
 Specialty Co. Inc.  
 Atlantic Pre-Hung Doors Inc.  
 C.A. Cunningham Co.  
 Decatur & Hopkins  
 The Emery-Waterhouse Co.  
 R.A. Graham Co. Inc.  
 Page 3 Products  
 RKB Enterprises Inc.  
 Servistar Corp.

**HARDWARE — Window**

Architects Hardware &  
 Specialty Co. Inc.  
 C.A. Cunningham Co.  
 R.A. Graham Co. Inc.  
 Page 3 Products  
 RKB Enterprises Inc.

**HARDWOOD**

Babcock Lumber Co.  
 Bay Ridge Lumber Co.  
 Lawrence R. McCoy & Co. Inc.  
 R.A. Miller Hardwood Co. Inc.  
 Sabbeth Industries Ltd.  
 Sabbeth-Mathews Hardwood  
 Corp.

**HATCHWAYS**

Babcock Lumber Co.  
 Cleary Millwork Co. Inc.  
 The Elhide Co. Inc.

**HEATING EQUIPMENT**

American International Forest  
 Products

**HOOKS & SHACKLES**

RKB Enterprises Inc.

**HOUSEWARES**

Crawford Products Inc.  
 Servistar Corp.

I

**INSULATION — Accessories**

Dow North America  
 Insulation Distribution  
 Specialists Inc.  
 J&S Supply Corp.

**INSULATION — Batts & Blankets**

Bay Ridge Lumber Co.  
 DJ Inc.  
 Flushing Supply Corp.  
 Georgia-Pacific Corp.  
 Insulation Distribution  
 Specialists Inc.  
 J&S Supply Corp.

**INSULATION — Board**

Atlantic Building Products Corp.  
 Avon Wholesale Supply Co.  
 DJ Inc.  
 Dow North America  
 Federal Aluminum Products  
 Flushing Supply Corp.  
 Georgia-Pacific Corp.  
 Insulation Distribution  
 Specialists Inc.  
 J&S Supply Corp.

**INSULATION — Fiberglass**

Atlantic Building Products Corp.  
 Cooperative Reserve Supply Inc.

The Elhide Co. Inc.

The Emery-Waterhouse Co.  
 Flushing Supply Corp.  
 Georgia-Pacific Corp.  
 Gilfoy Distributing Co.  
 Gold Bond Building Products  
 Guardian Purchasing Corp.  
 I. T. Dealers Supply  
 Insulation Distribution  
 Specialists Inc.  
 J&S Supply Corp.  
 North Counties Supply Co. Inc.  
 Prime Source/Miller Supply  
 Reserve Supply of Central New  
 York Inc.

**INSULATION — Loose Fill**

Insulation Distribution  
 Specialists Inc.

**INSULATION — Housewrap**

Connecticut Cedar

**INSULATION — Masonry**

Connecticut Cedar  
 Dow North America  
 Insulation Distribution  
 Specialists Inc.  
 J&S Supply Corp.  
 Reserve Supply of Central New  
 York Inc.

**INSULATION — Metal Building**

Insulation Distribution  
 Specialists Inc.  
 J&S Supply Corp.

**INSULATION — Pouring**

Cooperative Reserve Supply Inc.  
 I. T. Dealers Supply  
 Insulation Distribution  
 Specialists Inc.  
 J&S Supply Corp.

**INSULATION — Reflective**

DJ Inc.  
 Georgia-Pacific Corp.  
 Insulation Distribution  
 Specialists Inc.  
 J&S Supply Corp.  
 Kraft Wholesale Inc.

**INSULATION — Rigid**

Atlantic Building Products Corp.



Connecticut Cedar  
Cooperative Reserve Supply Inc.  
DJ Inc.  
Dow North America  
Georgia-Pacific Corp.  
Homasote Co.  
Insulation Distribution  
Specialists Inc.  
J&S Supply Corp.  
George McQuesten Co. Inc.  
Plywood Specialties Inc.  
Unadilla Silo Co. Inc.

**INSULATION — Spray-On**  
J&S Supply Corp.

**INSULATION — Supports**  
Guardian Purchasing Corp.  
Insulation Distribution  
Specialists Inc.  
J&S Supply Corp.  
Kraft Wholesale Inc.  
Simpson Strong-Tie Inc.

**INSULATION — Urethane**  
DJ Inc.  
Gilfof Distributing Co.  
Homasote Co.  
Insulation Distribution  
Specialists Inc.  
J&S Supply Corp.

**INSURANCE — Casualty**  
Amalgamated Programs  
Lumber Mutual Insurance Co.  
Northeast Preferred Insurance  
Inc.  
Pennsylvania Lumbermens  
Mutual Insurance Co.

**INSURANCE — Fire, Property**  
Amalgamated Programs  
Cool Insuring Agency Inc.  
Lumber Mutual Insurance Co.  
Northeast Preferred Insurance  
Inc.  
Pennsylvania Lumbermens  
Mutual Insurance Co.

**INSURANCE - EMPLOYEE  
BENEFIT**  
Liberty Mutual Insurance Group

**INSURANCE — General**  
AMG Retirement Services  
Amalgamated Programs  
Cool Insuring Agency Inc.  
Pennsylvania Lumbermens  
Mutual Insurance Co.  
Edward J. Pretko

**INSURANCE — Health**  
Amalgamated Programs  
Cool Insuring Agency Inc.  
Liberty Mutual Insurance Group

**INVENTORY CONTROLS**  
Dataline Corp.  
Enterprise Computer Systems  
Inc.  
Hardware Wholesalers Inc.

**INVESTMENT MANAGEMENT**  
Dataline Corp.

**IRONING BOARDS**  
Cleary Millwork Co. Inc.  
Reeb Millwork Corp.

**J**

**JAMBS**  
Adam Wholesalers  
Atlantic Building Products Corp.  
Atlantic Pre-Hung Doors Inc.  
Babcock Lumber Co.  
Brockway-Smith Co.  
Consolidated Lumber Corp.  
DS Sales and Marketing Inc.  
Fabral-Alcan Building Products  
Georgia-Pacific Corp.  
A.E. Gombert Lumber Co. Inc.  
Huttig Sash and Door Co.  
M & M Millwork  
Marlin Lumber Sales Corp.  
Mid-State Lumber Corp.  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Northeast Door Corp.  
Reeb Millwork Corp.  
Reserve Supply of Central New  
York Inc.  
Sabbeth-Mathews Hardwood  
Corp.

Super Millwork Inc.  
Van Roy Millwork Corp.  
V.P. Winter Distributing Co.

**JOIST HANGERS**  
Alpine Structures  
Atlantic Building Products Corp.  
Babcock Lumber Co.  
Brodco Inc.  
Crawford Products Inc.  
DJ Inc.  
The Elhide Co. Inc.  
Fish & Parker Inc.  
Gilfof Distributing Co.  
Guardian Purchasing Corp.  
I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.  
MSR Inc.  
Mid-State Lumber Corp.  
PDJ Components Inc.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.  
Rafferty Alumium & Steel Co.  
Simpson Strong-Tie Inc.  
Unadilla Silo Co. Inc.

**JOIST SUPPORTS**  
Alpine Structures  
Atlantic Building Products Corp.  
Brodco Inc.  
Fish & Parker Inc.  
Guardian Purchasing Corp.  
Kraft Wholesale Inc.  
Mid-State Lumber Corp.  
Prime Source/Miller Supply  
RKB Enterprises Inc.  
Simpson Strong-Tie Inc.  
Unadilla Silo Co. Inc.

**K**

**KITCHEN ACCESSORIES**  
L. I. Laminates Inc.  
Manhattan Laminates Ltd.  
Spindle City Distributing Inc.



**KITCHEN COUNTER TOPS**

Atlantic Building Products Corp.  
 Atlantic Plywood  
 Drew Building Supply Inc.  
 Gilfoy Distributing Co.  
 L. I. Laminates Inc.  
 Magee-Fine Lumber Co.  
 Manhattan Laminates Ltd.  
 Mechanics Building Materials  
 Co. Inc.  
 Plywood Plastics Inc.  
 Spear-Newman Inc.  
 Spindle City Distributing Inc.

**KITCHENS**

Brodco Inc.  
 Drew Building Supply Inc.

**KITS — Bathroom Wall**

Atlantic Plywood  
 Gilfoy Distributing Co.  
 Mechanics Building Materials  
 Co. Inc.  
 Spear-Newman Inc.

**KITS — Yard Building — Pre-Cut**

Unadilla Silo Co. Inc.

**L****LADDERS — Wood, Aluminum & Fiberglass**

Atlantic Building Products Corp.  
 Crawford Products Inc.  
 The Emery-Waterhouse Co.  
 Masback Sentry Hardware Co.  
 Reserve Supply of Central New  
 York Inc.  
 Servistar Corp.

**LADDER JACKS**

Rafferty Alumium & Steel Co.

**LADDER STOCK**

Capital Forest Products Inc.  
 Lawrence R. McCoy & Co. Inc.

**LAMINATES — Metallic, High Pressure Plastics**

Atlantic Plywood

Babcock Lumber Co.  
 L. I. Laminates Inc.  
 Manhattan Laminates Ltd.  
 Master Millwork Industries Inc.  
 Mechanics Building Materials  
 Co. Inc.

Millwork Specialties Inc.  
 Ply Gem Manufacturing  
 Plunkett-Webster Inc.  
 Plywood Plastics Inc.  
 Prime Plywood & Panel Inc.  
 Spear-Newman Inc.  
 Spindle City Distributing Inc.  
 Winde Distributors Inc.  
 Winde-McCormick Laminates  
 Inc.  
 Woodland Specialties Inc.

**LATH — Wood**

Babcock Lumber Co.  
 Britton Lumber Co. Inc.  
 4-Guys Wholesale Inc.  
 Furman Lumber Inc.  
 A.E. Gombert Lumber Co. Inc.  
 J. M. Heinike Associates Inc.  
 Holbrook Warehouse Corp.  
 Insulation Distribution  
 Specialists Inc.  
 Lewis Lumber Ltd.  
 Magee-Fine Lumber Co.  
 Lawrence R. McCoy & Co. Inc.  
 Mid-State Lumber Corp.  
 Monroe/Palburn Inc.  
 Nutmeg Forest Products Inc.  
 Sabbeth Industries Ltd.  
 Tradewood Lumber Corp.  
 Warren Trask Co. Inc.

**LATTICE — Stationary & Expandable**

Atlantic Building Products Corp.  
 Babcock Lumber Co.  
 Britton Lumber Co. Inc.  
 Coastal Forest Products Inc.  
 Colliton/Read Inc.  
 Connecticut Cedar  
 Consolidated Lumber Corp.  
 DJ Inc.  
 Flushing Supply Corp.  
 4-Guys Wholesale Inc.  
 Furman Lumber Inc.  
 Gilfoy Distributing Co.  
 Hatheway & Patterson Co. Inc.  
 Lawrence R. McCoy & Co. Inc.

Mid-State Lumber Corp.  
 Plywood Plastics Inc.  
 Prudential Metal Supply Corp.  
 Tolleson Lumber Co. Inc.

**LAWN & GARDEN PRODUCTS**

R.A. Graham Co. Inc.  
 Servistar Corp.

**LEGS — Table, Wood & Metal**

Architects Hardware &  
 Specialty Co. Inc.  
 L. I. Laminates Inc.

**LEGS — Wooden & Steel, Folding**

Architects Hardware &  
 Specialty Co. Inc.

**LIGHTING FIXTURES**

The Emery-Waterhouse Co.  
 Flushing Supply Corp.  
 L. I. Laminates Inc.  
 Mitchell Associates Inc.  
 Servistar Corp.

**LIGHTING PANELS**

Babcock Lumber Co.  
 Colliton/Read Inc.  
 Flushing Supply Corp.  
 Rafferty Alumium & Steel Co.

**LIME**

Insulation Distribution  
 Specialists Inc.  
 Watta-Crete Co. Inc.

**LOAD BINDERS**

R-B Manufacturing Co.  
 RKB Enterprises Inc.

**LOCKS — Lock Sets**

Adam Wholesalers  
 Architects Hardware &  
 Specialty Co. Inc.  
 C.A. Cunningham Co.  
 R.A. Graham Co. Inc.  
 Hallmark Sales & Marketing  
 M & M Millwork  
 Mor-Lite Distributors Inc.  
 Page 3 Products  
 RKB Enterprises Inc.  
 Schlage Lock Co.  
 Super Millwork Inc.



Wholesale Doors Inc.  
V.P. Winter Distributing Co.

#### **LOSS PREVENTION**

Long Island Wholesalers Inc.

#### **LOUVERS & LOUVERED PRODUCTS**

Adam Wholesalers  
Architects Hardware &  
Specialty Co. Inc.  
Brockway-Smith Co.  
Brodco Inc.  
Federal Aluminum Products  
Fish & Parker Inc.  
I. T. Dealers Supply  
Kraft Wholesale Inc.  
North Atlantic Millwork Corp.  
Prudential Metal Supply Corp.  
Reeb Millwork Corp.  
Robbins Lumber Co. Inc.  
Super Millwork Inc.

#### **LUBRICANTS**

RKB Enterprises Inc.

#### **LUMBER**

Cotter & Co.

#### **LUMBER — Ash**

Highland Hardwoods  
Leonard Lumber Co.  
J. Gibson Mcllvain Lumber Co.  
R.A. Miller Hardwood Co. Inc.  
New England Lumber  
Specialties Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.

#### **LUMBER — Balsam (Fir)**

Garelco Sales Co.  
Holbrook Warehouse Corp.  
Lewis Lumber Ltd.

#### **LUMBER — Basswood**

Highland Hardwoods  
Leonard Lumber Co.  
J. Gibson Mcllvain Lumber Co.  
R.A. Miller Hardwood Co. Inc.  
New England Lumber  
Specialties Inc.  
Rex Lumber Co.

Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.

#### **LUMBER — Birch**

Babcock Lumber Co.  
Highland Hardwoods  
Leonard Lumber Co.  
Manhattan Laminates Ltd.  
J. Gibson Mcllvain Lumber Co.  
R.A. Miller Hardwood Co. Inc.  
New England Lumber  
Specialties Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.

#### **LUMBER — Butternut**

Highland Hardwoods  
Leonard Lumber Co.  
J. Gibson Mcllvain Lumber Co.  
R.A. Miller Hardwood Co. Inc.  
New England Lumber  
Specialties Inc.  
Rex Lumber Co.  
Sabbeth-Mathews Hardwood  
Corp.

#### **LUMBER — Cedar**

Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Baystate Forest Products  
Boston Cedar Inc.  
Capital Forest Products Inc.  
Coastal Forest Products Inc.  
4-Guys Wholesale Inc.  
Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
Grey's Woodworks Inc.  
Hatheway & Patterson Co. Inc.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Holden Humphrey Inc.  
MacMillan Bloedel Building  
Materials  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Northeast Lumber Sales Inc.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.

Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tibo Lumber

#### **LUMBER — Cedar, Alaskan Yellow**

Boston Cedar Inc.  
Coastal Forest Products Inc.  
Holden Humphrey Inc.

#### **LUMBER — Cedar, Incense**

American International Forest  
Products  
Babcock Lumber Co.  
Boston Cedar Inc.  
Coastal Forest Products Inc.  
Furman Lumber Inc.  
J. M. Heinike Associates Inc.  
Holden Humphrey Inc.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Sherwood Lumber Corp.

#### **LUMBER — Cedar & Inland**

American International Forest  
Products  
Babcock Lumber Co.  
Boston Cedar Inc.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Furman Lumber Inc.  
Georgia-Pacific Corp.  
J. M. Heinike Associates Inc.  
Holden Humphrey Inc.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Monroe/Palburn Inc.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Warren Trask Co. Inc.

#### **LUMBER — Cedar, Western Red**

American International Forest  
Products



Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Boston Cedar Inc.  
Capital Forest Products Inc.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Earll Forest Products Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Georgia-Pacific Corp.  
Hallock Lumber Co.  
J. M. Heinike Associates Inc.  
Holden Humphrey Inc.  
MacMillan Bloedel Building  
Materials  
Magee-Fine Lumber Co.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Northeast Lumber Sales Inc.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Sherwood Lumber Corp.  
Timber Trading Inc.  
Warren Trask Co. Inc.

#### **LUMBER — Cedar White**

Baystate Forest Products  
Coastal Forest Products Inc.  
Furman Lumber Inc.  
J. M. Heinike Associates Inc.  
George McQuesten Co. Inc.  
Northeast Lumber Sales Inc.  
Plunkett-Webster Inc.  
Russin Lumber Corp.  
Warren Trask Co. Inc.

#### **LUMBER — Cherry**

Babcock Lumber Co.  
Highland Hardwoods  
Leonard Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
J. Gibson McIlvain Lumber Co.  
R.A. Miller Hardwood Co. Inc.  
New England Lumber  
Specialties Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.

#### **LUMBER — Commons**

American International Forest  
Products  
Babcock Lumber Co.  
Baystate Forest Products  
4-Guys Wholesale Inc.  
Georgia-Pacific Corp.  
A.E. Gombert Lumber Co. Inc.  
Highland Hardwoods  
Leonard Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
Monroe/Palburn Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tradewood Lumber Corp.

#### **LUMBER — Cut Stock**

American international Forest  
Products  
Garelco Sales Co.  
J. M. Heinike Associates Inc.  
Lewis Lumber Ltd.  
Mid-State Lumber Corp.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.  
John H. Schumacher Inc.  
Tradewood Lumber Corp.

#### **LUMBER — Cypress**

Coastal Forest Products Inc.  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
Northeast Lumber Sales Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.

#### **LUMBER — Dimension, Eastern**

American International Forest  
Products  
Babcock Lumber Co.  
Britton Lumber Co. Inc.  
C&S Wholesale Lumber Co. Inc.  
Capital Forest Products Inc.  
4-Guys Wholesale Inc.  
Garelco Sales Co.  
Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
Jim Gillies Lumber Co. Inc.

J. M. Heinike Associates Inc.  
Lewis Lumber Ltd.  
Magee-Fine Lumber Co.  
Monroe/Palburn Inc.  
Prudential Metal Supply Corp.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tibo Lumber  
Tradewood Lumber Corp.

#### **LUMBER — Douglas Fir**

American International Forest  
Products  
Atlantic Coast Lumber Sales Inc.  
Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Boston Cedar Inc.  
C&S Wholesale Lumber Co. Inc.  
Coastal Forest Products Inc.  
Cooperative Reserve Supply Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Georgia-Pacific Corp.  
Hallock Lumber Co.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
MacMillan Bloedel Building  
Materials  
Magee-Fine Lumber Co.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tradewood Lumber Corp.  
Travers Forest Products Inc.

#### **LUMBER — Eastern White Pine**

4-Guys Wholesale Inc.

#### **LUMBER — Fir & Larch**

American International Forest  
Products  
Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Coastal Forest Products Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.



MacMillan Bloedel Building  
Materials  
Magee-Fine Lumber Co.  
Monroe/Palburn Inc.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Unadilla Silo Co. Inc.

#### **LUMBER — Fir Uppers**

American International Forest  
Products  
Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Baystate Forest Products  
Boston Cedar Inc.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Earl Forest Products Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.  
Mid-State Lumber Corp.  
Northeast Lumber Sales Inc.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Warren Trask Co. Inc.

#### **LUMBER — Fir, White**

American International Forest  
Products  
Babcock Lumber Co.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
J. M. Heinike Associates Inc.  
Magee-Fine Lumber Co.  
Monroe/Palburn Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.

#### **LUMBER — Fire Retardant**

Avon Wholesale Supply Co.  
BB & S Treated Lumber of New  
England  
Babcock Lumber Co.  
Furman Lumber Inc.  
Hatheway & Patterson Co. Inc.  
J. M. Heinike Associates Inc.  
Magee-Fine Lumber Co.

Mid-State Lumber Corp.  
New England Lumber  
Specialties Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.

#### **LUMBER — Furniture, Pine**

Highland Hardwoods  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
George McQuesten Co. Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Tradewood Lumber Corp.

#### **LUMBER — Glued Up**

Cooperative Reserve Supply Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.  
New England Lumber  
Specialties Inc.  
Plunkett-Webster Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.  
John H. Schumacher Inc.  
Tradewood Lumber Corp.  
Unadilla Silo Co. Inc.

#### **LUMBER — Hardwood, Appalachian**

Babcock Lumber Co.  
Highland Hardwoods  
Leonard Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
J. Gibson McIlvain Lumber Co.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.  
Tradewood Lumber Corp.

#### **LUMBER — Hardwood, Exotic**

Highland Hardwoods  
Leonard Lumber Co.  
R.A. Miller Hardwood Co. Inc.  
New England Lumber  
Specialties Inc.  
Rex Lumber Co.

#### **LUMBER — Hardwood, Kiln-Dried**

Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Consolidated Lumber Corp.  
Georgia-Pacific Corp.  
Highland Hardwoods  
Leonard Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
J. Gibson McIlvain Lumber Co.  
R.A. Miller Hardwood Co. Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.  
Tradewood Lumber Corp.

#### **LUMBER — Hardwood, Oak, Red & White**

Adam Wholesalers  
Babcock Lumber Co.  
Consolidated Lumber Corp.  
Georgia-Pacific Corp.  
Highland Hardwoods  
Leonard Lumber Co.  
J. Gibson McIlvain Lumber Co.  
George McQuesten Co. Inc.  
R.A. Miller Hardwood Co. Inc.  
New England Lumber  
Specialties Inc.  
Nutmeg Forest Products Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.  
Tradewood Lumber Corp.

#### **LUMBER — Hemlock, Eastern**

Capital Forest Products Inc.  
Furman Lumber Inc.  
Garelco Sales Co.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Sherwood Lumber Corp.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

#### **LUMBER — Hemlock, Western**

Atlantic Coast Lumber Sales Inc.  
Bay Ridge Lumber Co.  
Furman Lumber Inc.



J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
MacMillan Bloedel Building  
Materials  
Magee-Fine Lumber Co.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Sabbeth Industries Ltd.  
Sherwood Lumber Corp.

#### **LUMBER — Industrial**

American International Forest  
Products  
C&S Wholesale Lumber Co. Inc.  
4-Guys Wholesale Inc.  
Monroe/Palburn Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Tradewood Lumber Corp.

#### **LUMBER — Larch**

Garelco Sales Co.  
Magee-Fine Lumber Co.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.

#### **LUMBER — Maghogany, African, Phillippine**

Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Baystate Forest Products  
Highland Hardwoods  
J. Gibson McIlvain Lumber Co.  
George McQuesten Co. Inc.  
R.A. Miller Hardwood Co. Inc.  
New England Lumber  
Specialties Inc.  
Northeast Lumber Sales Inc.  
Plunkett-Webster Inc.  
Rex Lumber Co.  
Warren Trask Co. Inc.

#### **LUMBER — Mahogany, S. American, Phillippine** Leonard Lumber Co.

#### **LUMBER — Maple**

Babcock Lumber Co.  
Highland Hardwoods  
Leonard Lumber Co.  
J. Gibson McIlvain Lumber Co.  
George McQuesten Co. Inc.  
R.A. Miller Hardwood Co. Inc.  
New England Lumber

Specialties Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.

#### **LUMBER — Moulding Grade**

Adam Wholesalers  
Consolidated Lumber Corp.  
Garden State Lumber Products  
Corp.  
A.E. Gombert Lumber Co. Inc.  
J. M. Heinike Associates Inc.  
Highland Hardwoods  
Leonard Lumber Co.  
Rex Lumber Co.  
Sabbeth Industries Ltd.

#### **LUMBER — Oak**

Adam Wholesalers  
Babcock Lumber Co.  
Consolidated Lumber Corp.  
DJ Inc.  
Garden State Lumber Products  
Corp.  
Highland Hardwoods  
Leonard Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
J. Gibson McIlvain Lumber Co.  
R.A. Miller Hardwood Co. Inc.  
New England Lumber  
Specialties Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.  
John H. Schumacher Inc.

#### **LUMBER — Patterned**

Babcock Lumber Co.  
Baystate Forest Products  
Coastal Forest Products Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Holden Humphrey Inc.  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
George McQuesten Co. Inc.  
New England Lumber  
Specialties Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.

Tradewood Lumber Corp.  
Unadilla Silo Co. Inc.

#### **LUMBER — Pine**

American International Forest  
Products  
Atlantic Building Products Corp.  
Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Baystate Forest Products  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Garelco Sales Co.  
Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
Jim Gillies Lumber Co. Inc.  
A.E. Gombert Lumber Co. Inc.  
Grey's Woodworks Inc.  
J. M. Heinike Associates Inc.  
Highland Hardwoods  
W.B. Lambot Lumber & Supply  
Co. Inc.  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Prudential Metal Supply Corp.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

#### **LUMBER — Pine, Eastern White**

American International Forest  
Products  
Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Baystate Forest Products  
Britton Lumber Co. Inc.  
C&S Wholesale Lumber Co. Inc.  
Capital Forest Products Inc.  
P.H. Chadbourne & Co.  
Cooperative Reserve Supply Inc.  
DS Sales and Marketing Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Garelco Sales Co.  
Hallock Lumber Co.  
Hancock Lumber Co. Inc.



J. M. Heinike Associates Inc.  
Highland Hardwoods  
Holbrook Warehouse Corp.  
Holden Humphrey Inc.  
W.B. Lambot Lumber & Supply  
Co. Inc.  
Leonard Lumber Co.  
Lewis Lumber Ltd.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
J. Gibson McIlvain Lumber Co.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
R.A. Miller Hardwood Co. Inc.  
Monroe/Palburn Inc.  
Plunkett-Webster Inc.  
Rex Lumber Co.  
Richards & Davis Co. Inc.  
Robbins Lumber Co. Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Timber Trading Inc.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

#### **LUMBER — Pine, Idaho White**

Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Cooperative Reserve Supply Inc.  
DS Sales and Marketing Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Garelco Sales Co.  
A.E. Gombert Lumber Co. Inc.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Plunkett-Webster Inc.  
Reserve Supply of Central New  
York Inc.  
Richards & Davis Co. Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

#### **LUMBER — Pine, Knotty**

Babcock Lumber Co.  
Baystate Forest Products  
4-Guys Wholesale Inc.  
A.E. Gombert Lumber Co. Inc.  
Highland Hardwoods  
W.B. Lambot Lumber & Supply  
Co. Inc.  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
Mid-State Lumber Corp.  
R.A. Miller Hardwood Co. Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

#### **LUMBER — Pine, Lodgepole**

Furman Lumber Inc.  
Magee-Fine Lumber Co.  
Ply Gem Industries Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.

#### **LUMBER — Pine, Northern White**

Garelco Sales Co.  
A.E. Gombert Lumber Co. Inc.  
J. M. Heinike Associates Inc.  
R.T. Jones Lumber Co. Inc.  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
Monroe/Palburn Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

#### **LUMBER — Pine, Selects**

Babcock Lumber Co.  
Baystate Forest Products  
Boston Cedar Inc.  
Consolidated Lumber Corp.  
Cooperative Reserve Supply Inc.  
4-Guys Wholesale Inc.  
Hancock Lumber Co. Inc.  
J. M. Heinike Associates Inc.  
Highland Hardwoods  
Holbrook Warehouse Corp.

W.B. Lambot Lumber & Supply  
Co. Inc.  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
New England Lumber  
Specialties Inc.  
Nutmeg Forest Products Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

#### **LUMBER — Pine, Southern**

Babcock Lumber Co.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Hallock Lumber Co.  
J. M. Heinike Associates Inc.  
Highland Hardwoods  
Holbrook Warehouse Corp.  
Leonard Lumber Co.  
Monroe/Palburn Inc.  
Northeast Lumber Sales Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Timber Trading Inc.  
Tolleson Lumber Co. Inc.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.  
Unadilla Silo Co. Inc.

#### **LUMBER — Pine, Southern Yellow**

Babcock Lumber Co.  
DS Sales and Marketing Inc.  
Garelco Sales Co.  
Highland Hardwoods  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
New England Lumber  
Specialties Inc.  
Plunkett-Webster Inc.  
Prudential Metal Supply Corp.  
Rex Lumber Co.  
Richards & Davis Co. Inc.



Sabbeth Industries Ltd.

**LUMBER — Pine, Sugar**

Bay Ridge Lumber Co.  
J. M. Heinike Associates Inc.  
Highland Hardwoods  
Holbrook Warehouse Corp.  
W.B. Lambot Lumber & Supply  
Co. Inc.  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
Mid-State Lumber Corp.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Warren Trask Co. Inc.

**LUMBER — Pine, Western White**

American International Forest  
Products  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
J. M. Heinike Associates Inc.  
W.B. Lambot Lumber & Supply  
Co. Inc.  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

**LUMBER — Pine, Yellow**

Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Consolidated Lumber Corp.  
4-Guys Wholesale Inc.  
Georgia-Pacific Corp.  
Jim Gillies Lumber Co. Inc.  
J. M. Heinike Associates Inc.  
Leonard Lumber Co.  
Magee-Fine Lumber Co.

Mid-State Lumber Corp.  
Northeast Lumber Sales Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tolleson Lumber Co. Inc.  
Warren Trask Co. Inc.

**LUMBER — Ponderosa**

American International Forest  
Products  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Consolidated Lumber Corp.  
Cooperative Reserve Supply Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Garelco Sales Co.  
A.E. Gombert Lumber Co. Inc.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
W.B. Lambot Lumber & Supply  
Co. Inc.  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Plunkett-Webster Inc.  
Rex Lumber Co.  
Richards & Davis Co. Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

**LUMBER — Poplar**

Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Consolidated Lumber Corp.  
Highland Hardwoods  
Leonard Lumber Co.  
New England Lumber  
Specialties Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.

Sabbeth-Mathews Hardwood  
Corp.  
Warren Trask Co. Inc.

**LUMBER — Pre-Cut Dimension**

American International Forest  
Products  
Babcock Lumber Co.  
Garelco Sales Co.  
Lewis Lumber Ltd.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.

**LUMBER — Pressure Treated**

Alpine Structures  
BB & S Treated Lumber of New  
England  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Baystate Forest Products  
Britton Lumber Co. Inc.  
Capital Forest Products Inc.  
Cooperative Reserve Supply Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Garelco Sales Co.  
Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
Jim Gillies Lumber Co. Inc.  
Hancock Lumber Co. Inc.  
Hatheway & Patterson Co. Inc.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Monroe/Palburn Inc.  
North Counties Supply Co. Inc.  
Northeast Treaters Inc.  
Nutmeg Forest Products Inc.  
Ply Gem Industries Inc.  
Prudential Metal Supply Corp.  
Rafferty Alumium & Steel Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Servistar Corp.  
Sherwood Lumber Corp.



Tolleson Lumber Co. Inc.  
Unadilla Silo Co. Inc.

**LUMBER — Railroad Car  
Material**

Garelco Sales Co.  
Mid-State Lumber Corp.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.

**LUMBER — Redwood**

American International Forest  
Products  
Bay Ridge Lumber Co.  
Boston Cedar Inc.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Cooperative Reserve Supply Inc.  
Georgia-Pacific Corp.  
Hallock Lumber Co.  
Holbrook Warehouse Corp.  
Holden Humphrey Inc.  
Leonard Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
Mid-State Lumber Corp.  
Northeast Lumber Sales Inc.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Warren Trask Co. Inc.

**LUMBER — Selects**

American International Forest  
Products  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Boston Cedar Inc.  
Coastal Forest Products Inc.  
Consolidated Lumber Corp.  
Jim Gillies Lumber Co. Inc.  
J. M. Heinike Associates Inc.  
Highland Hardwoods  
Holden Humphrey Inc.  
W.B. Lambot Lumber & Supply  
Co. Inc.  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
Mid-State Lumber Corp.  
New England Lumber  
Specialties Inc.  
Northeast Lumber Sales Inc.  
Nutmeg Forest Products Inc.  
Rex Lumber Co.  
Richards & Davis Co. Inc.

Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Warren Trask Co. Inc.

**LUMBER — Shop Grades**

Adam Wholesalers  
American International Forest  
Products  
Coastal Forest Products Inc.  
Highland Hardwoods  
W.B. Lambot Lumber & Supply  
Co. Inc.  
Lawrence R. McCoy & Co. Inc.  
Rex Lumber Co.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Tradewood Lumber Corp.

**LUMBER — Spruce, Eastern**

American International Forest  
Products  
Baystate Forest Products  
Britton Lumber Co. Inc.  
C&S Wholesale Lumber Co. Inc.  
Capital Forest Products Inc.  
Cooperative Reserve Supply Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Garelco Sales Co.  
Georgia-Pacific Corp.  
Jim Gillies Lumber Co. Inc.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Lewis Lumber Ltd.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Prudential Metal Supply Corp.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tibo Lumber  
Tradewood Lumber Corp.  
Warren Trask Co. Inc.

**LUMBER — Spruce, Engelmann**

American International Forest

Products

Babcock Lumber Co.  
Garelco Sales Co.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.  
Mid-State Lumber Corp.  
Ply Gem Industries Inc.  
Plunkett-Webster Inc.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.

**LUMBER — Spruce,  
Northeastern**

Babcock Lumber Co.  
Garelco Sales Co.  
Mid-State Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tibo Lumber

**LUMBER — Spruce, Sitka**

Coastal Forest Products Inc.  
Sabbeth Industries Ltd.

**LUMBER — Spruce, Western  
White**

American International Forest  
Products  
Atlantic Building Products Corp.  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Britton Lumber Co. Inc.  
Cooperative Reserve Supply Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Garelco Sales Co.  
Jim Gillies Lumber Co. Inc.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Monroe/Palburn Inc.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.

**LUMBER — Structural**

Alpine Structures  
American International Forest  
Products  
Babcock Lumber Co.



Coastal Forest Products Inc.  
J. M. Heinike Associates Inc.  
MacMillan Bloedel Building  
Materials

Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Servistar Corp.  
Sherwood Lumber Corp.  
Unadilla Silo Co. Inc.

#### **LUMBER — Teak**

Leonard Lumber Co.  
J. Gibson Mcllvain Lumber Co.  
Rex Lumber Co.

#### **LUMBER — Toy Stock**

Bay Ridge Lumber Co.  
Lewis Lumber Ltd.  
Rex Lumber Co.  
Sabbeth Industries Ltd.

#### **LUMBER — Treated**

Alpine Structures  
Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Capital Forest Products Inc.  
Chemical Specialties Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Garelco Sales Co.  
Hatheway & Patterson Co. Inc.  
J. M. Heinike Associates Inc.  
Magee-Fine Lumber Co.  
Monroe/Palburn Inc.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Reserve Supply of Central New  
York Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Servistar Corp.  
Sherwood Lumber Corp.  
Tibo Lumber  
Unadilla Silo Co. Inc.

#### **LUMBER — Walnut**

Bay Ridge Lumber Co.  
Highland Hardwoods  
Leonard Lumber Co.  
J. Gibson Mcllvain Lumber Co.  
R.A. Miller Hardwood Co. Inc.

Rex Lumber Co.  
Sabbeth-Mathews Hardwood  
Corp.

#### **LUMBER TRADE PUBLICATIONS**

Babcock Lumber Co.  
Genesee Reserve Supply Inc.

#### **LUMBER TRANSFER YARD**

PMI Lumber Transfer Inc.

#### **LUMBER YARD PLANNING**

Mullen Training and Consulting

### **M**

#### **MANAGEMENT ANALYSIS**

Mullen Training and Consulting

#### **MANTELS**

Adam Wholesalers  
Brockway-Smith Co.  
Cleary Millwork Co. Inc.  
Colliton/Read Inc.  
Martin Millwork Inc.  
Patmore Millwork Co. Inc.  
Reeb Millwork Corp.  
Super Millwork Inc.

#### **MANTELS — Hardwood**

Adam Wholesalers  
Martin Millwork Inc.  
Rex Lumber Co.

#### **MANTELS — Laminated**

Adam Wholesalers  
R.A. Miller Hardwood Co. Inc.

#### **MARBLE CHIPS**

Package Pavement Co. Inc.  
Watta-Crete Co. Inc.

#### **MARKETING**

Mullen Training and Consulting

#### **MASON SUPPLIES**

Colliton/Read Inc.  
Ideal Concrete Block Co.  
MSR Inc.  
R.A. Miller Hardwood Co. Inc.

Package Pavement Co. Inc.

#### **MATERIAL HANDLING EQUIPMENT**

R.A. Miller Hardwood Co. Inc.

#### **MEND PLATES**

Fish & Parker Inc.  
Simpson Strong-Tie Inc.

#### **MERCHANDISE — Home Center**

Hardware Wholesalers Inc.  
National Plan Service

#### **MERCHANDISING RACKS**

Crawford Products Inc.  
Handy Store Fixtures  
National Plan Service

#### **MESH — Reinforcing**

Guardian Purchasing Corp.  
I. T. Dealers Supply  
George McQuesten Co. Inc.  
North Counties Supply Co. Inc.

#### **METAL LATH**

Colliton/Read Inc.  
The Elhide Co. Inc.  
Flushing Supply Corp.  
Gold Bond Building Products  
Insulation Distribution  
Specialists Inc.  
North Counties Supply Co. Inc.  
Prime Source/Miller Supply

#### **MILLWORK**

Adam Wholesalers  
Atlantic Building Products Corp.  
Babcock Lumber Co.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Cleary Millwork Co. Inc.  
Component Sales and  
Marketing Inc.  
Consolidated Lumber Corp.  
Federal Aluminum Products  
General Millwork Corp.  
Georgia-Pacific Corp.  
Hallmark Sales & Marketing  
Hardware Wholesalers Inc.  
Homestead Supply Inc.  
KSI Building Products Inc.  
Kimberly Sales Associates



M & M Millwork  
Marlin Lumber Sales Corp.  
Martin Millwork Inc.  
Lawrence R. McCoy & Co. Inc.  
Millwork Specialties Inc.  
Mitchell Associates Inc.  
Mor-Lite Distributors Inc.  
North Atlantic Millwork Corp.  
Rex Lumber Co.  
Rochester Colonial  
Manufacturing  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood  
Corp.  
Tradewood Lumber Corp.  
V.P. Winter Distributing Co.

#### **MILLWORK — Custom**

Adam Wholesalers  
Brodeur Window Distributors  
Inc.  
Component Sales and  
Marketing Inc.  
Federal Aluminum Products  
A.E. Gombert Lumber Co. Inc.  
Hallmark Sales & Marketing  
Kimberly Sales Associates  
Leonard Lumber Co.  
Mor-Lite Distributors Inc.  
New England Lumber  
Specialties Inc.  
North Atlantic Millwork Corp.  
Rex Lumber Co.  
Rochester Colonial  
Manufacturing  
Super Millwork Inc.  
Warren Trask Co. Inc.

#### **MITRE BOXES**

Architects Hardware &  
Specialty Co. Inc.  
R.A. Miller Hardwood Co. Inc.

#### **MORTAR**

American Stone Mix Inc.  
Ideal Concrete Block Co.  
MSR Inc.  
Watta-Crete Co. Inc.

#### **MOULDINGS**

Adam Wholesalers  
Atlantic Building Products Corp.  
Babcock Lumber Co.  
Bay Ridge Lumber Co.

Brockway-Smith Co.  
C.A. Cunningham Co.  
Cleary Millwork Co. Inc.  
Consolidated Lumber Corp.  
DS Sales and Marketing Inc.  
Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
A.E. Gombert Lumber Co. Inc.  
Highland Hardwoods  
Hoboken Wood Flooring Corp.  
Holbrook Warehouse Corp.  
Huttig Sash and Door Co.  
Lambton Manufacturing Ltd.  
Leonard Lumber Co.  
M & M Millwork  
Marlin Lumber Sales Corp.  
North Atlantic Millwork Corp.  
Reserve Supply of Central New  
York Inc.  
Rex Lumber Co.  
Van Roy Millwork Corp.  
V.P. Winter Distributing Co.

#### **MOULDINGS — Metal**

Spear-Newman Inc.

#### **MOULDINGS — Plastic**

Babcock Lumber Co.  
DJ Inc.  
Genesee Reserve Supply Inc.  
Kleet Supply Corp.  
Plywood Plastics Inc.

#### **MOULDINGS — Prefinished**

Babcock Lumber Co.  
Colliton/Read Inc.  
DS Sales and Marketing Inc.  
Drew Building Supply Inc.  
Eastern Prestain Corp.  
Hoboken Wood Flooring Corp.  
New England Lumber  
Specialties Inc.  
Plywood Plastics Inc.

#### **MOULDINGS — Prefinished**

##### **Cellular**

Babcock Lumber Co.  
DJ Inc.  
Drew Building Supply Inc.  
Hallmark Sales & Marketing  
Plywood Plastics Inc.  
Woodland Specialties Inc.

#### **MOULDINGS — Suspended**

##### **Ceiling**

Babcock Lumber Co.  
Drew Building Supply Inc.  
Plywood Plastics Inc.  
Prime Source/Miller Supply

#### **MOULDINGS & TRIM — Foam**

Adam Wholesalers  
Babcock Lumber Co.  
Bay Ridge Lumber Co.  
Brodeur Window Distributors  
Inc.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Hallmark Sales & Marketing  
Long Island Wholesalers Inc.  
Millwork Specialties Inc.

#### **MOULDINGS & TRIM — Wood**

Adam Wholesalers  
Babcock Lumber Co.  
Brockway-Smith Co.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.  
Colliton/Read Inc.  
Consolidated Lumber Corp.  
DS Sales and Marketing Inc.  
Dorsey Millwork Inc.  
Earll Forest Products Inc.  
Garden State Lumber Products  
Corp.  
General Millwork Corp.  
A.E. Gombert Lumber Co. Inc.  
Highland Hardwoods  
Hoboken Wood Flooring Corp.  
Huttig Sash and Door Co.  
Kimberly Sales Associates  
Leonard Lumber Co.  
L. I. Laminates Inc.  
Maxwell Lumber Corp.  
J. Gibson McIlvain Lumber Co.  
R.A. Miller Hardwood Co. Inc.  
Millwork Specialties Inc.  
New England Lumber  
Specialties Inc.  
Patmore Millwork Co. Inc.  
Plunkett-Webster Inc.  
Rex Lumber Co.  
Rochester Colonial  
Manufacturing  
Sabbeth-Mathews Hardwood  
Corp.  
Tradewood Lumber Corp.



Van Roy Millwork Corp.  
Winde-McCormick Laminates  
Inc.  
V.P. Winter Distributing Co.

## N

**NAILERS — Pneumatic**  
Kraft Wholesale Inc.

**NAILING MACHINES**  
Bay Ridge Lumber Co.  
The Emery-Waterhouse Co.  
Hoboken Wood Flooring Corp.  
I. T. Dealers Supply  
Kraft Wholesale Inc.

**NAILS**  
Atlantic Building Products Corp.  
Guardian Purchasing Corp.  
I. T. Dealers Supply  
Kraft Wholesale Inc.  
Maze Nails  
Prime Source/Miller Supply

**NAILS — Aluminum**  
Architects Hardware &  
Specialty Co. Inc.  
The Emery-Waterhouse Co.  
Federal Aluminum Products  
Great Northern Mfg. Corp.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.  
Rafferty Aluminum & Steel Co.  
Ryan Seamless Gutter Systems  
Inc.

**NAILS — Annular Thread**  
Bay Ridge Lumber Co.  
DJ Inc.  
The Emery-Waterhouse Co.  
Georgia-Pacific Corp.  
Hoboken Wood Flooring Corp.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.

Prime Source/Miller Supply  
RKB Enterprises Inc.  
Simpson Strong-Tie Inc.

**NAILS — Asbestos Board & Siding**

The Emery-Waterhouse Co.  
Georgia-Pacific Corp.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
RKB Enterprises Inc.

**NAILS — Cement Coated Box**  
DJ Inc.  
The Emery-Waterhouse Co.  
Georgia-Pacific Corp.  
Kraft Wholesale Inc.  
R.A. Miller Hardwood Co. Inc.  
National Nail Corp.  
Prime Source/Miller Supply  
RKB Enterprises Inc.

**NAILS — Colored**  
The Emery-Waterhouse Co.  
Federal Aluminum Products  
Great Northern Mfg. Corp.  
Kraft Wholesale Inc.  
Maze Nails  
R.A. Miller Hardwood Co. Inc.  
National Nail Corp.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.  
Ryan Seamless Gutter Systems  
Inc.

**NAILS — Copper**  
DJ Inc.  
Kraft Wholesale Inc.  
Maze Nails  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.

**NAILS — Cut, Wrought Heat**  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.

**NAILS — Deck**  
DJ Inc.

Georgia-Pacific Corp.  
Great Northern Mfg. Corp.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.

**NAILS — Double Zinc Coated**  
DJ Inc.  
Eastern Prestain Corp.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply

**NAILS — Drywall**  
Bay Ridge Lumber Co.  
DJ Inc.  
The Emery-Waterhouse Co.  
Georgia-Pacific Corp.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.

**NAILS — Flooring**  
DJ Inc.  
The Emery-Waterhouse Co.  
Georgia-Pacific Corp.  
Hoboken Wood Flooring Corp.  
Kraft Wholesale Inc.  
Maze Nails  
R.A. Miller Hardwood Co. Inc.  
National Nail Corp.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.

**NAILS — Galvanized, Zinc Coated**  
DJ Inc.  
Fabral-Alcan Building Products  
Georgia-Pacific Corp.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
North Counties Supply Co. Inc.  
Prime Source/Miller Supply  
Simpson Strong-Tie Inc.



**NAILS — Hot Dipped, Molten Zinc**

Cooperative Reserve Supply Inc.  
DJ Inc.  
I. T. Dealers Supply  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply

**NAILS — Lead Head**

Kraft Wholesale Inc.  
National Nail Corp.  
Prime Source/Miller Supply

**NAILS — Masonry**

DJ Inc.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.

**NAILS — Packaged**

DJ Inc.  
Georgia-Pacific Corp.  
Great Northern Mfg. Corp.  
I. T. Dealers Supply  
Kraft Wholesale Inc.  
Maze Nails  
R.A. Miller Hardwood Co. Inc.  
National Nail Corp.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.  
Senco Products Inc.

**NAILS — Pallet**

Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
Senco Products Inc.

**NAILS — Pole Barn**

DJ Inc.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.

**NAILS — Pneumatic Tools**

Kraft Wholesale Inc.

**NAILS — Pressure Treated**

DJ Inc.  
Great Northern Mfg. Corp.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
North Counties Supply Co. Inc.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.

**NAILS — Ring & Screw Shank**

DJ Inc.  
Great Northern Mfg. Corp.  
Hoboken Wood Flooring Corp.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
RKB Enterprises Inc.  
Senco Products Inc.

**NAILS — Roofing & Siding**

DJ Inc.  
Eastern Prestain Corp.  
Fabral-Alcan Building Products  
Federal Aluminum Products  
4-Guys Wholesale Inc.  
Georgia-Pacific Corp.  
Great Northern Mfg. Corp.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
North Counties Supply Co. Inc.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.  
Reserve Supply of Central New York Inc.  
Ryan Seamless Gutter Systems Inc.  
Senco Products Inc.

**NAILS — Shingle**

DJ Inc.  
Georgia-Pacific Corp.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply

Prudential Metal Supply Corp.  
Senco Products Inc.

**266NAILS — Staging**

Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.

**NAILS — Stainless Steel**

Coastal Forest Products Inc.  
Connecticut Cedar  
DJ Inc.  
Fabral-Alcan Building Products  
4-Guys Wholesale Inc.  
Great Northern Mfg. Corp.  
I. T. Dealers Supply  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
Rafferty Aluminum & Steel Co.  
Ryan Seamless Gutter Systems Inc.  
Senco Products Inc.  
Simpson Strong-Tie Inc.

**NAILS — Threaded**

Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
Reserve Supply of Central New York Inc.

**NAILS — Wood Shake**

DJ Inc.  
Kraft Wholesale Inc.  
Maze Nails  
National Nail Corp.  
Prime Source/Miller Supply  
Senco Products Inc.

**NAILS — Wrought Head**

Hoboken Wood Flooring Corp.  
I. T. Dealers Supply  
Kraft Wholesale Inc.  
Maze Nails  
Prime Source/Miller Supply



**O****ORIENTED STRAND BOARD**

Babcock Lumber Co.  
 Connecticut Cedar  
 4-Guys Wholesale Inc.  
 Genesee Reserve Supply Inc.  
 Georgia-Pacific Corp.  
 Jim Gillies Lumber Co. Inc.  
 A.E. Gombert Lumber Co. Inc.  
 Holbrook Warehouse Corp.  
 Lawrence R. McCoy & Co. Inc.  
 George McQuesten Co. Inc.  
 North Counties Supply Co. Inc.  
 Nutmeg Forest Products Inc.  
 Prime Plywood & Panel Inc.  
 Reserve Supply of Central New York Inc.

**OVERLAY — High & Medium Density**

Earll Forest Products Inc.  
 Prime Plywood & Panel Inc.  
 Reserve Supply of Central New York Inc.

**P****PADLOCKS**

Architects Hardware & Specialty Co. Inc.  
 The Emery-Waterhouse Co.  
 R.A. Graham Co. Inc.  
 Kleet Supply Corp.  
 Page 3 Products  
 RKB Enterprises Inc.  
 Servistar Corp.

**PAINT SUPPLIES — Brushes, Rollers, Sprayers**

Cook & Dunn Paint Corp.  
 The Emery-Waterhouse Co.  
 R.A. Graham Co. Inc.  
 Hardware Wholesalers Inc.  
 E. Rabinowe & Co.  
 Rafferty Alumium & Steel Co.  
 Servistar Corp.

**PAINT — Texturing & Roll-On**

Cook & Dunn Paint Corp.  
 Kraft Wholesale Inc.  
 Monsey Products  
 E. Rabinowe & Co.

**PAINTS & VARNISHES**

Cook & Dunn Paint Corp.  
 The Emery-Waterhouse Co.  
 Hardware Wholesalers Inc.  
 Monsey Products  
 E. Rabinowe & Co.  
 Servistar Corp.

**PALLET STOCK**

Lewis Lumber Ltd.  
 Lawrence R. McCoy & Co. Inc.  
 Monroe/Palburn Inc.  
 Sabbeth Industries Ltd.

**PANEL INSULATION**

Flushing Supply Corp.  
 Gold Bond Building Products  
 Insulation Distribution  
 Specialists Inc.

**PANELING — Exterior, Interior**

Atlantic Building Products Corp.  
 Coastal Forest Products Inc.  
 Colliton/Read Inc.  
 Connecticut Reserve Supply Co. Inc.  
 DS Sales and Marketing Inc.  
 Genesee Reserve Supply Inc.  
 Georgia-Pacific Corp.  
 A.E. Gombert Lumber Co. Inc.  
 Hancock Lumber Co. Inc.  
 Holbrook Warehouse Corp.  
 New England Lumber  
 Specialties Inc.  
 North Counties Supply Co. Inc.  
 Northeast Lumber Sales Inc.  
 Ply Gem Industries Inc.  
 Ply Gem Manufacturing  
 Rex Lumber Co.

**PANELING — Hardboard**

Babcock Lumber Co.  
 DJ Inc.  
 DS Sales and Marketing Inc.  
 Drew Building Supply Inc.  
 The Elhide Co. Inc.  
 Flushing Supply Corp.  
 Georgia-Pacific Corp.

Lawrence R. McCoy & Co. Inc.  
 New England Lumber  
 Specialties Inc.  
 Plywood Plastics Inc.  
 Reeb Millwork Corp.

**PANELING — Interior**

Fish & Parker Inc.

**PANELS — Burlap**

Cooperative Reserve Supply Inc.  
 Gilfoy Distributing Co.  
 I. T. Dealers Supply  
 Prime Source/Miller Supply

**PANELS — Fiberglass**

Gilfoy Distributing Co.  
 J&S Supply Corp.

**PANELS — Hardboard Vinyl-Clad**

Babcock Lumber Co.  
 Manhattan Laminates Ltd.  
 New England Lumber  
 Specialties Inc.  
 Plywood Plastics Inc.  
 Prime Plywood & Panel Inc.  
 Winde-McCormick Laminates  
 Inc.

**PANELS — Hardwood**

Babcock Lumber Co.  
 Georgia-Pacific Corp.  
 New England Lumber  
 Specialties Inc.  
 Ply Gem Manufacturing  
 Plywood Plastics Inc.  
 Prime Plywood & Panel Inc.  
 Rex Lumber Co.  
 Woodland Specialties Inc.

**PANELS — Insulation**

Homasote Co.  
 Insulation Distribution  
 Specialists Inc.  
 R.A. Miller Hardwood Co. Inc.

**PANELS — Laminated**

Atlantic Plywood  
 Ply Gem Manufacturing  
 Prime Plywood & Panel Inc.  
 Winde Distributors Inc.  
 Winde-McCormick Laminates  
 Inc.



**PANELS — Luminous**

Manhattan Laminates Ltd.

**PANELS — Plastic-Finished**

Babcock Lumber Co.  
Colliton/Read Inc.  
R.A. Miller Hardwood Co. Inc.  
Plywood Plastics Inc.  
Prime Plywood & Panel Inc.

**PANELS — Plastic, Translucent**

DJ Inc.

**PANELS — Shakes & Shingles**

Coastal Forest Products Inc.  
Monroe/Palburn Inc.

**PAPER — Building**

Northern Globe Building  
Materials Inc.  
Flushing Supply Corp.  
I. T. Dealers Supply

**PARTICLEBOARD**

Atlantic Plywood  
Babcock Lumber Co.  
Flushing Supply Corp.  
Georgia-Pacific Corp.  
L. I. Laminates Inc.  
Magee-Fine Lumber Co.  
Manhattan Laminates Ltd.  
Master Millwork Industries Inc.  
Lawrence R. McCoy & Co. Inc.  
Plywood Plastics Inc.  
Prime Plywood & Panel Inc.  
Reserve Supply of Central New  
York Inc.  
SMC Group Inc.  
Saxonville USA Coastal

**PARTITION SYSTEMS**

Gold Bond Building Products

**PATIO BLOCKS**

4-Guys Wholesale Inc.  
Ideal Concrete Block Co.  
MSR Inc.

**PATIO PRODUCTS**

Babcock Lumber Co.  
MSR Inc.

**PAYROLL DATA PROCESSING SYSTEMS**

Breen Systems Management  
Hardware Wholesalers Inc.  
MCS Inc.  
Paychex Inc.  
VERSYSS Inc.

**PEDIMENTS**

Brodeur Window Distributors  
Inc.  
Cleary Millwork Co. Inc.  
Hallmark Sales & Marketing  
KSI Building Products Inc.  
Martin Millwork Inc.  
Mor-Lite Distributors Inc.  
V.P. Winter Distributing Co.

**PENCILS & PENS**

LeShore Calgift Corp.  
National Advertising Specialties  
Corp.  
RKB Enterprises Inc.

**PENSION PLANNING**

AMG Retirement Services  
National Pension Service Inc.

**PERLITE**

Insulation Distribution  
Specialists Inc.

**PICNIC TABLES & KITS**

Adam Wholesalers  
George McQuesten Co. Inc.

**PILASTERS**

Adam Wholesalers  
Atlantic Pre-Hung Doors Inc.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Cleary Millwork Co. Inc.  
Dorsey Millwork Inc.  
Hallmark Sales & Marketing  
KSI Building Products Inc.  
Martin Millwork Inc.  
Mor-Lite Distributors Inc.  
V.P. Winter Distributing Co.

**PILASTER STANDARDS —****Supports**

Adam Wholesalers  
Architects Hardware &

Specialty Co. Inc.  
C.A. Cunningham Co.  
Cleary Millwork Co. Inc.  
L. I. Laminates Inc.  
Master Millwork Industries Inc.

**PIPE COVERING**

Genesee Reserve Supply Inc.  
Kraft Wholesale Inc.

**PIPE — Fibre, Plastic**

MSR Inc.  
RKB Enterprises Inc.

**PIPE — PVC**

Colliton/Read Inc.  
Flushing Supply Corp.  
MSR Inc.  
North Counties Supply Co. Inc.  
RKB Enterprises Inc.  
Rafferty Alumium & Steel Co.  
Servistar Corp.

**PIPE — Sewer, Drain**

Colliton/Read Inc.  
DJ Inc.  
Flushing Supply Corp.  
Gilfooy Distributing Co.  
I. T. Dealers Supply  
MSR Inc.  
RKB Enterprises Inc.

**PLAN BOOKS**

National Plan Service

**PLANING MILL**

Babcock Lumber Co.  
Leonard Lumber Co.

**PLANKING**

Colliton/Read Inc.  
DS Sales and Marketing Inc.  
Hoboken Wood Flooring Corp.  
Ply Gem Industries Inc.  
Ply Gem Manufacturing  
Rex Lumber Co.  
Servistar Corp.

**PLANKING — Decorative  
Hardboard**

Babcock Lumber Co.  
DJ Inc.



**PLANKING — Prefinished & Packaged**

Adam Wholesalers  
Babcock Lumber Co.  
Consolidated Lumber Corp.  
DJ Inc.  
Earll Forest Products Inc.  
Fish & Parker Inc.  
Hoboken Wood Flooring Corp.  
R.A. Miller Hardwood Co. Inc.  
Ply Gem Industries Inc.  
Ply Gem Manufacturing  
Woodland Specialties Inc.

**PLANS — Building, DIY, Video**

National Plan Service  
Servistar Corp.

**PLANT STAKES**

Lewis Lumber Ltd.

**PLASTER AGGREGATES**

Gold Bond Building Products  
Insulation Distribution  
Specialists Inc.

**PLASTER PRODUCTS**

Cooperative Reserve Supply Inc.  
Domtar Gypsum  
Gold Bond Building Products  
Package Pavement Co. Inc.  
E. Rabinowe & Co.

**PLASTICS**

Winde Distributors Inc.

**PLAY SAND**

American Stone Mix Inc.  
MSR Inc.  
Package Pavement Co. Inc.  
The Quikrete Companies  
Watta-Crete Co. Inc.

**PLUMBING SUPPLIES**

Brodco Inc.  
The Emery-Waterhouse Co.  
Hardware Wholesalers Inc.  
Masback Sentry Hardware Co.  
RKB Enterprises Inc.  
Servistar Corp.

**PLYWOOD**

Cotter & Co.

**PLYWOOD — Cedar**

Babcock Lumber Co.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Furman Lumber Inc.  
Lawrence R. McCoy & Co. Inc.  
Monroe/Palburn Inc.  
Northeast Lumber Sales Inc.  
Plywood Specialties Inc.

**PLYWOOD — Concrete Form**

Atlantic Plywood  
Avon Wholesale Supply Co.  
Cooperative Reserve Supply Inc.  
Earll Forest Products Inc.  
Georgia-Pacific Corp.  
J. M. Heinike Associates Inc.  
Monroe/Palburn Inc.  
Plywood Specialties Inc.  
Reserve Supply of Central New York Inc.  
Saxonville USA Coastal

**PLYWOOD — Fire Retardant**

Atlantic Plywood  
Avon Wholesale Supply Co.  
BB & S Treated Lumber of New England  
Babcock Lumber Co.  
Chemical Specialties Inc.  
Furman Lumber Inc.  
Hatheway & Patterson Co. Inc.  
Magee-Fine Lumber Co.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
New England Lumber Specialties Inc.  
Ply Gem Industries Inc.  
Plywood Specialties Inc.  
Sabbeth Industries Ltd.

**PLYWOOD HARDWOOD**

Atlantic Building Products Corp.  
Atlantic Plywood  
Babcock Lumber Co.  
Cooperative Reserve Supply Inc.  
Earll Forest Products Inc.  
Furman Lumber Inc.  
Georgia-Pacific Corp.  
Highland Hardwoods  
Leonard Lumber Co.  
L. I. Laminates Inc.  
Master Millwork Industries Inc.  
Northeast Door Corp.

Ply Gem Industries Inc.  
Plywood Plastics Inc.  
Plywood Specialties Inc.  
Prime Plywood & Panel Inc.  
Reserve Supply of Central New York Inc.  
Saxonville USA Coastal  
Woodland Specialties Inc.

**PLYWOOD INFORMATION**

Atlantic Plywood  
Georgia-Pacific Corp.  
Plywood Specialties Inc.  
John H. Schumacher Inc.

**PLYWOOD — Marine**

Atlantic Plywood  
Chemical Specialties Inc.  
Cooperative Reserve Supply Inc.  
Earll Forest Products Inc.  
Plywood Specialties Inc.  
Prime Plywood & Panel Inc.  
John H. Schumacher Inc.  
Woodland Specialties Inc.

**PLYWOOD — Panels**

Atlantic Plywood  
Georgia-Pacific Corp.  
Holbrook Warehouse Corp.  
Manhattan Laminates Ltd.  
Lawrence R. McCoy & Co. Inc.  
Plywood Specialties Inc.  
Prime Plywood & Panel Inc.  
Sabbeth Industries Ltd.

**PLYWOOD — Plastic-Faced**

Atlantic Plywood  
Plywood Specialties Inc.  
Prime Plywood & Panel Inc.  
Woodland Specialties Inc.

**PLYWOOD — Prefinished**

Atlantic Plywood  
Babcock Lumber Co.  
Colliton/Read Inc.  
Eastern Prestain Corp.  
Lawrence R. McCoy & Co. Inc.  
Ply Gem Manufacturing  
Plywood Specialties Inc.  
Prime Plywood & Panel Inc.

**PLYWOOD — Pressure Treated**

Atlantic Plywood  
Avon Wholesale Supply Co.



BB & S Treated Lumber of New England

Babcock Lumber Co.

Chemical Specialties Inc.

4-Guys Wholesale Inc.

Furman Lumber Inc.

Jim Gillies Lumber Co. Inc.

Hatheway & Patterson Co. Inc.

J. M. Heinike Associates Inc.

Holbrook Warehouse Corp.

Magee-Fine Lumber Co.

Lawrence R. McCoy & Co. Inc.

Mid-State Lumber Corp.

Monroe/Palburn Inc.

New England Lumber  
Specialties Inc.

Northeast Treaters Inc.

Ply Gem Industries Inc.

Plywood Specialties Inc.

Reserve Supply of Central New  
York Inc.

Sabbeth Industries Ltd.

John H. Schumacher Inc.

Sherwood Lumber Corp.

Tolleson Lumber Co. Inc.

#### **PLYWOOD — Redwood**

Coastal Forest Products Inc.

Lawrence R. McCoy & Co. Inc.

Plywood Specialties Inc.

#### **PLYWOOD — Softwood**

American International Forest  
Products

Atlantic Plywood

Cooperative Reserve Supply Inc.

Earll Forest Products Inc.

Georgia-Pacific Corp.

J. M. Heinike Associates Inc.

Hoboken Wood Flooring Corp.

Monroe/Palburn Inc.

Nutmeg Forest Products Inc.

Plywood Specialties Inc.

Prime Plywood & Panel Inc.

Sabbeth Industries Ltd.

Sherwood Lumber Corp.

#### **PLYWOOD — Southern Pine**

American International Forest  
Products

Atlantic Plywood

Avon Wholesale Supply Co.

C&S Wholesale Lumber Co. Inc.

Cooperative Reserve Supply Inc.

4-Guys Wholesale Inc.

Furman Lumber Inc.

Georgia-Pacific Corp.

Jim Gillies Lumber Co. Inc.

J. M. Heinike Associates Inc.

Hoboken Wood Flooring Corp.

Kleet Supply Corp.

Lawrence R. McCoy & Co. Inc.

Monroe/Palburn Inc.

Nutmeg Forest Products Inc.

Plywood Specialties Inc.

Sabbeth Industries Ltd.

Saxonville USA Coastal

John H. Schumacher Inc.

Sherwood Lumber Corp.

#### **PLYWOOD — Textured, Surfaced**

Atlantic Plywood

Georgia-Pacific Corp.

J. M. Heinike Associates Inc.

George McQuesten Co. Inc.

Mid-State Lumber Corp.

Nutmeg Forest Products Inc.

Plywood Specialties Inc.

Saxonville USA Coastal

#### **PLYWOOD — Treated**

Atlantic Plywood

Chemical Specialties Inc.

J. M. Heinike Associates Inc.

Magee-Fine Lumber Co.

New England Lumber

Specialties Inc.

Nutmeg Forest Products Inc.

Plywood Specialties Inc.

Prime Plywood & Panel Inc.

Sabbeth Industries Ltd.

John H. Schumacher Inc.

Sherwood Lumber Corp.

Tolleson Lumber Co. Inc.

#### **PLYWOOD — Unfinished**

Atlantic Plywood

Genesee Reserve Supply Inc.

Georgia-Pacific Corp.

J. M. Heinike Associates Inc.

L. I. Laminates Inc.

Nutmeg Forest Products Inc.

Plywood Specialties Inc.

Prime Plywood & Panel Inc.

Sherwood Lumber Corp.

#### **POLES — Pilings**

BB & S Treated Lumber of New  
England

Hatheway & Patterson Co. Inc.

Sabbeth Industries Ltd.

#### **POLYETHYLENE**

Colliton/Read Inc.

Cooperative Reserve Supply Inc.

DJ Inc.

Flushing Supply Corp.

Gilfoy Distributing Co.

Insulation Distribution

Specialists Inc.

J&S Supply Corp.

North Counties Supply Co. Inc.

Prime Source/Miller Supply

Prudential Metal Supply Corp.

E. Rabinowe & Co.

Rafferty Aluminum & Steel Co.

#### **POLYSTYRENE**

Cooperative Reserve Supply Inc.

Flushing Supply Corp.

Gilfoy Distributing Co.

I. T. Dealers Supply

Insulation Distribution

Specialists Inc.

J&S Supply Corp.

Prime Source/Miller Supply

#### **PORCH POSTS — Colonial**

Adam Wholesalers

Coastal Forest Products Inc.

Federal Aluminum Products

Furman Lumber Inc.

Hallmark Sales & Marketing

Hatheway & Patterson Co. Inc.

Long Island Wholesalers Inc.

M & M Millwork

Martin Millwork Inc.

Mitchell Associates Inc.

North Atlantic Millwork Corp.

Reeb Millwork Corp.

Reserve Supply of Central New  
York Inc.

#### **PORTABLE SEAMLESS GUTTER MACHINES**

The Grillco Corp.

#### **POSTS — Fence, Lamp, Mailbox, Caps**

Adam Wholesalers



DiVico Products Ltd.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Gilfoy Distributing Co.  
Greystone Credit Service Inc.  
Hatheway & Patterson Co. Inc.  
I. T. Dealers Supply  
Martin Millwork Inc.  
Mitchell Associates Inc.  
Island Post Cap  
RKB Enterprises Inc.  
Tolleson Lumber Co. Inc.  
Unadilla Silo Co. Inc.

**POSTS — Foundation,  
Adjustable**

Reserve Supply of Central New  
York Inc.

**POSTS — Newel**

Adam Wholesalers  
Brockway-Smith Co.  
Coastal Forest Products Inc.  
The Elhide Co. Inc.  
Federal Aluminum Products  
Hallmark Sales & Marketing  
Hatheway & Patterson Co. Inc.  
Huttig Sash and Door Co.  
Lambton Manufacturing Ltd.  
M & M Millwork  
Martin Millwork Inc.  
Mitchell Associates Inc.  
Russin Lumber Corp.  
Sabbeth-Mathews Hardwood  
Corp.  
Super Millwork Inc.

**PRESERVATIVES — Wood**

Babcock Lumber Co.  
Chemical Specialties Inc.  
The Elhide Co. Inc.  
Hatheway & Patterson Co. Inc.  
Kraft Wholesale Inc.  
North Counties Supply Co. Inc.  
E. Rabinowe & Co.  
Reserve Supply of Central New  
York Inc.  
Servistar Corp.

**PUTTY**

Hoboken Wood Flooring Corp.  
E. Rabinowe & Co.

**R**

**RAIL — Hand**

Coastal Forest Products Inc.  
Federal Aluminum Products  
4-Guys Wholesale Inc.  
Huttig Sash and Door Co.  
Lambton Manufacturing Ltd.  
M & M Millwork  
Mitchell Associates Inc.  
Page 3 Products  
Russin Lumber Corp.  
Sabbeth-Mathews Hardwood  
Corp.  
V.P. Winter Distributing Co.

**RAILING — Aluminum, Wrought  
Iron, Wood**

DS Sales and Marketing Inc.  
Federal Aluminum Products  
Hatheway & Patterson Co. Inc.  
Martin Millwork Inc.  
Russin Lumber Corp.

**RAIN CARRYING EQUIPMENT**

Babcock Lumber Co.  
Brodco Inc.  
Federal Aluminum Products  
Prudential Metal Supply Corp.  
Ryan Seamless Gutter Systems  
Inc.

**RAIN GEAR**

The Elhide Co.

**RANGE — Cabinets, Hoods**

Brodco Inc.

**RED ROSIN PAPER**

American Saturated Felt Inc.  
Cooperative Reserve Supply Inc.  
Flushing Supply Corp.  
Gilfoy Distributing Co.  
Hoboken Wood Flooring Corp.  
Insulation Distribution  
Specialists Inc.  
J&S Supply Corp.  
Northern Globe Building  
Materials Inc.  
Prime Source/Miller Supply

**ROCK SALT**

American Stone Mix Inc.

I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.  
Package Pavement Co. Inc.  
The Quikrete Companies

**RODS — Closet**

Architects Hardware &  
Specialty Co. Inc.  
Brodco Inc.  
Consolidated Lumber Corp.  
Federal Aluminum Products  
L. I. Laminates Inc.  
Ryan Seamless Gutter Systems  
Inc.

**ROOFDECK — Insulation Board**

Homasote Co.  
Insulation Distribution  
Specialists Inc.  
J&S Supply Corp.  
George McQuesten Co. Inc.  
Unadilla Silo Co. Inc.

**ROOFING — Aluminum**

DJ Inc.  
Genesee Reserve Supply Inc.

**ROOFING — Asbestos, Cement  
& Asphalt**

American Stone Mix Inc.  
Atlantic Building Products Corp.  
Cooperative Reserve Supply Inc.  
DJ Inc.  
The Emery-Waterhouse Co.  
Flushing Supply Corp.  
Forge Wholesale of New Jersey  
Inc.  
Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
Gilfoy Distributing Co.  
IKO Manufacturing  
Monsey Products  
Northern Globe Building  
Materials Inc.  
North Counties Supply Co. Inc.  
Prime Source/Miller Supply

**ROOFING — Asphalt Roll**

American Saturated Felt Inc.  
Atlantic Building Products Corp.  
Bird Inc.  
Britton Lumber Co. Inc.  
C&S Wholesale Lumber Co. Inc.



DJ Inc.  
The Emery-Waterhouse Co.  
Flushing Supply Corp.  
GAF Building Materials Corp.  
Georgia-Pacific Corp.  
Gilfoy Distributing Co.  
Guardian Purchasing Corp.  
IKO Manufacturing  
Insulation Distribution  
Specialists Inc.  
JM Marketing Group Inc.  
J&S Supply Corp.  
George McQuesten Co. Inc.  
Northern Globe Building  
Materials Inc.  
Prime Source/Miller Supply  
Reserve Supply of Central New  
York Inc.

**ROOFING — Glass Fiber,  
Reinforced Plastic**

Bird Inc.  
DJ Inc.  
The Elhide Co. Inc.  
GAF Building Materials Corp.  
Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
Guardian Purchasing Corp.  
IKO Manufacturing  
Insulation Distribution  
Specialists Inc.  
Owens-Corning Fiberglas Corp.

**ROOFING — Metal**

DJ Inc.  
The Grillco Corp.  
North Counties Supply Co. Inc.

**ROOFING — Modified Rolls**

Northern Globe Building  
Materials Inc.

**ROOFING — Steel, Corrugated**

Genesee Reserve Supply Inc.  
Reserve Supply of Central New  
York Inc.

**ROUTER BITS**

Architects Hardware &  
Specialty Co. Inc.  
R.A. Graham Co. Inc.  
Master Millwork Industries Inc.  
Winde-McCormick Laminates  
Inc.

**S**

**SAFETY EQUIPMENT**

LeShore Calgift Corp.  
RKB Enterprises Inc.

**SALES PROMOTIONS**

Paul Brooker Sales  
International Inc.  
Hardware Wholesalers Inc.  
LeShore Calgift Corp.

**SAND**

The Quikrete Companies  
Watta-Crete Co. Inc.

**SASH BALANCE**

Adam Wholesalers  
Component Sales and  
Marketing Inc.  
The Elhide Co. Inc.

**SASH — Basement**

Adam Wholesalers  
Brockway-Smith Co.  
Federal Aluminum Products

**SASH — Picture**

Adam Wholesalers  
Babcock Lumber Co.  
Federal Aluminum Products  
Huttig Sash and Door Co.  
KSI Building Products Inc.  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Super Millwork Inc.

**SASH — Replacement**

Adam Wholesalers  
Babcock Lumber Co.  
Component Sales and  
Marketing Inc.  
Federal Aluminum Products  
General Millwork Corp.  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Super Millwork Inc.

**SAWS — Blades, Circular, Panel**

Architects Hardware &  
Specialty Co. Inc.  
The Emery-Waterhouse Co.

Genesee Reserve Supply Inc.  
R.A. Graham Co. Inc.  
Hoboken Wood Flooring Corp.  
Manhattan Laminates Ltd.  
RKB Enterprises Inc.

**SCAFFOLDING — Pump Jack &  
Accessories**

I. T. Dealers Supply  
New England Lumber  
Specialties Inc.

**SCREEN CLOTH**

Federal Aluminum Products  
R.A. Graham Co. Inc.  
I. T. Dealers Supply  
Ryan Seamless Gutter Systems  
Inc.

**SCREEN WIRE**

Federal Aluminum Products  
R.A. Graham Co. Inc.  
RKB Enterprises Inc.

**SCREENS — Aluminum**

Component Sales and  
Marketing Inc.  
Federal Aluminum Products  
Hallmark Sales & Marketing  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Ryan Seamless Gutter Systems  
Inc.

**SCREENS — Wood**

Super Millwork Inc.

**SCREWS & BOLTS — Packages**

Architects Hardware &  
Specialty Co. Inc.  
R.A. Graham Co. Inc.  
Masback Sentry Hardware Co.  
RKB Enterprises Inc.  
Servistar Corp.

**SCREWS — Drywall, Bulk &  
Packages**

Architects Hardware &  
Specialty Co. Inc.  
Brodco Inc.  
DJ Inc.  
The Emery-Waterhouse Co.  
Flushing Supply Corp.  
Guardian Purchasing Corp.



I. T. Dealers Supply  
Kraft Wholesale Inc.  
Manhattan Laminates Ltd.  
George McQuesten Co. Inc.  
National Nail Corp.  
North Counties Supply Co. Inc.  
Prime Source/Miller Supply  
Prudential Metal Supply Corp.  
RKB Enterprises Inc.  
Rafferty Alumium & Steel Co.  
Servistar Corp.  
Woodland Specialties Inc.

#### **SCREWS — Hot-Dip, Galvanized**

DJ Inc.  
Hoboken Wood Flooring Corp.  
Kraft Wholesale Inc.  
National Nail Corp.  
Prime Source/Miller Supply  
Ryan Seamless Gutter Systems  
Inc.  
Servistar Corp.

#### **SCREWS — Stainless Steel**

Prudential Metal Supply Corp.

#### **SEALANTS**

Federal Aluminum Products  
Hoboken Wood Flooring Corp.  
Kraft Wholesale Inc.  
L. I. Laminates Inc.  
Masback Sentry Hardware Co.  
The Quikrete Companies  
E. Rabinowe & Co.  
Servistar Corp.

#### **SEALER — Wood Floor**

Hoboken Wood Flooring Corp.  
E. Rabinowe & Co.

#### **SEALERS**

American Stone Mix Inc.  
Babcock Lumber Co.  
Connecticut Reserve Supply Co.  
Inc.  
Dalton Enterprises Inc.  
Hoboken Wood Flooring Corp.  
Package Pavement Co. Inc.

#### **SEAM FILLER**

L. I. Laminates Inc.  
Manhattan Laminates Ltd.  
Mechanics Building Materials  
Co. Inc.

Winde Distributors Inc.  
Woodland Specialties Inc.

#### **SHADES — Cedar**

American International Forest  
Products  
Earl Forest Products Inc.

#### **SHADES — Window**

Velux-America Inc.  
Ventarama Skylight Corp.  
Wasco Products Inc.

#### **SHEATHING**

Babcock Lumber Co.  
DJ Inc.  
Gold Bond Building Products  
Homasote Co.  
Insulation Distribution  
Specialists Inc.  
Monroe/Palburn Inc.  
Nutmeg Forest Products Inc.

#### **SHEATHING — Insulated**

DJ Inc.  
Homasote Co.  
I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.

#### **SHEATHING PAPER**

American Saturated Felt Inc.  
Hoboken Wood Flooring Corp.  
Northern Globe Building  
Materials Inc.

#### **SHEATHING — Plywood**

American International Forest  
Products  
Atlantic Plywood  
Babcock Lumber Co.  
Earl Forest Products Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Georgia-Pacific Corp.  
Jim Gillies Lumber Co. Inc.  
Guardian Purchasing Corp.  
J. M. Heinike Associates Inc.  
Hoboken Wood Flooring Corp.  
Holbrook Warehouse Corp.  
Lawrence R. McCoy & Co. Inc.  
Monroe/Palburn Inc.  
Nutmeg Forest Products Inc.  
Reserve Supply of Central New

York Inc.  
Sabbeth Industries Ltd.  
Saxonville USA Coastal  
John H. Schumacher Inc.

#### **SHEATHING — Polyethylene**

Flushing Supply Corp.  
Guardian Purchasing Corp.

#### **SHEET METAL**

Brodco Inc.

#### **SHEETS — Aluminum, Asbestos, Corrugated Metal**

Brodco Inc.  
RKB Enterprises Inc.

#### **SHELVING & SHELVING SYSTEMS**

C.A. Cunningham Co.  
Martin Millwork Inc.  
Prime Plywood & Panel Inc.  
Ryan Seamless Gutter Systems  
Inc.  
Servistar Corp.  
Woodland Specialties Inc.

#### **SHINGLE BACKER**

Cooperative Reserve Supply Inc.  
Flushing Supply Corp.  
A.E. Gombert Lumber Co. Inc.  
Insulation Distribution  
Specialists Inc.  
Monroe/Palburn Inc.

#### **SHINGLE UNDERLAYMENT**

DJ Inc.  
Guardian Purchasing Corp.  
IKO Manufacturing  
Insulation Distribution  
Specialists Inc.  
Northern Globe Building  
Materials Inc.  
Prime Source/Miller Supply

#### **SHINGLES — Asbestos, Cement & Asphalt**

The Emery-Waterhouse Co.  
Georgia-Pacific Corp.  
Gilfoy Distributing Co.  
Grey's Woodworks Inc.  
IKO Manufacturing  
Insulation Distribution  
Specialists Inc.



Northern Globe Building  
Materials Inc.  
Prime Source/Miller Supply

#### **SHINGLES — Glass Fiber**

Avon Wholesale Supply Co.  
Bird Inc.  
Britton Lumber Co. Inc.  
C&S Wholesale Lumber Co. Inc.  
Cooperative Reserve Supply Inc.  
DJ Inc.  
Furman Lumber Inc.  
GAF Building Materials Corp.  
Georgia-Pacific Corp.  
Gilfoy Distributing Co.  
Guardian Purchasing Corp.  
IKO Manufacturing  
George McQuesten Co. Inc.  
Prime Source/Miller Supply  
Reserve Supply of Central New  
York Inc.

#### **SHINGLES — Organic Base**

Northern Globe Building  
Materials Inc.

#### **SHINGLES — Red Cedar**

American International Forest  
Products  
Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Baystate Forest Products  
Boston Cedar Inc.  
Capital Forest Products Inc.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Connecticut Reserve Supply Co.  
Inc.  
Cooperative Reserve Supply Inc.  
Earl Forest Products Inc.  
Furman Lumber Inc.  
Georgia-Pacific Corp.  
A.E. Gombert Lumber Co. Inc.  
Hallock Lumber Co.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Holden Humphrey Inc.  
MacMillan Bloedel Building  
Materials  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Monroe/Palburn Inc.  
New England Lumber  
Specialties Inc.

Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Reserve Supply of Central New  
York Inc.  
Russin Lumber Corp.  
Saxonville USA Coastal  
John H. Schumacher Inc.

#### **SHINGLES — White Cedar**

Babcock Lumber Co.  
Baystate Forest Products  
Britton Lumber Co. Inc.  
Capital Forest Products Inc.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Connecticut Reserve Supply Co.  
Inc.  
Cooperative Reserve Supply Inc.  
Furman Lumber Inc.  
Georgia-Pacific Corp.  
Jim Gillies Lumber Co. Inc.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Monroe/Palburn Inc.  
New England Lumber  
Specialties Inc.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Russin Lumber Corp.  
Saxonville USA Coastal  
John H. Schumacher Inc.  
Tradewood Lumber Corp.

#### **SHOWER DOORS**

DJ Inc.  
Federal Aluminum Products

#### **SHOWER & TUB ENCLOSURES**

Atlantic Building Products Corp.  
Atlantic Plywood  
Brodco Inc.  
DJ Inc.  
Federal Aluminum Products  
Gilfoy Distributing Co.  
Manhattan Laminates Ltd.  
Mechanics Building Materials  
Co. Inc.  
Spindle City Distributing Inc.  
Winde Distributors Inc.

#### **SHUTTER HARDWARE**

C.A. Cunningham Co.  
Millwork Specialties Inc.  
Page 3 Products

#### **SHUTTERS — Aluminum**

Federal Aluminum Products

#### **SHUTTERS — Exterior**

Bird Inc.  
Brockway-Smith Co.  
Colliton/Read Inc.  
Component Sales and  
Marketing Inc.  
Dorsey Millwork Inc.  
Federal Aluminum Products  
Forge Wholesale of New Jersey  
Inc.  
I. T. Dealers Supply  
KSI Building Products Inc.  
M & M Millwork  
Martin Millwork Inc.  
Millwork Specialties Inc.  
North Counties Supply Co. Inc.  
Plywood Plastics Inc.  
Rainbow Manufacturing Corp.  
Reeb Millwork Corp.  
Super Millwork Inc.

#### **SHUTTERS — Stationary Slats**

Millwork Specialties Inc.

#### **SHUTTERS — Vinyl**

Atlantic Pre-Hung Doors Inc.  
Bird Inc.  
Brodeur Window Distributors  
Inc.  
Cole-Mullen Sales Inc.  
Cooperative Reserve Supply Inc.  
DJ Inc.  
DS Sales and Marketing Inc.  
Dorsey Millwork Inc.  
Federal Aluminum Products  
Gilfoy Distributing Co.  
Martin Millwork Inc.  
Reeb Millwork Corp.  
Ryan Seamless Gutter Systems  
Inc.

#### **SIDELITES**

Atlantic Pre-Hung Doors Inc.  
Component Sales and  
Marketing Inc.  
Dorsey Millwork Inc.



Federal Aluminum Products  
General Products Co. Inc.  
KSI Building Products Inc.  
Millwork Specialties Inc.  
Reeb Millwork Corp.  
Super Millwork Inc.

#### **SIDING ACCESSORIES**

Federal Aluminum Products  
Ply Gem Industries Inc.  
Ryan Seamless Gutter Systems  
Inc.

#### **SIDING — Aluminum**

Fabral-Alcan Building Products  
Federal Aluminum Products  
Genesee Reserve Supply Inc.

#### **SIDING — Asbestos, Cement & Asphalt**

Insulation Distribution  
Specialists Inc.  
Prime Source/Miller Supply

#### **SIDING — Cedar**

Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Boston Cedar Inc.  
Capital Forest Products Inc.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Earll Forest Products Inc.  
Eastern Prestain Corp.  
Furman Lumber Inc.  
A.E. Gombert Lumber Co. Inc.  
Greystone Credit Service Inc.  
Hallock Lumber Co.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Holden Humphrey Inc.  
MacMillan Bloedel Building  
Materials  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Mid-State Lumber Corp.  
Monroe/Palburn Inc.  
Northeast Lumber Sales Inc.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Sherwood Lumber Corp.  
Warren Trask Co. Inc.

#### **SIDING — Fir Uppers**

Avon Wholesale Supply Co.  
Boston Cedar Inc.  
Coastal Forest Products Inc.  
Holbrook Warehouse Corp.  
Holden Humphrey Inc.  
Magee-Fine Lumber Co.  
Sabbeth Industries Ltd.  
Warren Trask Co. Inc.

#### **SIDING — Hardboard**

Babcock Lumber Co.  
Colliton/Read Inc.  
DJ Inc.  
The Elhide Co. Inc.  
Georgia-Pacific Corp.  
Prudential Metal Supply Corp.  
Reserve Supply of Central New  
York Inc.  
Sabbeth Industries Ltd.

#### **SIDING — Lap**

Babcock Lumber Co.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Furman Lumber Inc.  
Georgia-Pacific Corp.  
A.E. Gombert Lumber Co. Inc.

#### **SIDING — Lap Cedar**

Connecticut Cedar

#### **SIDING — Oriented Strand Board**

Connecticut Cedar

#### **SIDING — Metal**

Bay Ridge Lumber Co.  
Federal Aluminum Products

#### **SIDING — Pine**

Avon Wholesale Supply Co.  
Babcock Lumber Co.  
Baystate Forest Products  
Jim Gillies Lumber Co. Inc.  
A.E. Gombert Lumber Co. Inc.  
Grey's Woodworks Inc.  
Leonard Lumber Co.  
Magee-Fine Lumber Co.  
George McQuesten Co. Inc.  
Monroe/Palburn Inc.  
Northeast Lumber Sales Inc.  
Rainbow Manufacturing Corp.  
Sabbeth Industries Ltd.

Sherwood Lumber Corp.  
Warren Trask Co. Inc.

#### **SIDING — Prefinished**

Babcock Lumber Co.  
Coastal Forest Products Inc.  
Eastern Prestain Corp.  
Georgia-Pacific Corp.  
MacMillan Bloedel Building  
Materials  
George McQuesten Co. Inc.

#### **SIDING — Redwood**

Bay Ridge Lumber Co.  
Boston Cedar Inc.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Cooperative Reserve Supply Inc.  
Eastern Prestain Corp.  
Furman Lumber Inc.  
Hallock Lumber Co.  
Holbrook Warehouse Corp.  
Holden Humphrey Inc.  
Mid-State Lumber Corp.  
Northeast Lumber Sales Inc.  
Sabbeth Industries Ltd.  
Warren Trask Co. Inc.

#### **SIDING — Vinyl**

Cooperative Reserve Supply Inc.  
DJ Inc.  
Federal Aluminum Products  
Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
JM Marketing Group Inc.  
North Counties Supply Co. Inc.  
Ply Gem Industries Inc.  
Prime Source/Miller Supply  
Reserve Supply of Central New  
York Inc.

#### **SIDING — Wood & Insulated**

Coastal Forest Products Inc.  
MacMillan Bloedel Building  
Materials  
Magee-Fine Lumber Co.

#### **SILICONE**

Architects Hardware &  
Specialty Co. Inc.  
Federal Aluminum Products  
Kraft Wholesale Inc.  
Manhattan Laminates Ltd.  
E. Rabinowe & Co.



Ryan Seamless Gutter Systems  
Inc.

#### **SILL SEALER**

Adam Wholesalers  
Cooperative Reserve Supply Inc.  
DJ Inc.  
Dow North America  
Flushing Supply Corp.  
Gilfoy Distributing Co.  
I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.

#### **SILLS — Wood**

Atlantic Pre-Hung Doors Inc.  
Consolidated Lumber Corp.  
A.E. Gombert Lumber Co. Inc.  
Lambton Manufacturing Ltd.  
M & M Millwork  
Sabbeth-Mathews Hardwood  
Corp.  
Semon Sales & Associates  
Wholesale Doors Inc.

#### **SINKS**

Manhattan Laminates Ltd.  
Page 3 Products  
Spindle City Distributing Inc.  
Winde Distributors Inc.  
Woodland Specialties Inc.

#### **SKY DOMES & SKYLIGHTS**

Adam Wholesalers  
Cleary Millwork Co. Inc.  
Federal Aluminum Products  
Flushing Supply Corp.  
Huttig Sash and Door Co.  
J&S Supply Corp.  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Norco Windows - Northeast  
Division  
Thermo-Vu Sunlite Industries  
Inc.  
Ventarama Skylight Corp.  
Wasco Products Inc.

#### **SKYLIGHTS — Glass**

Velux-America Inc.

#### **SKYLIGHTS — Plastic, glass**

Adam Wholesalers

Bay Ridge Lumber Co.  
Brodeur Window Distributors  
Inc.

Carl's Home Center Inc.  
Cole-Mullen Sales Inc.  
Colliton/Read Inc.  
DJ Inc.  
Federal Aluminum Products  
Forge Wholesale of New Jersey  
Inc.

General Millwork Corp.  
Genesee Reserve Supply Inc.  
Huttig Sash and Door Co.  
Insula-Dome SkyLight  
L. I. Laminates Inc.  
Martin Millwork Inc.  
Mor-Lite Distributors Inc.  
Ply Gem Industries Inc.  
Reeb Millwork Corp.  
Thermo-Vu Sunlite Industries  
Inc.

Ventarama Skylight Corp.  
Wasco Products Inc.

#### **SLATWALLS**

Atlantic Plywood  
Bay Ridge Lumber Co.  
Flushing Supply Corp.  
L. I. Laminates Inc.  
Manhattan Laminates Ltd.  
Master Millwork Industries Inc.  
Ply Gem Industries Inc.  
Plywood Plastics Inc.  
Prime Plywood & Panel Inc.

#### **SLATE**

Colliton/Read Inc.

#### **SOFFIT MATERIALS & SYSTEMS**

DJ Inc.  
Federal Aluminum Products  
Georgia-Pacific Corp.  
Gold Bond Building Products  
North Counties Supply Co. Inc.  
Ply Gem Industries Inc.  
Plywood Plastics Inc.  
Reserve Supply of Central New  
York Inc.  
Ryan Seamless Gutter Systems  
Inc.

#### **SOLID SURFACING**

Winde Distributors Inc.

#### **SOLVENTS**

E. Rabinowe & Co.

#### **SOUNDSTOCK — Fibre Board**

Bay Ridge Lumber Co.  
I. T. Dealers Supply  
Insulation Distribution  
Specialists Inc.

#### **SPACKLE**

E. Rabinowe & Co.

#### **SPINDLES — Wood, Plastic**

Adam Wholesalers  
Atlantic Building Products Corp.  
Capital Forest Products Inc.  
Coastal Forest Products Inc.  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Mitchell Associates Inc.

#### **SPORTING GOODS**

Flushing Supply Corp.  
Servistar Corp.

#### **STAINS**

Babcock Lumber Co.  
Cook & Dunn Paint Corp.  
Eastern Prestain Corp.  
4-Guys Wholesale Inc.  
Genesee Reserve Supply Inc.  
Hoboken Wood Flooring Corp.  
E. Rabinowe & Co.  
Servistar Corp.

#### **STAIR PARTS**

Adam Wholesalers  
Atlantic Building Products Corp.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Cole-Mullen Sales Inc.  
Component Sales and  
Marketing Inc.  
Genesee Reserve Supply Inc.  
Georgia-Pacific Corp.  
A.E. Gombert Lumber Co. Inc.  
Huttig Sash and Door Co.  
Lambton Manufacturing Ltd.  
Long Island Wholesalers Inc.  
M & M Millwork  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Mitchell Associates Inc.



Mor-Lite Distributors Inc.  
North Atlantic Millwork Corp.  
Reeb Millwork Corp.  
Russin Lumber Corp.  
Sabbeth-Mathews Hardwood Corp.  
Semon Sales & Associates  
S.R. Sloan Inc.  
Super Millwork Inc.  
The Taney Corp.  
Warren Trask Co. Inc.

#### **STAIRS — Circular**

Adam Wholesalers  
Brockway-Smith Co.  
Cole-Mullen Sales Inc.  
A.E. Gombert Lumber Co. Inc.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
M & M Millwork  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Reeb Millwork Corp.  
Semon Sales & Associates  
Super Millwork Inc.  
The Taney Corp.

#### **STAIRS — Disappearing**

Adam Wholesalers  
Brockway-Smith Co.  
Cole-Mullen Sales Inc.  
Gilfof Distributing Co.  
Huttig Sash and Door Co.  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Mitchell Associates Inc.  
North Counties Supply Co. Inc.  
Patmore Millwork Co. Inc.

#### **STAIRWAYS — Folding**

Adam Wholesalers  
Cole-Mullen Sales Inc.  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Patmore Millwork Co. Inc.  
Reeb Millwork Corp.

#### **STAIRWAYS — Spiral**

Adam Wholesalers  
Brockway-Smith Co.  
Cole-Mullen Sales Inc.  
A.E. Gombert Lumber Co. Inc.

Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
M & M Millwork  
Martin Millwork Inc.  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Patmore Millwork Co. Inc.  
Reeb Millwork Corp.  
Super Millwork Inc.  
The Taney Corp.

#### **STAPLES — Pneumatic Tool**

Kraft Wholesale Inc.

#### **STAPLERS & SUPPLIES**

Architects Hardware & Specialty Co. Inc.  
The Emery-Waterhouse Co.  
RKB Enterprises Inc.  
Senco Products Inc.

#### **STAPLERS — Pneumatic**

Kraft Wholesale Inc.

#### **STEPPING**

Avon Wholesale Supply Co.  
Consolidated Lumber Corp.  
A.E. Gombert Lumber Co. Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.  
Nutmeg Forest Products Inc.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Sabbeth-Mathews Hardwood Corp.  
Warren Trask Co. Inc.

#### **STONE**

Atlantic Building Products Corp.  
Federal Aluminum Products  
MSR Inc.

#### **STONE — Decorative**

American Stone Mix Inc.  
Federal Aluminum Products  
Jim Gillies Lumber Co. Inc.  
MSR Inc.  
Package Pavement Co. Inc.  
Watta-Crete Co. Inc.  
Woodland Specialties Inc.

#### **STONE — Grout**

American Stone Mix Inc.  
Atlantic Building Products Corp.

Package Pavement Co. Inc.  
The Quikrete Companies

#### **STORE FIXTURES**

Crawford Products Inc.  
Handy Store Fixtures  
Masback Sentry Hardware Co.

#### **STRAPS — Nylon**

R-B Manufacturing Co.

#### **STRUCTURAL BUILDING BOARD PRODUCTS**

Atlantic Building Products Corp.  
Homasote Co.

#### **STUCCO**

Package Pavement Co. Inc.  
The Quikrete Companies  
Watta-Crete Co. Inc.

#### **STUDS — Metal**

Atlantic Building Products Corp.  
Brodco Inc.  
Cooperative Reserve Supply Inc.  
The Elhide Co. Inc.  
Flushing Supply Corp.  
Furman Lumber Inc.  
Gilfof Distributing Co.  
Gold Bond Building Products  
Insulation Distribution  
Specialists Inc.

#### **STUDS — Wood**

Babcock Lumber Co.  
Cooperative Reserve Supply Inc.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Georgia-Pacific Corp.  
MacMillan Bloedel Building  
Materials  
Magee-Fine Lumber Co.  
Monroe/Palburn Inc.  
Reserve Supply of Central New  
York Inc.  
Sabbeth Industries Ltd.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.

#### **SUBFLOORING**

Babcock Lumber Co.  
Fabral-Alcan Building Products  
Tradewood Lumber Corp.



**SUNBURSTS**

Adam Wholesalers  
Cleary Millwork Co. Inc.

**SUNROOMS**

Adam Wholesalers  
Unadilla Silo Co. Inc.

**SURFACE SAVERS**

Manhattan Laminates Ltd.  
The Quikrete Companies  
Spindle City Distributing Inc.

**SWITCH PLATES**

Architects Hardware &  
Specialty Co. Inc.  
Fabral-Alcan Building Products

**T****TAPE — Dry Wall**

Insulation Distribution  
Specialists Inc.  
Kraft Wholesale Inc.  
E. Rabinowe & Co.  
Spindle City Distributing Inc.

**TARPAULINS**

Atlantic Building Products Corp.  
The Elhide Co. Inc.  
I. T. Dealers Supply  
Kraft Wholesale Inc.  
Prudential Metal Supply Corp.  
Rafferty Alumium & Steel Co.

**TAX SAVINGS THRU QUALIFIED  
BENEFIT PLANS**

AMG Retirement Services

**THERMAL BARRIER PRODUCTS**

Insulation Distribution  
Specialists Inc.

**THRESHOLDS — Aluminum,  
Vinyl**

Architects Hardware &  
Specialty Co. Inc.  
Babcock Lumber Co.  
Cole-Mullen Sales Inc.  
Insulation Distribution

Specialists Inc.  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Patmore Millwork Co. Inc.  
Plywood Plastics Inc.

**THRESHOLDS — Treads, Risers,  
Wood**

Adam Wholesalers  
Cleary Millwork Co. Inc.  
Huttig Sash and Door Co.  
Lambton Manufacturing Ltd.  
Millwork Specialties Inc.  
North Atlantic Millwork Corp.  
Plywood Plastics Inc.  
Reeb Millwork Corp.  
Sabbeth-Mathews Hardwood  
Corp.  
Super Millwork Inc.  
Wholesale Doors Inc.

**TIE DOWNS**

Brodco Inc.  
Crawford Products Inc.  
Kraft Wholesale Inc.  
Patmore Millwork Co. Inc.  
Rafferty Alumium & Steel Co.  
Simpson Strong-Tie Inc.

**TIES**

George McQuesten Co. Inc.  
Patmore Millwork Co. Inc.  
Tibo Lumber

**TIES — Landscape**

Babcock Lumber Co.  
4-Guys Wholesale Inc.  
Furman Lumber Inc.  
Hatheway & Patterson Co. Inc.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Nutmeg Forest Products Inc.  
Plunkett-Webster Inc.  
Sabbeth Industries Ltd.

**TIES — Railroad**

BB & S Treated Lumber of New  
England  
Furman Lumber Inc.  
J. M. Heinike Associates Inc.  
Magee-Fine Lumber Co.

Sabbeth Industries Ltd.  
Tibo Lumber

**TILE — Ceramic, Marble, Mirror**

Ply Gem Industries Inc.  
Ply Gem Manufacturing  
Spear-Newman Inc.

**TILE — Grout**

Ply Gem Manufacturing  
The Quikrete Companies  
Spear-Newman Inc.

**TILEBOARD — Accessories**

Babcock Lumber Co.  
Cooperative Reserve Supply Inc.  
I. T. Dealers Supply  
J&S Supply Corp.  
Ply Gem Manufacturing  
Plywood Plastics Inc.

**TILES — Floor, Vinyl**

Hoboken Wood Flooring Corp.  
Spear-Newman Inc.

**TIMBER — Pressure Treated**

Alpine Structures  
Avon Wholesale Supply Co.  
BB & S Treated Lumber of New  
England  
Babcock Lumber Co.  
Chemical Specialties Inc.  
4-Guys Wholesale Inc.  
Jim Gillies Lumber Co. Inc.  
Hatheway & Patterson Co. Inc.  
J. M. Heinike Associates Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.  
Monroe/Palburn Inc.  
New England Lumber  
Specialties Inc.  
North Counties Supply Co. Inc.  
Nutmeg Forest Products Inc.  
John H. Schumacher Inc.  
Sherwood Lumber Corp.  
Tolleson Lumber Co. Inc.

**TIMBERS**

Alpine Structures  
Atlantic Building Products Corp.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Earll Forest Products Inc.  
4-Guys Wholesale Inc.



Furman Lumber Inc.  
Holbrook Warehouse Corp.  
Holden Humphrey Inc.  
Lewis Lumber Ltd.  
Magee-Fine Lumber Co.  
Lawrence R. McCoy & Co. Inc.  
George McQuesten Co. Inc.  
Monroe/Palburn Inc.  
Northeast Lumber Sales Inc.  
Northeast Treaters Inc.  
Prudential Metal Supply Corp.  
Rex Lumber Co.  
Sherwood Lumber Corp.  
Warren Trask Co. Inc.

**TIMBERS — Cedar**  
Connecticut Cedar

**TIMBERS — Douglas Fir**  
Connecticut Cedar  
4-Guys Wholesale Inc.

**TIMBERS — Pine**  
4-Guys Wholesale Inc.

**TIMBER TIES**  
Babcock Lumber Co.  
4-Guys Wholesale Inc.  
Magee-Fine Lumber Co.  
Nutmeg Forest Products Inc.  
Sherwood Lumber Corp.  
Simpson Strong-Tie Inc.  
Spindle City Distributing Inc.

**TOOLS — Electric, Industrial**  
Fabral-Alcan Building Materials  
Makita USA  
Masback Sentry Hardware Co.  
Master Millwork Industries Inc.  
Ryan Seamless Gutter Systems Inc.  
Servistar Corp.

**TOOLS — Hand**  
Architects Hardware & Specialty Co. Inc.  
Hoboken Wood Flooring Corp.  
Manhattan Laminates Ltd.  
Masback Sentry Hardware Co.  
Master Millwork Industries Inc.  
RKB Enterprises Inc.  
E. Rabinowe & Co.  
Ryan Seamless Gutter Systems Inc.

Servistar Corp.

**TOOLS — Power**  
Architects Hardware & Specialty Co. Inc.  
Hoboken Wood Flooring Corp.  
Makita USA  
Manhattan Laminates Ltd.  
Masback Sentry Hardware Co.  
Master Millwork Industries Inc.  
RKB Enterprises Inc.  
Ryan Seamless Gutter Systems Inc.  
Senco Products Inc.  
Servistar Corp.  
Spindle City Distributing Inc.  
Winde Distributors Inc.

**TOPS — Maple**  
Spindle City Distributing Inc.  
Winde Distributors Inc.

**TRACK — Sliding Door**  
Architects Hardware & Specialty Co. Inc.  
R.A. Graham Co. Inc.

**TRADE PUBLICATIONS**  
Adam Wholesalers

**TRADE SHOWS**  
Adam Wholesalers  
Babcock Lumber Co.  
The National Home Center Show

**TRAINING AIDS**  
Adam Wholesalers  
Babcock Lumber Co.  
The Emery-Waterhouse Co.

**TREADS**  
Adam Wholesalers  
Brodeur Window Distributors Inc.  
Coastal Forest Products Inc.  
Cole-Mullen Sales Inc.  
A.E. Gombert Lumber Co. Inc.  
Holbrook Warehouse Corp.  
Huttig Sash and Door Co.  
Magee-Fine Lumber Co.  
North Atlantic Millwork Corp.  
Northeast Door Corp.

Russin Lumber Corp.  
The Taney Corp.

**TRUCKING**  
Adam Wholesalers  
Babcock Lumber Co.  
Cohenno Inc.  
Portanova Inc.

**TRUCKS — Material Handling**  
Cohenno Inc.

**TRUSS CONNECTORS — Equipment, Plates**  
Babcock Lumber Co.  
Simpson Strong-Tie Inc.

**TRUSSES — Floor**  
Alpine Structures  
Babcock Lumber Co.  
PDJ Components Inc.  
S.R. Sloan Inc.  
Trussco Inc.  
Unadilla Silo Co. Inc.  
Wood Structures Inc.

**TRUSSES — Roof**  
Alpine Structures  
Babcock Lumber Co.  
PDJ Components Inc.  
S.R. Sloan Inc.  
Trussco Inc.  
Unadilla Silo Co. Inc.  
Wood Structures Inc.

**TRUSSES — Wood**  
Alpine Structures  
American International Forest Products  
Babcock Lumber Co.  
PDJ Components Inc.  
John H. Schumacher Inc.  
S.R. Sloan Inc.  
Trussco Inc.  
Unadilla Silo Co. Inc.  
Wood Structures Inc.

**TUB ENCLOSURES**  
The Emery-Waterhouse Co.  
Federal Aluminum Products  
RKB Enterprises Inc.

**TUB KITS**  
Colliton/Read Inc.



Drew Building Supply Inc.  
Federal Aluminum Products  
RKB Enterprises Inc.  
Spear-Newman Inc.  
Spindle City Distributing Inc.

#### **TUB WALLS**

Federal Aluminum Products  
Master Millwork Industries Inc.  
Mitchell Associates Inc.  
RKB Enterprises Inc.  
Spear-Newman Inc.  
Spindle City Distributing Inc.

### **U**

#### **UNDERLAYMENT**

Atlantic Building Products Corp.  
Babcock Lumber Co.  
Bird Inc.  
Connecticut Cedar  
Flushing Supply Corp.  
Hoboken Wood Flooring Corp.  
Homasote Co.  
IKO Manufacturing  
Monroe/Palburn Inc.  
Nutmeg Forest Products Inc.  
The Quikrete Companies  
Reserve Supply of Central New  
York Inc.  
John H. Schumacher Inc.  
Spear-Newman Inc.

### **V**

#### **VALLEY — Aluminum, Copper, Galvanized**

Brodco Inc.  
DJ Inc.  
Federal Aluminum Products  
Guardian Purchasing Corp.  
North Counties Supply Co. Inc.

#### **VANITY BOWLS**

The Emery-Waterhouse Co.  
Manhattan Laminates Ltd.  
Master Millwork Industries Inc.

Prime Plywood & Panel Inc.  
Spear-Newman Inc.  
Spindle City Distributing Inc.  
Winde Distributors Inc.  
Winde-McCormick Laminates  
Inc.  
Woodland Specialties Inc.

#### **VANITY TOPS**

Drew Building Supply Inc.  
The Emery-Waterhouse Co.  
Gilfoy Distributing Co.  
Manhattan Laminates Ltd.  
Master Millwork Industries Inc.  
Plywood Plastics Inc.  
RKB Enterprises Inc.  
Spear-Newman Inc.  
Spindle City Distributing Inc.  
Winde Distributors Inc.

#### **VANITIES**

Atlantic Building Products Corp.  
Brodco Inc.  
Cleary Millwork Co. Inc.  
DJ Inc.  
Drew Building Supply Inc.  
The Emery-Waterhouse Co.  
Gilfoy Distributing Co.  
Mitchell Associates Inc.

#### **VAPOR BARRIERS — Foil**

Insulation Distribution  
Specialists Inc.

#### **VAPOR BARRIERS — Polyethylene**

Babcock Lumber Co.  
Georgia-Pacific Corp.  
Insulation Distribution  
Specialists Inc.

#### **VENEERS**

Atlantic Plywood  
L. I. Laminates Inc.  
Manhattan Laminates Ltd.  
Master Millwork Industries Inc.  
Mechanics Building Materials  
Co. Inc.  
Millwork Specialties Inc.  
Ply Gem Industries Inc.  
Plywood Plastics Inc.  
Prime Plywood & Panel Inc.  
Winde-McCormick Laminates  
Inc.

#### **VENNERS — Hardwood**

Babcock Lumber Co.  
Master Millwork Industries Inc.  
Plywood Plastics Inc.  
Prime Plywood & Panel Inc.  
Woodland Specialties Inc.

#### **VENEER PACKS — Ash**

Atlantic Plywood  
Babcock Lumber Co.  
Manhattan Laminates Ltd.  
Prime Plywood & Panel Inc.

#### **VENEER PACKS — Birch**

Atlantic Plywood  
Babcock Lumber Co.  
Manhattan Laminates Ltd.  
Prime Plywood & Panel Inc.

#### **VENEER PACKS — Cherry**

Atlantic Plywood  
Babcock Lumber Co.  
Manhattan Laminates Ltd.  
Prime Plywood & Panel Inc.

#### **VENEER PACKS — Mahogany**

Atlantic Plywood  
Babcock Lumber Co.  
Prime Plywood & Panel Inc.

#### **VENEER PACKS — Maple**

Atlantic Plywood  
Babcock Lumber Co.  
Manhattan Laminates Ltd.  
Prime Plywood & Panel Inc.

#### **VENEER PACKS — Pecan**

Atlantic Plywood  
Babcock Lumber Co.  
Prime Plywood & Panel Inc.

#### **VENEER PACKS — Pine**

Atlantic Plywood  
Babcock Lumber Co.  
Prime Plywood & Panel Inc.

#### **VENEER PACKS — Red Oak**

Atlantic Plywood  
Babcock Lumber Co.  
Manhattan Laminates Ltd.  
Prime Plywood & Panel Inc.

#### **VENEER PACKS — Rosewood**

Atlantic Plywood



Babcock Lumber Co.  
Manhattan Laminates Ltd.  
Prime Plywood & Panel Inc.

**VENEER PACKS — Stripe  
Mahogany**

Atlantic Plywood  
Prime Plywood & Panel Inc.

**VENEER PACKS — Teak**

Atlantic Plywood  
Babcock Lumber Co.  
Manhattan Laminates Ltd.  
Prime Plywood & Panel Inc.

**VENEER PACKS — Walnut**

Atlantic Plywood  
Babcock Lumber Co.  
Manhattan Laminates Ltd.  
Prime Plywood & Panel Inc.

**VENEER PACKS — White Oak**

Atlantic Plywood  
Manhattan Laminates Ltd.  
Prime Plywood & Panel Inc.

**VENTILATORS**

Brodco Inc.  
DJ Inc.  
DS Sales and Marketing Inc.  
Kraft Wholesale Inc.

**VENTILATORS — Power**

Brodco Inc.  
DJ Inc.  
I. T. Dealers Supply  
Kraft Wholesale Inc.  
Spindle City Distributing Inc.

**VERMICULITE**

Cooperative Reserve Supply Inc.  
Gilfoy Distributing Co.  
Insulation Distribution  
Specialists Inc.

**W**

**WAFERBOARD**

Babcock Lumber Co.  
Georgia-Pacific Corp.  
Jim Gillies Lumber Co. Inc.

Holbrook Warehouse Corp.  
Monroe/Palburn Inc.  
Nutmeg Forest Products Inc.  
Saxonville USA Coastal  
John H. Schumacher Inc.  
Tibo Lumber

**WAINSCOTING**

Adam Wholesalers  
Babcock Lumber Co.  
Coastal Forest Products Inc.  
Connecticut Cedar  
Consolidated Lumber Corp.  
Earl Forest Products Inc.  
Federal Aluminum Products  
Georgia-Pacific Corp.  
A.E. Gombert Lumber Co. Inc.  
Nutmeg Forest Products Inc.  
Ply Gem Manufacturing  
Sabbeth Industries Ltd.

**WALLBOARD — Gypsum**

Atlantic Building Products Corp.  
Britton Lumber Co. Inc.  
Domtar Gypsum  
The Elhide Co. Inc.  
Flushing Supply Corp.  
Furman Lumber Inc.  
Genesee Reserve Supply Inc.  
Gold Bond Building Products  
Insulation Distribution  
Specialists Inc.  
North Counties Supply Co. Inc.  
Prime Source/Miller Supply  
Reserve Supply of Central New  
York Inc.  
SMC Group Inc.  
Tibo Lumber

**WALLBOARD — Plastic, Finish**

Gold Bond Building Products  
Insulation Distribution  
Specialists Inc.

**WALL BRACING**

Simpson Strong-Tie Inc.

**WALL SYSTEMS**

Gold Bond Building Products

**WALL TIES**

Atlantic Building Products Corp.  
Ideal Concrete Block Co.

Insulation Distribution  
Specialists Inc.

**WAREHOUSES**

Adam Wholesalers  
Georgia-Pacific Corp.  
Portanova Inc.

**WATER SOFTNER SALT**

Package Pavement Co. Inc.

**WATER-PROOFING PRODUCTS**

Bird Inc.  
Cook & Dunn Paint Corp.  
DJ Inc.  
The Elhide Co. Inc.  
Hoboken Wood Flooring Corp.  
Insulation Distribution  
Specialists Inc.  
The Quikrete Companies  
E. Rabinowe & Co.  
Servistar Corp.  
Watta-Crete Co. Inc.

**WATER-PROOFING  
RESIDENTIAL**

DJ Inc.  
E. Rabinowe & Co.

**WEATHERBOARD**

Connecticut Reserve Supply Co.  
Inc.

**WEATHERSTRIP**

Adam Wholesalers  
Architects Hardware &  
Specialty Co. Inc.  
Component Sales and  
Marketing Inc.  
Dan Harrington Associates  
Insulation Distribution  
Specialists Inc.  
Masback Sentry Hardware Co.  
Millwork Specialties Inc.  
RKB Enterprises Inc.  
E. Rabinowe & Co.

**WEATHERVANES**

Cleary Millwork Co. Inc.  
Millwork Specialties Inc.  
Reeb Millwork Corp.

**WHIRLPOOL BATHS**

C.A. Cunningham Co.



Federal Aluminum Products

### **WHISKEY BARRELS**

American Saturated Felt Inc.

### **WHOLESALE DISTRIBUTORS**

#### **YARD**

Adam Wholesalers  
Coastal Forest Products Inc.  
Consolidated Lumber Corp.  
Federal Aluminum Products  
Flushing Supply Corp.  
4-Guys Wholesale Inc.  
A.E. Gombert Lumber Co. Inc.  
Hoboken Wood Flooring Corp.  
Huttig Sash and Door Co.  
Leonard Lumber Co.  
George McQuesten Co. Inc.  
Norco Windows - Northeast  
Division  
North Atlantic Millwork Corp.  
Portanova Inc.  
Rex Lumber Co.  
Russin Lumber Corp.  
Sabbeth Industries Ltd.  
Servistar Corp.  
Warren Trask Co. Inc.  
Van Roy Millwork Corp.

### **WINCHES**

R-B Manufacturing Co.

### **WINDOW CHANNELS**

The Elhide Co. Inc.  
North Atlantic Millwork Corp.  
RKB Enterprises Inc.  
E. Rabinowe & Co.  
Rafferty Alumium & Steel Co.

### **WINDOWS — Aluminum**

Adam Wholesalers  
Federal Aluminum Products  
Rochester Colonial  
Manufacturing  
Ryan Seamless Gutter Systems  
Inc.

### **WINDOWS — Awning**

Adam Wholesalers  
Andersen Corp.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Caradco

Carl's Home Center Inc.  
Cleary Millwork Co. Inc.  
Component Sales and  
Marketing Inc.  
DJ Inc.  
Donat Flamand Inc.  
Dorsey Millwork Inc.  
Drew Building Supply Inc.  
Federal Aluminum Products  
Fish & Parker Inc.  
Forge Wholesale of New Jersey  
Inc.  
General Millwork Corp.  
Hallmark Sales & Marketing  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
KSI Building Products Inc.  
Kimberly Sales Associates  
Lock-Wood Ltd.  
Long Island Wholesalers Inc.  
Marvin Windows  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Norco Windows - Northeast  
Division  
Peachtree Doors & Windows  
Ply Gem Industries Inc.  
Plunkett-Webster Inc.  
Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Ryan Seamless Gutter Systems  
Inc.  
Semon Sales & Associates  
Super Millwork Inc.  
Vetter  
V.P. Winter Distributing Co.

### **WINDOWS — Basement**

Adam Wholesalers  
Andersen Corp.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Caradco  
Carl's Home Center Inc.  
Cleary Millwork Co. Inc.  
Component Sales and  
Marketing Inc.  
DJ Inc.  
Dorsey Millwork Inc.  
Federal Aluminum Products  
Forge Wholesale of New Jersey  
Inc.

4-Guys Wholesale Inc.  
General Millwork Corp.  
Hallmark Sales & Marketing  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
I. T. Dealers Supply  
Kimberly Sales Associates  
Lock-Wood Ltd.  
Long Island Wholesalers Inc.  
Marvin Windows  
Millwork Specialties Inc.  
Norco Windows - Northeast  
Division  
North Counties Supply Co. Inc.  
Ply Gem Industries Inc.  
Reeb Millwork Corp.  
Ryan Seamless Gutter Systems  
Inc.  
Super Millwork Inc.  
Vetter  
V.P. Winter Distributing Co.

### **WINDOWS — Bow & Bay**

Adam Wholesalers  
Andersen Corp.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Caradco  
Carl's Home Center Inc.  
Cleary Millwork Co. Inc.  
Component Sales and  
Marketing Inc.  
DJ Inc.  
Donat Flamand Inc.  
Dorsey Millwork Inc.  
Drew Building Supply Inc.  
Federal Aluminum Products  
Forge Wholesale of New Jersey  
Inc.  
General Millwork Corp.  
Hallmark Sales & Marketing  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
KSI Building Products Inc.  
Kimberly Sales Associates  
Lock-Wood Ltd.  
Long Island Wholesalers Inc.  
M & M Millwork  
Martin Millwork Inc.  
Marvin Windows  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.



Norco Windows - Northeast  
Division  
Peachtree Doors & Windows  
Ply Gem Industries Inc.  
Plunkett-Webster Inc.  
Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Ryan Seamless Gutter Systems  
Inc.  
Semon Sales & Associates  
Super Millwork Inc.  
Vetter  
V.P. Winter Distributing Co.

#### **WINDOWS — Casement**

Adam Wholesalers  
Andersen Corp.  
Babcock Lumber Co.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Caradco  
Carl's Home Center Inc.  
Cleary Millwork Co. Inc.  
Component Sales and  
Marketing Inc.  
DJ Inc.  
Donat Flamand Inc.  
Dorsey Millwork Inc.  
Drew Building Supply Inc.  
Federal Aluminum Products  
Fish & Parker Inc.  
Forge Wholesale of New Jersey  
Inc.  
General Millwork Corp.  
Hallmark Sales & Marketing  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
KSI Building Products Inc.  
Kimberly Sales Associates  
Lock-Wood Ltd.  
Long Island Wholesalers Inc.  
M & M Millwork  
Martin Millwork Inc.  
Marvin Windows  
Millwork Specialties Inc.  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Norco Windows - Northeast  
Division  
Peachtree Doors & Windows  
Ply Gem Industries Inc.  
Plunkett-Webster Inc.

Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Ryan Seamless Gutter Systems  
Inc.  
Semon Sales & Associates  
Super Millwork Inc.  
Vetter  
V.P. Winter Distributing Co.

#### **WINDOWS — Casement Storm Panels**

Adam Wholesalers  
Babcock Lumber Co.  
Forge Wholesale of New Jersey  
Inc.  
Hallmark Sales & Marketing  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Ryan Seamless Gutter Systems  
Inc.  
Vetter

#### **WINDOWS — Combination**

Adam Wholesalers  
Babcock Lumber Co.  
Brockway-Smith Co.  
Component Sales and  
Marketing Inc.  
DJ Inc.  
Donat Flamand Inc.  
Federal Aluminum Products  
Forge Wholesale of New Jersey  
Inc.  
General Millwork Corp.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
Lock-Wood Ltd.  
Marvin Windows  
Millwork Specialties Inc.  
Ryan Seamless Gutter Systems  
Inc.

#### **WINDOWS — Double Hung**

Adam Wholesalers  
Andersen Corp.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Caradco  
Carl's Home Center Inc.  
Cleary Millwork Co. Inc.  
Cole-Mullen Sales Inc.

Component Sales and  
Marketing Inc.  
DJ Inc.  
DS Sales and Marketing Inc.  
Donat Flamand Inc.  
Drew Building Supply Inc.  
Federal Aluminum Products  
Fish & Parker Inc.  
Forge Wholesale of New Jersey  
Inc.  
General Millwork Corp.  
Hallmark Sales & Marketing  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
Kimberly Sales Associates  
Lock-Wood Ltd.  
Long Island Wholesalers Inc.  
M & M Millwork  
Martin Millwork Inc.  
Marvin Windows  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Norco Windows - Northeast  
Division  
Peachtree Doors & Windows  
Ply Gem Industries Inc.  
Plunkett-Webster Inc.  
Rochester Colonial  
Manufacturing  
Ryan Seamless Gutter Systems  
Inc.  
Semon Sales & Associates  
Super Millwork Inc.  
V.P. Winter Distributing Co.

#### **WINDOWS — Greenhouse**

Adam Wholesalers  
Caradco  
DJ Inc.  
Forge Wholesale of New Jersey  
Inc.  
Hallmark Sales & Marketing  
Kimberly Sales Associates  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Ply Gem Industries Inc.

#### **WINDOWS — Half Rounds**

Adam Wholesalers  
Babcock Lumber Co.  
Brockway-Smith Co.  
Brodeur Window Distributors  
Inc.  
Caradco



Cleary Millwork Co. Inc.  
 Component Sales and  
 Marketing Inc.  
 DJ Inc.  
 Donat Flamand Inc.  
 Dorsey Millwork Inc.  
 Federal Aluminum Products  
 Fish & Parker Inc.  
 Forge Wholesale of New Jersey  
 Inc.  
 General Millwork Corp.  
 Hallmark Sales & Marketing  
 Dan Harrington Associates  
 A. W. Hastings & Co. Inc.  
 Huttig Sash and Door Co.  
 Kimberly Sales Associates  
 Lock-Wood Ltd.  
 Long Island Wholesalers Inc.  
 Martin Millwork Inc.  
 Marvin Windows  
 Millwork Specialties Inc.  
 Mor-Lite Distributors Inc.  
 Norco Windows - Northeast  
 Division  
 Patmore Millwork Co. Inc.  
 Peachtree Doors & Windows  
 Ply Gem Industries Inc.  
 Plunkett-Webster Inc.  
 Rochester Colonial  
 Manufacturing  
 Ryan Seamless Gutter Systems  
 Inc.  
 Semon Sales & Associates  
 Super Millwork Inc.  
 Vetter  
 V.P. Winter Distributing Co.

#### **WINDOWS — Picture**

Adam Wholesalers  
 Brockway-Smith Co.  
 Brodeur Window Distributors  
 Inc.  
 Caradco  
 Carl's Home Center Inc.  
 Cleary Millwork Co. Inc.  
 Component Sales and  
 Marketing Inc.  
 DJ Inc.  
 Donat Flamand Inc.  
 Dorsey Millwork Inc.  
 Drew Building Supply Inc.  
 Federal Aluminum Products  
 Forge Wholesale of New Jersey  
 Inc.

General Millwork Corp.  
 Hallmark Sales & Marketing  
 A. W. Hastings & Co. Inc.  
 Huttig Sash and Door Co.  
 Kimberly Sales Associates  
 Lock-Wood Ltd.  
 Long Island Wholesalers Inc.  
 Marvin Windows  
 Millwork Specialties Inc.  
 Mor-Lite Distributors Inc.  
 Norco Windows - Northeast  
 Division  
 Patmore Millwork Co. Inc.  
 Peachtree Doors & Windows  
 Ply Gem Industries Inc.  
 Plunkett-Webster Inc.  
 Ryan Seamless Gutter Systems  
 Inc.  
 Semon Sales & Associates  
 Super Millwork Inc.  
 Vetter  
 V.P. Winter Distributing Co.

#### **WINDOWS — Roof**

Adam Wholesalers  
 Andersen Corp.  
 Brockway-Smith Co.  
 Brodeur Window Distributors  
 Inc.  
 Carl's Home Center Inc.  
 Cleary Millwork Co. Inc.  
 Connecticut Reserve Supply Co.  
 Inc.  
 DJ Inc.  
 Dorsey Millwork Inc.  
 Drew Building Supply Inc.  
 Federal Aluminum Products  
 Fish & Parker Inc.  
 Forge Wholesale of New Jersey  
 Inc.  
 Hallmark Sales & Marketing  
 Dan Harrington Associates  
 A. W. Hastings & Co. Inc.  
 Huttig Sash and Door Co.  
 Marvin Windows  
 Millwork Specialties Inc.  
 Mor-Lite Distributors Inc.  
 Norco Windows - Northeast  
 Division  
 Reeb Millwork Corp.  
 Roto Frank of America  
 Deco-Roof (Stillwater Products  
 Inc.)  
 Velux-America Inc.

Ventarama Skylight Corp.  
 Wasco Products Inc.  
 Westworks Millwork

#### **WINDOWS — Rounds**

Adam Wholesalers  
 Brodeur Window Distributors  
 Inc.  
 Caradco  
 Cleary Millwork Co. Inc.  
 DJ Inc.  
 Donat Flamand Inc.  
 Forge Wholesale of New Jersey  
 Inc.  
 Hallmark Sales & Marketing  
 A. W. Hastings & Co. Inc.  
 Huttig Sash and Door Co.  
 Kimberly Sales Associates  
 Long Island Wholesalers Inc.  
 Marvin Windows  
 Millwork Specialties Inc.  
 Mor-Lite Distributors Inc.  
 Ply Gem Industries Inc.  
 Plunkett-Webster Inc.  
 Reeb Millwork Corp.  
 Rochester Colonial  
 Manufacturing  
 Super Millwork Inc.  
 Vetter

#### **WINDOWS — Single Hung**

Adam Wholesalers  
 DJ Inc.  
 Donat Flamand Inc.  
 Federal Aluminum Products  
 Forge Wholesale of New Jersey  
 Inc.  
 Hallmark Sales & Marketing  
 A. W. Hastings & Co. Inc.  
 Huttig Sash and Door Co.  
 Long Island Wholesalers Inc.  
 Marvin Windows  
 Millwork Specialties Inc.  
 Ply Gem Industries Inc.  
 Ryan Seamless Gutter Systems  
 Inc.

#### **WINDOWS — Sliding**

Adam Wholesalers  
 Andersen Corp.  
 Brodeur Window Distributors  
 Inc.  
 Caradco



Component Sales and Marketing Inc.  
DJ Inc.  
Donat Flamand Inc.  
Drew Building Supply Inc.  
Federal Aluminum Products Fish & Parker Inc.  
Forge Wholesale of New Jersey Inc.  
General Millwork Corp.  
Hallmark Sales & Marketing  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
Kimberly Sales Associates  
Lock-wood Ltd.  
Long Island Wholesalers Inc.  
Marvin Windows  
Millwork Specialties Inc.  
Norco Windows - Northeast Division  
Ply Gem Industries Inc.  
Ryan Seamless Gutter Systems Inc.  
Super Millwork Inc.  
Vetter

#### **WINDOWS — Storm**

Adam Wholesalers  
DJ Inc.  
Duo Temp  
Federal Aluminum Products  
Forge Wholesale of New Jersey Inc.  
Hallmark Sales & Marketing  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
Kimberly Sales Associates  
Marvin Windows  
Millwork Specialties Inc.  
Ply Gem Industries Inc.  
Ryan Seamless Gutter Systems Inc.  
Vetter

#### **WINDOWS — Thermal**

Adam Wholesalers  
Brodeur Window Distributors Inc.  
Caradco  
Cleary Millwork Co. Inc.  
Component Sales and Marketing Inc.  
DJ Inc.  
Donat Flamand Inc.

Federal Aluminum Products  
Forge Wholesale of New Jersey Inc.  
Hallmark Sales & Marketing  
Huttig Sash and Door Co.  
Kasson & Keller Inc.  
Long Island Wholesalers Inc.  
Marvin Windows  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Norco Windows - Northeast Division  
Ryan Seamless Gutter Systems Inc.  
Vetter

#### **WINDOWS — Transom**

Adam Wholesalers  
Brodeur Window Distributors Inc.  
Caradco  
Cleary Millwork Co. Inc.  
Component Sales and Marketing Inc.  
DJ Inc.  
Donat Flamand Inc.  
Dorsey Millwork Inc.  
Federal Aluminum Products  
Forge Wholesale of New Jersey Inc.  
General Millwork Corp.  
Hallmark Sales & Marketing  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
Lock-Wood Ltd.  
Long Island Wholesalers Inc.  
Marvin Windows  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Norco Windows - Northeast Division  
Reeb Millwork Corp.  
Rochester Colonial Manufacturing  
Ryan Seamless Gutter Systems Inc.  
Semon Sales & Associates  
Super Millwork Inc.  
Vetter

#### **WINDOWS — Units**

Adam Wholesalers  
Babcock Lumber Co.

Brodeur Window Distributors Inc.  
Caradco  
Carl's Home Center Inc.  
Cleary Millwork Co. Inc.  
DJ Inc.  
Donat Flamand Inc.  
Drew Building Supply Inc.  
Federal Aluminum Products  
Forge Wholesale of New Jersey Inc.  
Hallmark Sales & Marketing  
Hardware Wholesalers Inc.  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
Long Island Wholesalers Inc.  
Marlin Lumber Sales Corp.  
Martin Millwork Inc.  
Marvin Windows  
Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Norco Windows - Northeast Division  
Ply Gem Industries Inc.  
Reeb Millwork Corp.  
Ryan Seamless Gutter Systems Inc.  
V.P. Winter Distributing Co.

#### **WINDOWS — Vinyl**

Lock-Wood Ltd.

#### **WINDOWS — Wood Replacement**

Adam Wholesalers  
Babcock Lumber Co.  
Brodeur Window Distributors Inc.  
Caradco  
Carl's Home Center Inc.  
Component Sales and Marketing Inc.  
DJ Inc.  
Donat Flamand Inc.  
Drew Building Supply Inc.  
Forge Wholesale of New Jersey Inc.  
General Millwork Corp.  
Hallmark Sales & Marketing  
A. W. Hastings & Co. Inc.  
Huttig Sash and Door Co.  
Lock-Wood Ltd.  
Long Island Wholesalers Inc.  
Marvin Windows



Millwork Specialties Inc.  
Mor-Lite Distributors Inc.  
Norco Windows - Northeast  
Division  
North Counties Supply Co. Inc.  
Patmore Millwork Co. Inc.  
Ply Gem Industries Inc.  
Reeb Millwork Corp.  
Rochester Colonial  
Manufacturing  
Ryan Seamless Gutter Systems  
Inc.  
Semon Sales & Associates  
Super Millwork Inc.  
Velux-America Inc.  
Vetter

#### **WINDOW WALL SYSTEMS**

Adam Wholesalers  
Brockway-Smith Co.  
Cleary Millwork Co. Inc.  
Forge Wholesale of New Jersey  
Inc.  
Huttig Sash and Door Co.  
Ryan Seamless Gutter Systems  
Inc.  
Super Millwork Inc.

#### **WIRE**

Flushing Supply Corp.  
R.A. Graham Co. Inc.

#### **WOODEN DECK KITS**

Island Post Cap

#### **WOOD INFORMATION**

Babcock Lumber Co.  
Coastal Forest Products Inc.  
4-Guvs Wholesale Inc.  
Harvey Industries Inc.  
Warren Trask Co. Inc.  
Unadilla Silo Co. Inc.

#### **WOOD — Treated, Fire**

##### **Retardants, Preservatives**

Avon Wholesale Supply Co.  
BB & S Treated Lumber of New  
England  
Chemical Specialties Inc.  
Genesee Reserve Supply Inc.  
Hatheway & Patterson Co. Inc.  
Holbrook Warehouse Corp.  
Magee-Fine Lumber Co.

New England Lumber  
Specialties Inc.  
E. Rabinowe & Co.  
Sabbeth Industries-Ltd.  
John H. Schumacher Inc.  
Servistar Corp.  
Sherwood Lumber Corp.  
Tolleson Lumber Co. Inc.

#### **WORK BENCHES**

Crawford Products Inc.  
George McQuesten Co. Inc.

#### **Y**

#### **YARDSTICKS**

LeShore Calgift Corp.  
National Advertising Specialties  
Corp.  
RKB Enterprises Inc.



# BUILDING MATERIALS MANUFACTURERS & WHOLESALERS IN THE NORTHEASTERN UNITED STATES

## BUYERS' GUIDE

*This section is an alphabetical listing of manufacturers and wholesalers  
who service the Northeast.*

### AMG RETIREMENT SERVICES

Box 556 Mill Plain Rd.  
Danbury, CT 06810  
(800) 222-1576  
Fax: (203) 731-2199  
Toll-Free: (800) 222-1576

Daniel Haines

#### Sales Representatives:

Fred W. Beltz (716) 461-0100  
160 Allens Creek Rd. Rochester, NY 14618

Dale E. Kramer (315) 265-5582  
P.O. Box P Potsdam, NY 13676

Gary L. Winslow (914) 855-5928  
Akindale Rd. Pawling, NY 12564

Craig Amundson (914) 273-6650  
Pension Designs Inc.  
One Byram Brook Pl. Armonk, NY 10504

David Hatch (207) 439-2170  
Kittery Business Ctr.  
Rt. 236 Kittery, ME 03904

John Capasso (201) 804-7600  
Capital Planning Association Inc.  
201 Rt. 17N Rutherford, NJ 07070

Steve McCourt (617) 577-7373  
245 First St. Cambridge, MA 02142

Brian Sullivan (617) 577-7373  
245 First St. Cambridge, MA 02142

Vincent Karl (800) 222-1576  
100 Mill Plain Rd. Danbury, CT 06810

Daniel Haines Jr. (800) 222-1576  
100 Mill Plain Rd. Danbury, CT 06810

### A.R.K. LUMBER WHOLESALERS INC.

P.O. Box 426dge Rd.  
Pelham, NY 10803-0426  
(914) 633-2927

Joel Levitt, President  
Elliot Kracko, Secretary/Treasurer

#### Sales Representatives:

Joel J. Levitt (914) 576-6200  
77 Quaker Ridge Rd.  
Suite 200 New Rochelle, NY 10804  
Territory covered: Tri-state area NY, CT,  
PA

### ABITIBI PRICE CORP.

3250 Big Beaver Rd.  
Troy, MI 48064  
(313) 649-3300  
Fax: (313) 649-3139  
Toll-Free: (800) 521-4250

David H. Niderberg, Northeast Regional

#### Branch Offices:

Abitibi-Price Corp. Northeast Regional  
Office  
2997 Johnson Ferry Rd.  
Marietta, GA 30062  
David H. Niderberg, Northeast Regional  
Manager  
(404) 993-1351 FAX: (404) 993-1560

#### Sales Representatives:

M.E. (Marc) Schmidt (800) 521-4251 x 476

R.A. (Bob) Brown (800) 521-4251 x 440  
43 Strathmore Valley Dr. Centereach, NY 11720

Territory covered: Newark, NJ; New  
Haven, CT; Poughkeepsie, NY

M.P. (Mike) Gallagher (301) 544-7887  
206 Ambleside Dr. Severna Park, MD 21146

Territory covered: Harrisburg, VA;  
Allentown, PA; Baltimore, MD

F.V. (Frank) Gryniewicz (603) 595-0986  
6 Drury Ln. Nashua, NH 03063  
Territory covered: VT, NH, ME

D.G. (Don) Skowronski (716) 824-1451  
3854 Big Tree Rd. Hamburg, NY 14075  
Territory covered: Buffalo, Syracuse, &  
Utica, NY

G.E. (Jerry) Thompson (908) 271-8893  
191 Driscoll Ct. Somerset, NJ 08873  
Territory covered: Philadelphia, PA;  
Trenton, NJ; DE

See advertisement on page 19

### ACE HARDWARE CORP.

2200 Kensington Ct.  
Oak Brook, IL 60521  
(312) 990-6630

### ADAM WHOLESALERS

RD 2, Box 2026  
Rt. 11  
Kirkwood, NY 13795  
(607) 775-2450  
Fax: (607) 775-3335  
Toll-Free: (800) 328-Adam

George Peterson, General Manager

#### Sales Representatives:

Charles Hoffman (607) 775-2450  
RD # 2, Box 2026 Kirkwood, NY 13795  
Territory covered: NY, PA, NJ

### AETNA LIFE INSURANCE CO.

Employee Benefits Division  
410 Crosskeys Office Park  
Fairport, NY 14450  
(716) 425-8326

Ellen M. Rosa, Employee Benefits  
Representative

### ALEXANDRIA MOULDING

95 Lochiel St. E.  
Alexandria, ON K0C 1A0 Canada  
(613) 525-2784  
Fax: (613) 525-4677

Ronald Cholette, President  
Guy Cholette, Vice President  
John F. Mac Donald, Controller  
Jacques Cholette, Secretary/Treasurer  
Michael Chauss((e, C.A./Finance  
Manager

#### Sales Representatives:

Waldron Sales (617) 871-4261  
77 Accord Park Dr.  
Building B-8 Norwell, MA 02061  
Territory covered: N.E.

### ALL AMERICAN TRADING CORP.

305 Clearview Ave.  
P.O. Box 6330  
Edison, NJ 08818  
(908) 417-9229  
Fax: (908) 417-9118

Hank Ross, President  
Sam Henin, Vice President  
Stuart Glickman, Office Manager

See advertisement on page 105

### AMALGAMATED PROGRAMS CORP.

85 John St.  
New York, NY 10038-2882  
(212) 312-9200  
Fax: (212) 732-5033

Jay M. Levy, Executive Vice President  
Steven Schafer, Manager/Lumber  
Division

#### Sales Representatives:

Thomas Lee (212) 312-9257  
85 John St. New York, NY 10038-2882

Jay M. Levy (212) 312-9255  
85 John St. New York, NY 10038-2882  
Territory covered: NY, Southern CT

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**AMERICAN BUILDING PRODUCTS CO.**  
20 Washington Ave.  
Scarborough, ME 04074-9782  
(207) 883-3171

**AMERICAN DRYWALL SUPPLY**  
134-16 Northern Blvd.  
Flushing, NY 11354  
(718) 353-1200

**AMERICAN INTERNATIONAL FOREST PRODUCTS**  
5560 S.W. 107th St.  
Beaverton, OR 97005  
(503) 641-1611  
Fax: (503) 641-2800  
Toll-Free: (800) 366-1611

**AMERICAN LUMBER CO. INC.**  
25-45 Borden Ave.  
Long Island City, NY 11101  
(718) 784-5163

**AMERICAN SATURATED FELT INC.**  
47 Maple Ave.  
P.O. Box 550  
Thomaston, CT 06787  
(203) 283-8239  
Fax: (203) 283-0308

James J. Cunniff, President  
Christine M. Bregonzio, Executive  
Secretary/Receptionist  
Ruth Marzano, Bookkeeper  
Ann Seabourne, Secretary

**Branch Offices:**

American Saturated Felt Inc.  
6950 Central Ave.  
Suite 150  
St. Petersburg, FL 33743  
Paul W. Slosberg  
(813) 343-3699

**Sales Representatives:**

Mark C. Beal (203) 283-8239  
47 Maple Ave.  
P.O. Box 550 Thomaston, CT 06787  
Territory covered: U.S.

Robert Dunkley (203) 283-8239  
47 Maple Ave.  
P.O. Box 550 Thomaston, CT 06787  
Territory covered: U.S.

Kelly M. Cunniff (203) 283-8239  
47 Maple Ave.  
P.O. Box 550 Thomaston, CT 06787  
Territory covered: U.S.

**AMERICAN STONE MIX INC.**  
Corporate Offices  
8320 Bellona Ave.  
Towson, MD 21204  
(301) 296-6770  
Fax: (301) 494-0897  
Toll-Free: (800) 445-8250

David Mehtlan, Vice President/Sales & Marketing  
John Berie, Sales Manager/National Accounts  
Martin Grant, Regional Sales Manager  
Patrick Mooney, Plant Manager/Batavia, NY Plant  
Ron Van Norman, Plant Manager/Oxford, MA Plant

**Branch Offices:**

American Stone Mix  
Cedar St.  
P.O. Box 81  
Batavia, NY 14020  
David Clark, Plant Manager  
(716) 343-4741

American Stone Mix - Oxford, MA Plant  
Old Webster Rd.  
Oxford, MA 01540  
Ron Van Norman, Plant Manager  
(508) 987-8188

**Retailer Services:**

Manufacturing, selling, & delivering Sakrete  
Cement Mix driveway sealers & roof coatings.

**Sales Representatives:**

Robert Langer (617) 422-6184  
11 Kendall Hill Rd. Sterling, MA 01565  
Territory covered: MA, RI

Clifford White (603) 524-3068  
18 Bay St. Laconia, NH 03246  
Territory covered: NH, VT, ME

David Clark (716) 383-9053  
805 Liberty St. Penfield, NY 14526  
Territory covered: Western NY

**ANDERSEN CORP.**  
100 Fourth Ave. N.  
Bayport, MN 55003-1096  
(612) 439-5150

W. A. Wellman, Chairman of the Board & CAO  
Harold Meissner, Vice Chairman of the Board & CAO  
Jerry Wulf, President & CEO  
Paul Linduska, Corporate Sales & Marketing Manager  
Ernie Betke, Field Sales Manager/East Division  
Jim Oppold, Northeast Region Sales Manager

**Sales Representatives:**

Ron Anderson (716) 662-7465  
P.O. Box 147 Orchard Park, NY 14127

Ken Bianchi (201) 299-8113  
22 Chestnut St. Boonton, NJ 07005

Ben Curran (603) 666-0423  
76 Hunters Village Way Manchester, NH 03103

Claude Dilanni (201) 209-7820  
6 Fox Chase Ln. Hamburg, NJ 07419

Tom Fess (516) 585-4659  
8 Tiffany Court Lake Grove, NY 11755

John Hart (914) 279-9161  
Vista on the Lake  
Building 6, Unit 12 Carmel, NY 10512

Joe Koken (215) 264-5963  
841 Palomino Dr. N. Catasauqua, PA 18032

Irv Looch (315) 675-9744  
West Lake Rd., Route 1  
Box 20 Cleveland, NY 13042

Tim McConnell (401) 246-0118  
8 College Ln. Barrington, RI 02806-1123

Bob Miller (717) 474-5674  
85 Spruce St. Mountain Top, PA 18707

Don Myers (203) 745-4675  
17 Audrey Ln. Enfield, CT 06082

Bill Robertson (203) 747-4343  
312 Patton Wood Dr. Southington, CT 06489

Jeff Roth (207) 839-6145  
14 Oak Wood Dr. Groham, ME 04038

Claude Rouleau (518) 370-0004  
46 Washington Rd. Scotia, NY 12302

Al Worthing (603) 632-5887  
13 Even Chance Enfield, NH 03748

**ARCHITECTS HARDWARE & SPECIALTY CO. INC.**

Railroad Ave.  
Albany, NY 12205  
(518) 489-4478  
Fax: (518) 489-6856

Richard M. Englander, President  
Daniel T. Englander, Vice President

**Retailer Services:**

Provide catalog & ship orders same day as received

**Sales Representatives:**

Ronald Nadler  
c/o Architects Hardware  
Territory covered: Northern NY

Gordon Talbot  
c/o Architects Hardware  
Territory covered: Western NY

Robert Bayer  
c/o Architects Hardware  
Territory covered: VT, Western MA,  
Southern NY

See advertisement on page 126

**ATLANTIC PLYWOOD**  
8 Roessler Rd.  
Woburn, MA 01801  
(617) 933-7700  
Fax: (617) 935-2433  
Toll-Free: (800) 937-6700

Dave Larson, Owner  
Nick Cucci, Owner  
John Blakeney, Controller  
Tom McEniff, Manager  
Bill Mootrey, Manager

**Branch Offices:**

Atlantic Plywood  
1590 John Fitch Blvd.  
S. Windsor, CT 06074  
Paul Vella, Manager  
(203) 291-8020

Atlantic Plywood  
Northeast Industrial Park  
Guilderland Center, NY 12085  
Kenneth Stefanik, Manager  
(518) 861-5922

(continued)



**ATLANTIC PLYWOOD**  
(continued)

Atlantic Plywood  
10 Mozzone Blvd.  
Taunton, MA 02780  
Kevin Walsh, Manager  
(508) 822-8800

**Retailer Services:**

Delivery, displays architectural representa-  
tives.

**ATLANTIC PRE-HUNG DOORS INC.**  
143 Conant St.  
P.O. Box 1258  
W. Concord, MA 01742-1258  
(508) 369-5600  
Fax: (508) 369-8124  
Toll-Free: (MA) (800) 842-1213

Alfred L. Foglio, Vice President/General  
Manager  
Mark Flynn, Vice President/Sales  
Administration & Purchasing  
Rob Bernstein, Buyer  
David Demirjian, Vice President/  
Manufacturing  
Dorothy Prentiss, Inside Sales  
Bruce Tilly, Inside Sales Co-ordinator  
Maria Flathers, Inside Sales  
Donna Johnson, Inside Sales  
Tammy Bureau, Inside Sales

**Sales Representatives:**

Jack Davis (508) 369-5600  
Stephen Segal (508) 369-5600  
David Kreuz (508) 369-5600  
John Curtis (508) 369-5600

See advertisement on page 107

**AVON WHOLESALE SUPPLY CO.**  
1790 Farmington Ave.  
P.O. Box 545  
Unionville, CT 06085  
(203) 673-6808  
Fax: (203) 675-9504  
Toll-Free: (800) 433-7941

Frank W. Sanford, President  
Robert P. Sanford, Vice President/  
Treasurer  
Edmond E. Sanford, Vice President/  
Secretary  
Robert W. Sanford, Director

**Retailer Services:**

Door Pre-machining UL Approved for Fire  
Door Machining, Regular Deliveries within CT

**BB & S TREATED LUMBER OF NEW  
ENGLAND**  
Rt. 403  
P.O. Box 982  
Davisville, RI 02854  
(401) 884-0701  
Fax: (401) 295-9733  
Toll-Free: (800) 345-5997

**Sales Representatives:**

Eric Schold (401) 884-0701  
Route 403  
P.O. Box 982 Davisville, RI 02854

Debbie Arel (401) 884-0701  
Route 403  
P.O. Box 982 Davisville, RI 02854  
Territory covered: RI, NH

Janet Ferrera (401) 884-0701  
Route 403  
P.O. Box 982 Davisville, RI 02854  
Territory covered: MA, ME

**BMA**  
P.O. Box 47  
Greenville, SC 29602-0047  
(803) 297-6101  
Fax: (803) 281-3309

**B.M.D. CO-OP**  
54 Oakdale St.  
P.O. Box 90397  
Springfield, MA 01139  
(413) 788-7338  
Fax: (413) 785-5833  
Toll-Free: (MA, CT) (800) 842-8558

Anita M. Thomas-Herd, Bookkeeper  
John Bisiniere, Inside Sales

**Sales Representatives:**

William E. Grise (413) 734-0312  
Springfield, MA 01104

**BABCOCK LUMBER CO.**  
3825 Walden Ave.  
P.O. Box 269  
Lancaster, NY 14086  
(716) 683-8888  
Fax: (716) 683-4256  
Toll-Free: (800) 288-5058

**Branch Offices:**

**HEADQUARTERS:** Babcock Lumber Co.  
2220 Palmer St.  
Pittsburgh, PA  
(412) 351-3515

Babcock Lumber Co. - Altoona  
5410 Sixth Ave.  
Altoona, PA 16602  
(814) 944-2561

Babcock Lumber Co. - Champion  
Rt. 711, Drawer B  
Champion, PA 15622  
(412) 593-6124

Babcock Lumber Co. - Diamond  
Paulson & Nelson Sts.  
Pittsburgh, PA 15206  
(412) 441-1354

Babcock Lumber Co. - Ebensburg  
West St.  
P.O. Box 66  
Ebensburg, PA 15931  
(814) 472-6911

Babcock Lumber Co. - St. Mary's  
P.O. Box 229  
Spruce St. Ext.  
St. Mary's, PA 15857  
(814) 781-1567

Babcock Lumber Co. - Rochester  
6063 Collett Rd.  
Farmington, NY 14425  
(716) 924-4670

Babcock Lumber Co. - Hubbard  
6427 Mt. Everett Rd. S.E.  
Hubbard, OH 44425  
216-534-1139

Babcock Lumber Co. - Newport  
Off Route 7  
P.O. Box 356  
Newport, OH 45768  
(614) 473-2671

Babcock Lumber Co. - Gassaway  
204 Little Buffalo Rd.  
P.O. Box 44  
Gassaway, WV 26624  
(304) 364-5178

Babcock Lumber Co. - Largo  
12350 S. Belcher Ave., Bldg. 6  
Largo, FL 33543  
(813) 530-9473

**Sales Representatives:**

Dennis O. Weil (716) 683-8888  
3825 Walden Ave.  
P.O. Box 269 Lancaster, NY 14086

Howard Piper (716) 683-8888  
P.O. Box 614 Bemus Point, NY 14712

Harold Cummings (716) 683-8888  
3825 Walden Ave.  
P.O. Box 269 Lancaster, NY 14086

Steve Rusinski (716) 683-8888  
3825 Walden Ave.  
P.O. Box 269 Lancaster, NY 14086

Gary Panek (716) 683-8888  
3825 Walden Ave.  
P.O. Box 269 Lancaster, NY 14086

Michael Linberg (716) 683-8888  
3825 Walden Ave.  
P.O. Box 269 Lancaster, NY 14086

Karen Fick (716) 683-8888  
16 Prairie Ave. Buffalo, NY 14207

**J.J. BARKER INC.**  
P.O. Box 40  
Richford, VT 05476  
(514) 263-0222  
Fax: (514) 263-7191  
Toll-Free: (800) 567-2635

W.T. Stocks, Vice President/Marketing  
(USA)

**Sales Representatives:**

R.J. Bornstein (617) 786-8580  
75 Fenno St., Apt. B Quincy, MA 02169  
Territory covered: Northeast

**BARNSTABLE COUNTY SUPPLY CO.**  
63 Bedford St.  
P.O. Box 1287  
Lakeville, MA 02347  
(508) 947-5000  
Fax: (508) 946-4771  
Toll-Free: (MA) (800) 642-7561  
Toll-Free: (800) 225-2803

C. Dennis Stinnett, President  
Frank Kilduff, Vice President/Purchasing  
Ronald DiRamio, Manager/Forest  
Products  
Gregory Meier, Sales Manager

**Sales Representatives:**

John Curry  
Judy Zimmerman  
Robert McGuire

(continued)



**BARNSTABLE COUNTY SUPPLY CO.**  
(continued)

Don LeRoux  
Betty Hitchcock

**BESTWAY ENTERPRISES INC.**  
3877 Luker Rd.  
Cortland, NY 13045  
(607) 753-8261

**BIRD INC.**  
Bird Roofing Division  
1077 Pleasant St.  
Norwood, MA 02062  
(617) 551-0656  
Fax: (617) 762-6586  
Toll-Free: (800) BIRD INC

Kacie Ceruti, Customer Service Manager

**BLACK MILLWORK CO. INC.**  
230 W. Crescent Ave.  
P.O. Box 27  
Allendale, NJ 07401  
(201) 934-0100

**THE BLOUNT LUMBER CO.**  
P.O. Box 220  
Lacona, NY 13083  
(315) 387-3451

**BOSTON CEDAR INC.**  
P.O. Box D  
Avon, MA 02322  
(617) 767-3800  
Fax: (617) 767-5729  
Toll-Free: (800) 222-6255

Robert F. Ankner, President  
Robert J. Vasquezi, Vice President  
Charles L. Spencer, Vice President  
Tony Morgan, Vice President

**A.J. BOYD INDUSTRIES INC.**  
3rd & Elm Sts.  
Auburn, PA 17922  
(717) 754-3040  
Fax: (717) 754-7822

**BREEN SYSTEMS MANAGEMENT**  
18 Blair Park Rd.  
P.O. Box 507  
Williston, VT 05495  
(802) 879-4212  
Fax: (802) 878-1717

**Retailer Services:**

Breen Systems provides local, ongoing support of all aspects of a building supplier's computer system, to our clients in Vermont and northern New York State. Our systems range from small back-office PC based systems to large multi-yard point of sale systems. Breen Systems is part of the VERSYSS network of 150 offices nationwide. Please see our listing under Versyss, Inc.

**Sales Representatives:**

William W. Burbank (802) 879-4212

**BRESCIA POLE BUILDINGS INC.**

Rt. 416 & County 99  
P.O. Box 278  
Montgomery, NY 12549  
(914) 457-3200  
Fax: (914) 457-5311

**BRITTON LUMBER CO. INC.**

P.O. Box 38  
Ely, VT 05044  
(802) 333-4388  
Fax: (802) 333-4295  
Toll-Free: (NE) (800) 343-5300  
Toll-Free: (VT) (800) 696-6951

Douglas G. Britton, President/Treasurer  
George Armstrong, Sales Manager  
Lawrence Kurdeka, Controller

**BROCKWAY-SMITH CO.**

146 Dascomb Rd.  
Andover, MA 01810  
(508) 475-7100  
Fax: (508) 475-4533  
Toll-Free: (800) 225-7912

Edwin G. Smith, President  
Rodolph P. Gagnon, Treasurer/Vice President Operations  
Richard B. Nichols, Vice President/Marketing  
James M. Cusack, Director Sales Promotion  
Steven A. Fisher, Director Advertising/Training  
Norman E. Linnell, Vice President/Sales-Eastern Division  
Alvin S. Tibbetts, Vice President/Sales-Western Division  
Charles F. Smith, Operations Manager

**Branch Offices:**

Brockway-Smith Co.  
75 Old Broadway  
P.O. Box 565  
N. Haven, CT 06473  
Dennis R. Rich, Operations Manager  
(203) 239-1603

Brockway-Smith Co.  
203 Read St.  
P.O. Box 636  
Portland, ME 04104  
Stephen E. Post, Operations Manager  
(207) 774-6201

Brockway-Smith Co.  
125 Chestnut St.  
P.O. Box 159  
Hatfield, MA 01038  
Almon F. Dirth, Operations Manager  
(413) 247-9674

Brockway-Smith Co.  
Stacey Rd.  
P.O. Box 130  
Coxsackie, NY 12051  
James L. Hayes, Operations Manager  
(518) 731-8200

See advertisement on front of Dealer Directory Tab

**BRODCO INC.**  
225 Ralph Ave.  
Copiague, NY 11726  
(516) 842-4477  
Fax: (516) 842-4376  
Toll-Free: (800) 645-4477

**Retailer Services:**

Wholesale distributor to lumber yards, free delivery, no minimum order.

**Sales Representatives:**

Jon Brodsky (800) 645-4477  
225 Ralph Ave. Copiague, NY 11726  
Territory covered: Metro NY, Nassau & Suffolk Counties

Jon Ruth (800) 645-4477  
225 Ralph Ave. Copiague, NY 11726  
Territory covered: Metro NY, Nassau & Suffolk Counties

See advertisement on page 146

**PAUL BROOKER SALES INTERNATIONAL INC.**

P.O. Box 1465  
Wichita, KS 67291-1465  
(316) 262-7258  
Fax: (316) 262-6935  
Toll-Free: (800) 835-2065

Paul K. Brooker, President  
Garold N. Wingate, Vice President  
Mavis L. Doshier, Secretary/Treasurer

**Retailer Services:**

Provide a proven successful promotional and liquidation service to the retail industry.

**Sales Representatives:**

James A. Likins (716) 883-4473  
P.O. Box 898 Buffalo, NY 14205  
Territory covered: Northeast

See advertisement on page 78

**BROWNE & BRYAN LUMBER CO. INC.**

145 W. 45th St.  
Suite 1210  
New York, NY 10036  
(212) 768-1380  
Fax: (212) 768-0892

**BUCKLAND SALES CO.**  
31 W. Middle Tpke.  
Manchester, CT 06040  
(203) 643-1186  
Fax: (203) 643-6763



**BUSH-FOSTER INC.**  
P.O. Box 333  
Duxbury, MA 02331  
(617) 934-6502  
Fax: (617) 934-6504

**C.A. CUNNINGHAM CO.**  
545 Medford St.  
P.O. Box 45  
Charlestown, MA 02129  
(617) 242-5345  
Fax: (617) 242-7651  
Toll-Free: (MA) (800) 322-0374  
Toll-Free: (NE) (800) 841-8102

Jon Cunningham, President

**CBM DISTRIBUTORS INC.**  
850 Main St.  
Lewiston, ME 04240  
(207) 782-4863

**CDF BUILDING PRODUCTS CORP.**  
Harrison Ave.  
P.O. Box 888  
White River Jct., VT 05001  
(802) 295-7114  
Fax: (802) 295-5976  
Wats: (800) 877-4225

Richard Berryman

**Retailer Services:**

Free delivery, free watts lines, milling facilities including large timber re-saw capabilities, pre-hanging doors-interior & exterior, free catalogs, full time merchandising assistance for retail businesses.

**Sales Representatives:**

Ron Bebeau  
P.O. Box 404  
Territory covered: Northern VT  
Wilders, VT 05088

Phil Dewey  
P.O. Box 396  
Territory covered: Southern VT, Western MA, Eastern NY  
N. Bennington, VT 05257

Dwight Foster  
19 Scott Ave.  
Territory covered: Northern NH, Southern ME  
York, ME 03909

Vinnie Sabattis  
88 Bradhill Ln.  
Territory covered: Southern NH, Northeastern MA  
Concord, NH 03301

Ray Fickett  
P.O. Box 239  
Casco, ME 04015

**C&S WHOLESALE LUMBER CO. INC.**  
McCracken Rd.  
Millbury, MA 01527  
(508) 865-5867  
Fax: (508) 865-4888

Joseph Cataldo, President  
Elizabeth Aubin, Treasurer

Jerry Aubin, Sales Manager

**CANADIAN CONSULATE GENERAL**  
Three Copley Pl.  
Suite 400  
Boston, MA 02116  
(617) 262-3760  
Fax: (617) 262-3415

G. Daniel Caron, Consul & Trade  
Commissioner

**CAPITAL FOREST PRODUCTS INC.**  
P.O. Box 6213  
Annapolis, MD 21401  
(301) 280-6102  
Fax: (301) 280-6108

**Branch Offices:**

Capital Forest Products Inc.  
20 Downer Ave.  
Hingham, MA 02043  
Richard Berard, Product Marketer  
(617) 749-0780

**CAPITAL PLANNING CONSULTANTS**  
160 West St.  
Suite D  
Cromwell, CT 06416  
(203) 635-2671

**CARADCO**  
210 Evans Rd.  
P.O. Box 920  
Rantoul, IL 61866  
(217) 893-4444  
Fax: (217) 893-1175

Dana R. Snyder, President  
Larry D. Johnson, Vice President/  
Marketing  
Robert C. Roeger, Vice President/Sales  
Alan A. Verploegh, Vice President/  
Technology  
Thomas E. Keating, Vice President/  
Manufacturing

**Sales Representatives:**

David Lewek (217) 893-4444  
Caradco  
P.O. Box 201 Rantoul, IL 61832  
Darryl Kinsey (217) 893-4444  
Caradco  
P.O. Box 201 Rantoul, IL 61832  
Joseph Rajewski (217) 893-4444  
Caradco  
P.O. Box 201 Rantoul, IL 61832

**CARL'S HOME CENTER INC.**  
28 Grand Blvd. N.  
Brentwood, NY 11717  
(516) 434-1210  
Fax: (516) 434-1242

Scott Cavanaugh, Warehouse Manager  
Alma Krupinski, Office Manager  
Jeffrey Lane, Operations Supervisor

**Sales Representatives:**

Joseph Salerno (516) 434-1210  
28 Grand Blvd. N. Brentwood, NY 11717  
Territory covered: Nassau, Suffolk, NY

Mike Kelly (516) 579-9535  
1 Stewart Ave. Bethpage, NY 11714

**M. N. CARTIER & SONS CO. INC.**  
65 Bath St.  
P.O. Box 9547  
Providence, RI 02940-9547  
(401) 331-0400  
Fax: (401) 274-8710  
Toll-Free: (outside RI) (800) 556-7606,  
(RI) (800) 564-5119

Richard W. Cartier, President/General  
Manager  
Joseph R. Pimental, Vice President/  
Secretary  
Roy C. Alsfeld, Vice President  
Carol A. Richard, Treasurer  
Kenny Bowen, Sales Manager

**Sales Representatives:**

Louis Kenneth (Kenny) Bowen (401) 944-0929  
78 Fiat Ave. Cranston, RI 02910  
Territory covered: Cap Cod, Newport, RI

Roy Cartier Alsfeld (401) 739-3164  
175 Hilton Rd. Warwick, RI 02889  
Territory covered: Eastern CT, Southern RI

John Joseph Dunphy (401) 942-0453  
301 Knollwood Ave. Cranston, RI 02910  
Territory covered: Southern MA, Northern RI

David Angelo Vitale (401) 944-7121  
336 Laurel Hill Ave. Providence, RI 02909

Territory covered: Southern MA, Western RI

**CASTLEGATE INC.**  
402 N. Sheridan  
S. Bend, IN 46619  
(219) 288-1408  
Fax: (219) 288-1638

Ken Molkup, Vice President Sales &  
Marketing

**Sales Representatives:**

The Cole Agency (203) 646-6270  
202 East Center St. Manchester, CT 06040-5212  
Territory covered: ME, NH, VT, MA, CT, RI

Gary Sarnowski (717) 655-3338  
180 Haverford Dr. Laflin, PA 18702  
Territory covered: Eastern NY, NJ, Eastern PA

Stan Barowski (717) 599-5458  
3630 Fishing Creek Valley Rd.  
Harrisburg, PA 17112

Territory covered: Western NY, Western PA, DE



**CENTRAL NEW ENGLAND  
DISTRIBUTING**  
386 W. Main St.  
Northborough, MA 01532  
(508) 393-9566  
Fax: (508) 393-5145  
Toll-Free: (800) 950-2632

Clealand B. Blair, Jr., President

**P.H. CHADBOURNE & CO.**  
Box 88  
Bethel, ME 04217  
(207) 824-2800

**P.H. CHADBOURNE CO.**  
Vermont Weatherboard  
Box 536  
Hardwick, VT 05843  
(802) 472-5513  
Fax: (802) 472-5951

**CLEARY MILLWORK CO. INC.**  
235 Dividend Rd.  
P.O. Box 628  
Rocky Hill, CT 06067  
(203) 721-0520  
Fax: (203) 721-0513  
Toll-Free: (800) 486-7600

John W. Bussmann Sr., President  
John W. Bussmann Jr., Vice President/  
Operations  
Kenneth J. Bussmann, Vice President/  
Administration  
James R. Lyke, Vice President/Sales  
Manager  
Donald G. Wilby Jr., Vice President/  
Controller  
Donald L. Ginn, Field Sales Manager

**Sales Representatives:**

Charlie Greenfield  
Bob Clark  
Wayne Farley  
Peter F. Kodys

See advertisement on page 129

**COASTAL FOREST PRODUCTS INC.**  
1500 Hooksett Rd.  
P.O. Box 275  
Hooksett, NH 03106  
(603) 623-4100  
Fax: (603) 623-5308

**COHENNO INC.**  
92 Evans Dr.  
P.O. Box 454  
Stoughton, MA 02072  
(617) 344-4042  
Fax: (617) 341-2162

See advertisement on page 156

**COLE-MULLEN SALES INC.**  
202 E. Center St.  
Manchester, CT 06040-5212  
(203) 646-6270  
Fax: (203) 646-0162

**COLLITON BUILDING MATERIALS**  
19 Alexander Rd.  
Billerica, MA 01866  
(617) 776-1700

**COLONIAL ELEGANCE INC.**  
3800 Du Tricentenaire Blvd.  
Montreal, PQ H1B 5T8 Canada  
(514) 640-1212  
Fax: (514) 640-1744  
Toll-Free: (800) 361-2030

Luc Desrosiers, Vice President/Sales &  
Marketing  
Louis Dore, U.S. Sales Manager

**Sales Representatives:**

Bill Springer (717) 366-1076  
TLJ Sales  
217 E. Market St. Orwigsburg, PA 17961  
*Territory covered:* ME, NH, VT, MA, RI  
Dave Brown (717) 366-1076  
TLJ Sales  
217 E. Market St. Orwigsburg, PA 17961  
*Territory covered:* NY State, CT, Northern  
Long Island  
Gary Stokes (717) 366-1076  
TLJ Sales  
217 E. Market St. Orwigsburg, PA 17961  
*Territory covered:* NY City, Southern Long  
Island, NJ, PA, DE, MD  
Jack McGowan (717) 366-1076  
TLJ Sales  
217 E. Market St. Orwigsburg, PA 17961  
Max Groff (717) 366-1076  
TLJ Sales  
217 E. Market St. Orwigsburg, PA 17961

See advertisement on page 7

**COMMERCIAL INTERIOR SUPPLY INC.**  
P.O. Box 6863  
Buffalo, NY 14240-6863  
(716) 823-3905

**COMPUTER APPLICATIONS  
SPECIALISTS INC.**  
4715 Sellman Rd.  
Beltsville, MD 20705  
(301) 937-9500  
Fax: (301) 937-5348  
Toll-Free: (800) 252-4715

Carson Soule, President  
Douglas Gerstmyer, Marketing Director

**Retailer Services:**

Complete point-of-sale, accounting and man-  
ufacturing software solutions for the building  
materials distributor.

**COMPUTER WARES INC.**  
308 Main St.  
P.O. Box 909  
Greenfield, MA 01302  
(413) 774-2925  
Fax: (413) 773-9701

Michael S. Gexler, President  
Kevin M. Matys, Vice President  
Perry J. Brulotte, System Support  
Engineer

**Retailer Services:**

Complete lumber management systems for  
both retailer, point-of-sale and wholesaler ap-  
plications, training and support, running of  
Data General's family of computers.

**Sales Representatives:**

Michael S. Gexler (413) 774-2925  
308 Main St.  
P.O. Box 909 Greenfield, MA 01302  
*Territory covered:* Northeast

**CONNECTICUT LUMBER CARRIERS  
INC.**  
805 N. Colony Rd.  
Wallingford, CT 06492  
(203) 269-9698  
Fax: (203) 284-1821

Jan S. Slomkowski, Manager  
Ellie Valente, Office Manager  
Garry Freemantle, Yard Foreman

**Retailer Services:**

Trucking; material handling; warehousing.

**CONNECTICUT RESERVE SUPPLY CO.  
INC.**  
45 Freight St.  
Waterbury, CT 06721  
(203) 753-5191  
Fax: (203) 755-9037  
Toll-Free: (800) 966-0556

**Sales Representatives:**

Bill Roberts  
E. Haven, CT  
*Territory covered:* (CT) New Haven County  
& E. Shore  
Evan MacDermott  
Wayne Herter

**COOK & DUNN PAINT CORP.**  
700 Gotham Pkwy.  
Carlstadt, NJ 07072  
(201) 507-8887  
Fax: (201) 939-6635  
Toll-Free: (NJ) (800) 252-0306  
Toll-Free: (800) 631-4394

**Sales Representatives:**

David Bittner (518) 439-9248  
14 Hancock Dr. Glenmont, NY 12077  
*Territory covered:* Northeastern NY, VT,  
NH, Western MA  
John Brophy (914) 739-1794  
270 Buttonwood Ave. Peekskill, NY  
10566  
*Territory covered:* Southeastern NY,  
Western CT

(continued)



**COOK & DUNN PAINT CORP.**  
(continued)

Dave Maher (716) 226-3151  
6091 Sutton Rd. Avon, NY 14414  
Territory covered: Western NY

James LaFlamme (508) 764-7765  
66 Wall St. Southbridge, MA 01550  
Territory covered: NE

**COOL INSURING AGENCY INC.**  
974 Albany - Shaker Rd.  
Latham, NY 12110-9128  
(518) 793-5133

See advertisement on page 81

**COOPERATIVE RESERVE SUPPLY INC.**  
P.O. Box 39  
Belmont, MA 02178  
(617) 864-1444  
Fax: (617) 868-6857  
Toll-Free: (800) 564-2667

Richard Hosterman, General Manager  
Richard I. Bickford, Assistant Manager  
Susan M. Cook, Sales Rep./Wood Products Buyer  
Dorothy L. D'Andrea, Sales Rep./Building Products Buyer  
Paul C. Scribner, Shipper  
William J. Andrew, Warehouse Foreman

**Retailer Services:**

Warehouse located at 115 Fawcett St., Cambridge, MA.

**Sales Representatives:**

Richard D. Salvo (617) 233-2349  
215 Essex St. Saugus, MA 01906  
Territory covered: Eastern MA

**COTTER & CO.**  
2740 Clybourn Ave.  
Chicago, IL 60614  
(312) 975-3875  
Fax: (312) 975-4427  
Toll-Free: (800) 621-8147

**Branch Offices:**

True Value Lumber  
Atlanta, GA  
Geo Havner

True Value Lumber  
Portland, OR  
Bard Brown

**Sales Representatives:**

Edward Cervantes Chicago, IL  
Territory covered: Eastern Region

**CRAFCO INC.**  
1680 E. Race St.  
Allentown, PA 18103  
(215) 264-7541  
Fax: (215) 266-1871  
Toll-Free: (800) 441-6959

Thomas Kelly, NE Sales Representative

Christi Armstrong, Customer Service Representative

**Sales Representatives:**

Thomas Kelly (518) 783-8020  
10 Grandview Dr. Latham, NY 12110  
Territory covered: Northeastern US

See advertisement on page 103

**DJ INC.**  
DJ Wholesale Building Material Distributor Inc.  
Putney Rd.  
P.O. Box 825  
Brattleboro, VT 05301  
(802) 254-6022  
Fax: (802) 254-3451  
Toll-Free: (800) 451-4271  
Toll-Free: (VT) (800) 622-4138

Mark Speno, Personnel Manager

**Branch Offices:**

DJ Inc.  
Gaywalk Rd.  
Augusta, ME 04330  
Michael Miville, Manager  
(207) 626-0175; Fax (207) 622-5660

DJ Inc.  
24 Railroad Ave.  
Albany, NY 12205  
Dennis Schaffer, Manager  
(518) 489-8505; Fax (518) 489-7115

DJ Inc.  
Grenier Industrial Park  
200 Bouchard St.  
Manchester, NH 03103  
John Gouin, Manager  
(603) 669-2206; Fax (603) 669-5431

DJ Inc.  
New Waterbury Ltd.  
75 Hamilton St., Bldg. 155  
Waterbury, CT 06702  
Dave Hutson, Manager  
(203) 755-0113; Fax (203) 753-9808

DJ Inc.  
P.O. Box 825  
Brattleboro, VT 05301  
Jeff North, President - Building Material Division  
(802) 254-6022

**Sales Representatives:**

Steve Roth (518) 372-3771  
34 Pershing Dr. Scotia, NY 12302  
Territory covered: General Manager  
Millwork Division

Steve Guertin (603) 472-8096  
11 Tolford Hill Rd. Bedford, NH 03102  
Territory covered: Field Sales Manager

Floyd Calkins (315) 564-6485  
RR 2, Box 347 Hannibal, NY 13074

Mark Cronin (603) 357-7489  
Partridgeberry Ln.  
RR 1, Box 171C Swanzey Ctr., NH 03431

Bill Kopecky (508) 238-4661  
134 Highland St. S. Easton, MA 02375

Rob Fahey (518) 756-7981  
7 McCulloch Ave. Ravena, NY 12143

Howie Jones (207) 465-3954  
P.O. Box 271 Oakland, ME 04963

Michael Kelly (603) 669-3613  
180 Bowman St. Manchester, NH 03102

Dave Chaisson (413) 967-7126  
P.O. Box 251 Belchertown, MA 01007

Don Miller (203) 567-9167  
E. Shore Rd. Lakeside, CT 06758

Allen Bresnick (603) 863-6555  
P.O. Box 303 Grantham, NH 03753  
Territory covered: National Sales Rep.

Jack Delaney (203) 645-1818  
101 J. Tudor Ln. Manchester, CT 06040

Jack Knight (603) 679-8016  
158 Main St. Epping, NH 03042

Jim Doyle (617) 837-1355  
P.O. Box 553 Brant Rock, MA 02020

John Wheeler (207) 948-2797  
Bangor Rd.  
P.O. Box 58 Troy, ME 04987

Steve Woods (203) 621-5941  
8 Spring Glen Rd. Southington, CT 06479

Brian Barnatchez (508) 432-9472  
18 Kimberly Way Harwich, MA 02645

Richard Wright (802) 527-7729  
Bachand Rd. Swanton, VT 05488

Art Breslin (603) 352-2692  
220 Hurricane Rd. Keene, NH 03431  
Territory covered: Vice President/Sales

**DS SALES & MARKETING**  
83 The Dell  
Searingtown, NY 11507  
(516) 484-6841  
Fax: (516) 621-1261

**DAJO SALES INC.**  
66 Illinois Ave.  
Warwick, RI 02888  
(401) 732-4940  
Fax: (401) 738-4747

John Belloti Jr., President  
James Pine, Vice President  
John O'Rielly, Manager  
Howard Parker, Sales Representative

**DALTON ENTERPRISES INC.**  
Copeland Co.  
131 Willow St.  
Cheshire, CT 06410  
(203) 272-3221  
Fax: (203) 271-3396

Peter F. Dalton, President  
Ernest E. Hallbach, Vice President  
Wesley J. Schutt, Retail Division Manager

See advertisement on page 11

**DATALINE CORP.**  
43 Danbury Rd.  
Wilton, CT 06897  
(203) 762-2473  
Fax: (203) 834-0548  
Toll-Free: (outside CT) (800) 762-0957

Jim Brunk, Chairman  
Bill Simmeth, President  
Dan Waters, National Sales Manager  
(continued)



**DATALINE CORP.**  
(continued)

**Sales Representatives:**

Michael Bauer (203) 374-5213  
65 Greenhouse Rd. Bridgeport, CT  
06606

*Territory covered:* Northeast

Richard Bender (206) 367-0055  
19018 40th Place N.E. Seattle, WA  
98155

*Territory covered:* Northwest

Bob Chamberlain (407) 877-9234  
5136 Butler Ridge Dr. Windmere, FL  
34786

*Territory covered:* Southeast

Dave Keeley (606) 341-1204  
137 Calumet Ct. Crestview Hill, KY  
41017

*Territory covered:* North central

John Zesbaugh  
P.O. Box 40 Manhattan Beach, MN  
56463

Dinny Waters (415) 435-1425  
1881 Mar W. Tiburon, CA 94920

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**DECATUR & HOPKINS**  
800 John Quincy Adams Rd.  
P.O. Box 4005  
Taunton, MA 02780  
(617) 824-8650  
Fax: (508) 824-1775

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**DELOITTE & TOUCHE**  
Suite 2200  
Lincoln First Square  
Rochester, NY 14604-1998  
(716) 232-1200  
Fax: (716) 232-2890

Richard F. Crilly, Partner

**Retailer Services:**

Accounting, tax, and consulting services.

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**DEPOT DISTRIBUTORS INC.**  
356 Broad St.  
Fitchburg, MA 01420-3039  
(508) 342-8701  
Telex: (508) 345-0612

Ronald R. Johnston, President/Treasurer  
William Jenkins, Vice President  
Administration/Finance  
Frederick L. Johnston Jr., Executive Vice  
President/General Manager  
D. Glenn Burgess, Corporate Sales  
Manager

**Branch Offices:**

Depot Distributors - Middletown  
180 Johnson St.  
Middletown, CT 06457  
David Ehrhardt, Regional Sales Manager  
(203) 346-5222

Depot Distributors - Roanoke  
1634 Granby St.  
Statesman Industrial Pk.  
Roanoke, VA 24026-2565  
Brian Suojanen, Operations Manager  
(703) 342-6584

Depot Distributors - Charlotte  
1132 Pro Am Dr.  
Arnold Palmer Industrial Pk.  
Charlotte, NC 28211  
John Mandeville, President/General  
Manager  
(704) 358-8730

**Sales Representatives:**

Mort Axelrod (914) 827-6752  
4 Aida Ln. Peekskill, NY 10566  
*Territory covered:* District Sales Manager -  
Central NY

John Baker (508) 827-6752  
137 Center St. Ashburnham, MA 01430  
*Territory covered:* Worcester County, MA

Robert Gailey (203) 754-7276  
52 Vernon St. Waterbury, CT 06708  
*Territory covered:* Western CT

Jerry Lentz (207) 729-8441  
30 Merrymeeting Rd. Brunswick, ME  
04011

*Territory covered:* Central NH

Ellie Maher  
102 Gilead Rd. Andover, CT 06232  
*Territory covered:* Eastern CT

Jerry McGreer  
Washington Sq.  
P.O. Box 92 Walpole, NH 03608

Kevin McIver (617) 871-4907  
297 Pleasant St. Hanover, MA 02339  
*Territory covered:* Eastern MA

Stephanie Martin  
29 Moss Ave.  
Unit 12 Seymour, CT 06483  
*Territory covered:* Central CT

William Needel (617) 472-0582  
68 Samoset Ave. Quincy, MA 02169  
*Territory covered:* Boston Area

Stephen O'Brien (518) 371-1392  
122 C. Forest Grove Clifton Park, NY  
12065

*Territory covered:* Central NY, Western  
MA

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**DIMENSION LUMBER & MILLING  
CORP.**

517 Stagg St.  
Brooklyn, NY 11237  
(718) 497-7585

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**DION DISTRIBUTORS**

75 Westminster St.  
P.O. Box 1668  
Lewiston, ME 04240  
(207) 784-3531  
Fax: (207) 784-2820  
Toll-Free: (ME) (800) 482-0196, (N.E.)  
(800) 992-0081

Robert O. Dion, President  
William E. Howell, Vice President  
Jeannette B. Dion, Treasurer

**Sales Representatives:**

Jeffrey P. Marcous (207) 773-9835  
132 Brighton Ave. Portland, ME 04102  
*Territory covered:* Western ME, Northern  
NH, Northern VT

Richard L. Giroux (207) 942-2114  
265 Lincoln St. Bangor, ME 04401  
*Territory covered:* Northern ME, Maritime  
Provinces of Canada

Gary Olson (207) 839-6349  
5 Longmeadow Dr. Gorham, ME 04038  
*Territory covered:* Eastern/Central ME

Thomas P. Gelinas (603) 324-5638  
15 Shirley St. Hampstead, NH 03841  
*Territory covered:* Southern ME,  
Southeastern NH, Eastern MA

Earl Hersom (508) 537-7005  
114 Chapman Pl. Leominster, MA 01453  
*Territory covered:* Southwestern NH,  
Southern VT, Eastern MA

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**DIVICO PRODUCTS LTD.**  
Old Post Rd.  
Box 189  
Cold Spring, NY 10516  
(914) 265-3021

David R. DiVico Sr., President  
David R. DiVico Jr., Vice President

**Retailer Services:**

Sales aids displays.

**Sales Representatives:**

David R. DiVico Sr. (914) 265-9390  
189 A Rt. 9 Cold Spring, NY 10516  
*Territory covered:* Northeast

David R. DiVico Jr. (914) 265-9390  
189 A Rt. 9 Cold Spring, NY 10516  
*Territory covered:* Northeast

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**DOMTAR GYPSUM**  
P.O. Box 543  
Ann Arbor, MI 48106  
(313) 930-4700  
Fax: (313) 930-4709  
Toll-Free: (800) DOMTAR 4

**Branch Offices:**

Domtar Gypsum  
1101 Front St.  
Camden, NJ 08103  
Jerry A. Emili, Sales Manager  
(NJ) (800) 221-1676; (800) 221-1675

Domtar Gypsum  
122 Old Dover Rd.  
Newington, NH 03801  
Michael P. Kennedy, Sales Manager  
(603) 433-8000

**Sales Representatives:**

Jim Pasquarillo (603) 882-4255  
21 Tamerack St. Hudson, NH 03051  
*Territory covered:* Mass. (Boston),  
Northern MA

Mark Gagnon (203) 649-8064  
91 Elm St., Apt. 412-A Manchester, CT  
06040

*Territory covered:* CT, Eastern MA

Daniel Libby (207) 839-4950  
370 Fort Hill Rd. Gorham, ME 04038  
*Territory covered:* ME, Southern NH

John J. Powers (508) 222-6577  
301 Steere St. Attleboro, MA 02703  
*Territory covered:* South of Boston & Cape  
Cod MA, RI

Donald A. Stanford (914) 429-4725  
10 Ferracane Place Haverstraw, NY  
10927

*Territory covered:* NYC

(continued)



**DOMTAR GYPSUM**  
(continued)

Tom Helm (716) 394-7613 old  
5 Harbor Ln. Canadaigua, NY  
14424-6959

*Territory covered:* Buffalo, Rochester,  
Western NY

Daniel W. Kernan (315) 457-8722  
7679 Great Muskrat Liverpool, NY 13090  
*Territory covered:* Eastern Upstate NY

See advertisement on page 27

**DONAT FLAMAND INC.**

90 Industrielle St.  
St. Appollinaire, PQ G0S 1V0 Canada  
(418) 881-3974  
Fax: (418) 881-2514

Richard Boucher, President  
Denis Bergeron, Vice President/Sales  
Paul Forcier, Sales Manager  
Andre Martineau, Communication  
Manager

**Sales Representatives:**

Scott Daigle (603) 356-2523  
Box 156 Kearsarge, NH 03847  
*Territory covered:* ME, NH, VT, MA, NY,  
RI, CT

The Cole Agency Inc. (203) 646-6270  
202 East Center St. Manchester, CT  
06040-5212  
*Territory covered:* ME, NH, VT, MA, NY,  
RI, CT

**DORSEY MILLWORK INC.**

36 Railroad Ave.  
P.O. Box 5150  
Albany, NY 12205  
(518) 489-2542  
Fax: (518) 489-2732

Edward W. Dorsey, President  
Arthur C. Dorsey, Vice President  
Edward W. Dorsey Jr, Controller  
Michael J. Dorsey, Sales Manager

**Sales Representatives:**

Bruce Harris (518) 489-2542  
36 Railroad Ave. Albany, NY 12205  
*Territory covered:* VT

Tom Benson (518) 489-2542  
36 Railroad Ave. Albany, NY 12205  
*Territory covered:* Columbia County (NY),  
Western MA

Jim Kelley (518) 489-2542  
36 Railroad Ave. Albany, NY 12205  
*Territory covered:* Schenectady,  
Montgomery, Fulton, Herkimer County  
(NY)

Kevin Busch (518) 489-2542  
36 Railroad Ave. Albany, NY 12205  
*Territory covered:* Albany, Schoharie,  
Greene, Ulster, Sullivan, Orange County  
(NY)

Vince Padula (518) 489-2542  
36 Railroad Ave. Albany, NY 12205  
*Territory covered:* Saratoga, Washington,  
Warren, Essex, Clinton, Franklin County  
(NY)

Joseph Radigan (518) 489-2542  
36 Railroad Ave. Albany, NY 12205  
*Territory covered:* Dutchess, Putnum,  
Westchester (NY); Litchfield, Fairfield,  
New Haven, CT

**BOB DOUGLASS CO.**  
3439 W. Brainard Rd.  
Cleveland, OH 44122  
(216) 831-6949

**DOW CHEMICAL USA**  
Styrofoam Brand Products  
2020 Willard H. Dow Center  
Midland, MI 48640  
(517) 636-1000

**Branch Offices:**

Dow Chemical Co.  
400 Perinton Hills Office Park  
Fairport, NY 14450  
John Somers, Sales Supervisor  
(716) 425-1200

**Retailer Services:**

Co-op advertising, point-of-purchase mate-  
rials, annual and quarterly promotions

**Sales Representatives:**

Ernest R. Farley (508) 393-3904  
Northeast Construction Enterprises  
21 S.W. Cutoff Northboro, MA 01532

Andy Joslyn (716) 425-1200  
400 Perinton Hills Office Park  
Fairport, NY 14450

Ken Ross (518) 279-3774  
Styro Moisture Protection  
48 Town Office Rd. Troy, NY 12180

Brian Gleason (518) 279-3774  
Styro Moisture Protection  
48 Town Office Rd. Troy, NY 12180

Bill Huck (203) 272-6626  
60 Brentwood Cheshire, CT 06410

**DREW BUILDING SUPPLY INC.**

Depot St.  
Box 36  
Antwerp, NY 13608  
(315) 659-8343  
Fax: (315) 659-2455

**Retailer Services:**

Display person calling on retailer accounts.  
Kitchen and counter top design

**Sales Representatives:**

Jerry Goode (315) 699-5814  
P.O. Box 6473 Syracuse, NY 13217  
*Territory covered:* Central NY

Fred Morris (315) 583-5648  
Rt. 1  
Box 228 C-1 Adams Ctr., NY 13606  
*Territory covered:* Northern NY

See advertisement on page 154

**DUO TEMP**

Division of SNE Enterprises  
786 Terrace Blvd.  
Depew, NY 14043  
(716) 683-2540  
Fax: (716) 683-7282

Kevin Delser, Manager

**AC DUTTON LUMBER CORP.**

Treating Plant  
1 Hoffman St.  
Poughkeepsie, NY 12601

Don Allen, General Manager  
David Waldschmidt, Sales Manager  
Dave Harrell, Sales  
Tony Ruda, Traffic Manager

**Branch Offices:**

P.O. Box 13499  
St. Petersburg, FL 33733  
(813) 345-2291; Toll Free (800) 237-1254;  
Fax (813) 345-6574

**ENAP INC.**

4 Executive Dr.  
New Windsor, NY 12553-6893  
(914) 564-4900  
Fax: (914) 564-4955  
Toll-Free: (800) 431-9920

Michael Guinan, Controller

**Sales Representatives:**

E. Paul Smith (914) 564-4900  
4 Executive Dr. New Windsor, NY  
12553-6893

*Territory covered:* All of New England, VA,  
MD, WV

**EARLL FOREST PRODUCTS INC.**

P.O. Box 501  
Monkton, MD 21111-0501  
(301) 357-4995  
Fax: (301) 357-4181

Kenneth W. Earll, President  
Susan L. Hanna, Sales

**Sales Representatives:**

Kenneth W. Earll (301) 321-7535  
P.O. Box 501 Monkton, MD 21111-0501  
*Territory covered:* East coast - sales to  
wholesalers

Susan L. Hanna (301) 321-7535  
P.O. Box 501 Monkton, MD 21111-0501  
*Territory covered:* East coast - sales to  
wholesalers

**EASTERN PRESTAIN CORP.**

103 Water St.  
Palmer, MA 01069  
(413) 283-2953  
Fax: (413) 283-5312  
Toll-Free: (800) 447-1201

John Fijalkowski, President  
Regina Bok, Office Manager

(continued)



**EASTERN PRESTAIN CORP.**  
(continued)

**Retailer Services:**

Machine staining of wood siding, custom priming of plywood and trim, dipping of wood shingles (stain or primer), priming mouldings

**Sales Representatives:**

Lance Humphrey (800) 777-1053  
Holden Humphrey Inc.  
645 Shawninigan Dr., Ste. 6  
Chicopee, MA 01020

*Territory covered:* New England, NY

Peter Alexander (800) 594-6300  
Holden Humphrey Inc.  
645 Shawninigan Dr., Ste. 6  
Chicopee, MA 01020

*Territory covered:* New England, NY

See advertisement on page 68

**THE ELHIDE CO. INC.**

56 Clyde St.  
Somerville, MA 02145

(617) 628-0150

Fax: (617) 623-1622

Toll-Free: (Outside MA) (800) 451-2937

Wats: (MA) (800) 842-1423

**Sales Representatives:**

Stew Harkinson (603) 624-1496  
73 Parquette Ave.  
Manchester, NH 03104

*Territory covered:* NH

Douglas Macrae (207) 282-2849  
8 Vernon St.  
Saco, ME 04072

*Territory covered:* Southern ME, Northeast MA

Norman Rienhart (508) 692-6636  
12 Brookview Dr.  
P.O. Box 282  
Westford, MA 01886

*Territory covered:* Southern MA

**THE EMERY-WATERHOUSE CO.**

Rand Rd.  
P.O. Box 659  
Portland, ME 04104

(207) 775-2371

Fax: (207) 775-5206

Toll-Free: (800) 283-0236

Charles L. Hildreth Jr., President  
Bruce Blake, Vice President/Sales  
Dave Horne, Vice President/  
Merchandising  
Jeff Thomas, Trustworthy Program  
Manager  
Dave Gray, Golden Rule Program  
Manager

**Retailer Services:**

Comprehensive product offering and dealer service programs for building supply centers, home centers and hardware stores.

**Sales Representatives:**

Rick Koval (518) 863-2700  
Juergen Point Rd.  
RD 1, P.O. Box 274 D  
Mayfield, NY 12117

*Territory covered:* NY, NJ, CT, Western MA

Doug Taylor (207) 775-2371  
Rand Rd.

P.O. Box 659  
Portland, ME 04104

*Territory covered:* Northern N.E.

Ron Fisher (717) 652-6828  
8020 Manada View Dr.  
Harrisburg, PA 17112

*Territory covered:* PA

**ENTERPRISE COMPUTER SYSTEMS INC.**

One Independence Pointe

P.O. Box 2383

Greenville, SC 29602

(803) 234-7676

Fax: (803) 281-3249

Toll-Free: (800) 992-6309

**Sales Representatives:**

Dennis M. Sullivan (800) 992-6309  
P.O. Box 147  
Eastford, CT 06242

*Territory covered:* Northeast

Laurie Brzeczowski (800) 992-6309  
7749 Willow Point Dr.  
Falls Church, VA 22042

*Territory covered:* New England

Terry Paul (800) 992-6309  
4041 Adeer Dr.  
Cawfield, OH 44406

*Territory covered:* Upstate NY

**FEDERAL ALUMINUM PRODUCTS  
Div. of Federal Venetian Blind Corp.**

P.O. Box 1837

Kingston, NY 12401

(914) 338-4106

Fax: (914) 338-4075

Duke Semilof, Vice President  
Steve Kimmey, General Manager

**Sales Representatives:**

William Taggart (914) 338-4106  
P.O. Box 1837  
Kingston, NY 12401

**FELDMAN WOOD PRODUCTS CO. INC.**

1 Herricks Rd.  
Garden City Park, NY 11040  
(516) 248-4700

**FISH & PARKER INC.**

3045 Smith Rd.  
Marietta, NY 13110

(315) 673-2942

Fax: (315) 673-3965

**Retailer Services:**

Personnel training, in-store merchandising, show & clinic participation.

**FLUSHING SUPPLY CORP.**

670 Flushing Ave.  
Brooklyn, NY 11206

(516) 888-2330; (718) 388-3635

Fax: (718) 388-4346

Murray Flam, President

Albert Flam, Vice President

**Branch Offices:**

Midway Distributing Corp.  
1150 N. Main St.  
Waterbury, CT 06704  
Edward Schleich III, Manager  
(203) 755-2224; FAX: (203) 753-4392

**FORGE WHOLESALE OF NEW JERSEY**

2540 Rt. 130  
Suite 115  
South Brunswick, NJ 08852  
(609) 395-1900  
Fax: (609) 395-9674  
Wats: (800) 622-0308

**Retailer Services:**

Architectural support

**Sales Representatives:**

Donald Adams  
40-C Roxbury Ct.  
Princeton, NJ 08540  
*Territory covered:* North Central NJ

Nick Crupi  
51 Pine Needle St.  
Howell, NJ 07731  
*Territory covered:* East Central NJ

Paul Morris  
180 West Gate Dr.  
Edison, NJ 08820  
*Territory covered:* New York City

Patrick White  
311 Winifried Dr.  
Totowa, NJ 07512  
*Territory covered:* Northeast NJ

Vince Vita  
393 Ewingville Rd.  
Trenton, NJ 08638  
*Territory covered:* Architectural Representative

**4-GUYS WHOLESALE INC.**

U.S. Rt. 20

Box 547

W. Winfield, NY 13491

(315) 822-6155

Fax: (315) 822-6125

Toll-Free: (800) 221-0226

Mark A. Brady, President  
David D. Brady Jr., Vice President  
James D. Brady, Secretary  
Tom E. Brady, Treasurer  
Dave D. Brady Sr., General Manager

**Sales Representatives:**

John (Jay) Baker (315) 636-8550  
HC63 Box 120  
Preble, NY 13141  
*Territory covered:* Central & Western NY

Mark Brady  
West Winfield,  
*Territory covered:* Eastern NY & Southern Tier

See advertisement on page 114

**FRANKEL & TOPCHE, PC**

111 Northfield Ave.  
W. Orange, NJ 07052  
(201) 669-9600  
Fax: (201) 669-0440



**FURMAN LUMBER INC.**  
32 Manning Rd.  
Billerica, MA 01821  
(508) 670-3800  
Fax: (508) 670-3999  
Toll-Free: (800) 843-9663

Barry Kronick, President/CEO  
John R. Furman, Chairman of the Board  
Richard Viola, Vice President/Marketing  
and National Accounts

**Branch Offices:**

Furman Lumber Inc.  
P.O. Box 130  
Nutting Lake, MA 01865

Furman Lumber Inc.  
8960 Henkels Ln.  
Annapolis Jct., MD 20701  
Andy Pusloskie, DC Manager  
(301) 792-2234

Furman Lumber Inc.  
Fuller Ave. & Rt. 152  
Attleboro, MA 02703  
Buddy Beaudette, DC Manager  
(800) 843-9663

Furman Lumber Inc.  
6900 Chestnut St.  
Merchantville, NJ 08109  
Dick Nosarzewski, DC Manager  
(609) 662-1252

Furman Lumber Inc.  
333 Woodmont Rd.  
Milford, CT 06460  
Steve Bogue, DC Manager  
(800) 843-9663

Furman Lumber Inc.  
1800 Montreal Station  
Tucker, GA 30084  
Les Day, DC Manager  
(404) 934-6800

Furman Lumber Inc.  
10770 Bekay St.  
Dallas, TX 75238  
Dave Brunz, DC Manager  
(214) 341-9000

Furman Lumber Inc.  
13246 Murphy Rd.  
Stafford, TX 77479  
Wes Webb, DC Manager  
(713) 499-5575

Furman Lumber Inc.  
4341 Old Lamar  
Memphis, TN 38118  
Earl Stevens, DC Manager  
(901) 365-6500

Furman Lumber Inc.  
301 Mary Jess  
Orlando, FL 32806  
(407) 851-0107

Furman Lumber Inc.  
P.O. Box 1726  
Lake Oswego, OR 97035-0577  
Jim McCarthy  
(503) 636-0320

See advertisement on Third Cover

**GAF BUILDING MATERIALS CORP.**  
1361 Alps Rd.  
Wayne, NJ 07470  
(201) 628-3000

**Branch Offices:**

New York District Sales Office  
35 Main St.  
S. Bound Brook, NJ 08880  
(800) 221-1346

Millis District Sales Office  
60 Curve St.  
Millis, MA 02054  
(508) 376-2661

Erie District Sales Office  
Foot of Sassafras St.  
Erie, PA 16512  
(814) 452-3291

**GARDEN STATE LUMBER PRODUCTS CORP.**  
320 S. Dean St.  
Englewood, NJ 07631  
Toll-Free: (800) 526-4708

**GENALCO INC.**  
322 Reservoir St.  
Needham Hgts., MA 02194  
(617) 444-9500

**GENERAL MILLWORK CORP.**  
37 Wurz Ave.  
P.O. Box 398  
Utica, NY 13502  
(315) 797-5530  
Fax: (315) 797-5532  
Toll-Free: NY (800) 828-8000  
Toll-Free: VT & MA (800) 334-1133

Jeffrey Crannell, Vice President  
Kevin Richmond, Purchasing

**Sales Representatives:**

Jack Koreman  
4 S. Marshall St. Albany, NY 12209

John Edwards  
3842 East St. Skaneateles, NY 13152

David Burger  
74 Marble Rd. Richfield, NY 13439

See advertisement on page 131

**GENERAL PRODUCTS CO. INC.**  
Benchmark Door Systems  
Hamilton's Crossing  
P.O. Box 7387  
Fredericksburg, VA 22404  
(703) 898-5700  
Fax: (703) 898-5802

Bruce Adkins, Vice President/Sales  
Walter D. Wilson, Northeastern Regional  
Sales Manager  
Randall G. Loren, Marketing Manager  
H. Smith McKann, President  
Michael D. Burt, Commercial Sales  
Manager

**Sales Representatives:**

Semon Sales (518) 786-0803  
5 Floral Ct. Latham, NY 12110  
Territory covered: NY

Sales Professionals (516) 678-3630  
100 N. Village Ave. Rockville Ctr., NY 11570

Territory covered: Long Island, NJ

Buckland Sales (203) 643-1186  
31 Middle Tpke. W. Manchester, CT 06040

Territory covered: ME, NH, VT, MA, CT, RI

**GENESEE RESERVE SUPPLY INC.**  
200 Jefferson Rd.  
P.O. Box 9789  
Rochester, NY 14624  
(716) 424-2020  
Fax: (716) 424-3256  
Toll-Free: (800) 724-1000

Donn Calabrese, President  
William L. Lieberman, General Manager  
Elaine Annable, Purchasing Agent  
Thomas San Giacomo, Purchasing Agent  
Jerry Devel, Sales Representative

**Retailer Services:**

Product bulletins, catalogs and data sheets  
for retail lumber dealers. direct delivery mill to  
dealer. Weekly specials, samples;

**Sales Representatives:**

Paul Button (716) 424-2020  
200 Jefferson Rd. Rochester, NY 14624

John Henderson (716) 424-2020  
200 Jefferson Rd. Rochester, NY 14624

Don Istvan (716) 424-2020  
200 Jefferson Rd. Rochester, NY 14624

Mike Tetlow (716) 424-2020  
200 Jefferson Rd. Rochester, NY 14624

See advertisement on page 80

**GEORGIA-PACIFIC CORP.**  
133 Peachtree St. N.E.  
Atlanta, GA 30303  
(404) 521-4000  
Fax: (404) 521-4581

T. Marshall Hahn, Chairman/CEO  
Hal Airington, Vice Chairman  
George MacConnell, Senior Vice  
President/Distribution & Specialty  
Operations

**Retailer Services:**

Point of purchase displays, literature.

**Sales Representatives:**

Duncan Facey (201) 625-6895  
Northeast Regional Distribution Div.  
P.O. Box R, Luger Rd. Denville, NJ 07834

**GILFOY DISTRIBUTING CO.**  
14 Dunham Rd.  
P.O. Box 810  
Billerica, MA 01865  
(508) 663-5200  
Fax: (508) 663-4297  
Toll-Free: (MA) (800) 842-1403, (N.E.)  
(800) 255-0464

**Sales Representatives:**

Peter G. Gilfoy  
50 Oldfield Dr. Sherborn, MA 01770

Paul Renaud  
43 Old Mill Rd. Sanford, ME 04073

Greg Sutherland  
30 Metacomet St. Wrentham, MA 02093

(continued)



**GILFOY DISTRIBUTING CO.**  
(continued)

Robert Fitzpatrick  
15 Corbin Rd. Oxford, MA 01540

See advertisement on page 143

**GLOBAL TURNKEY SYSTEMS**

4 North St.  
Waldwick, NJ 07463  
(201) 445-5050  
Fax: (201) 445-1648  
Toll-Free: (800) 524-2132

Paul Lagano, Vice President/Sales & Marketing  
Robert Scheetz, Vice President/Software  
William J. Devers, Jr., Chairman of the Board  
Michael Urban, Vice President/Field Service & Manufacturing  
Michael Winer, Vice President/Finance  
Donald Webster, Analyst

**Sales Representatives:**

Jack Ferman (201) 445-5050  
4 North St. Waldwick, NJ 07463  
Territory covered: Northeast

**GLIDDEN CO.**

339 Speen St.  
Natick, MA 01760  
(508) 655-1200  
Fax: (508) 653-9689  
Toll-Free: (800) 221-4100

Larry Silliman, General Sales Manager  
Dex Laumeister, Zone Manager  
Harry Rezzemini, Zone Manager  
Gary Anklowitz, Zone Manager  
Don Mussetter, Zone Manager

**Sales Representatives:**

Dex Laumeister (508) 655-1200  
339 Speen St. Natick, MA 01760  
Territory covered: NE, Upstate NY

Harry Rezzemini (215) 434-0699  
1401 Union Blvd. Allentown, PA 18103  
Territory covered: Southern NY, NYC, LI, NJ, Eastern PA

Gary Anklowitz (301) 499-4208  
9136 E. Hampton Dr. Capitol Heights, MD 30743

Territory covered: MD, VA, Central PA

See advertisement on page 109

**GLOBE-COVELL CORP.**

2310 Jericho Tpke.  
Garden City Park, NY 11040  
(516) 746-2100  
Fax: (516) 746-2413

Robert N. Covell, President  
C. June Gover, Secretary/Treasurer

**Retailer Services:**

Home center with large variety of DIY materials.

**Sales Representatives:**

Hal Kreitman (516) 227-9004  
2310 Jericho Tpke. Garden City Park, NY 11040

Territory covered: Nassau County, Suffolk County

**GOLD BOND BUILDING PRODUCTS**

National Gypsum Co.  
2001 Rexford Rd.  
Charlotte, NC 28211  
(704) 365-7300  
Fax: (704) 365-7579

Peter C. Browning, President/CEO  
A. O. Maraia, Sr. Vice President/Sales & Marketing  
Edmund J. Fitzgerald, Vice President/Marketing Services  
Gerard P. Carroll, Vice President/Manufacturing  
William J. Kelly, Eastern Regional Manager

**Branch Offices:**

Gold Bond Building Products  
Airport Square 21  
849 International Dr., Ste. 190  
Linthicum, MD 21090  
Bill Hoshall, District Manager  
(301) 850-0262

Gold Bond Building Products  
Five Burlington Woods Dr.  
Suite 202  
Burlington, MA 01803  
J.C. Allen, District Manager  
(617) 229-4988

Gold Bond Building Products  
987 Old Eagle School Rd.  
Suite 711  
Wayne, PA 19087  
A.R. DiGlia, District Manager  
(215) 688-6709

Gold Bond Building Products  
322 E. Main St.  
Branford, CT 06405  
D.N. Dorsey, District Manager  
(203) 481-5331

Gold Bond Building Products  
1 Old Country Rd.  
Suite 285  
Carle Place, NY 11514  
V.C. Cino, District Manager  
(516) 248-0500

**A.E. GOMBERT LUMBER CO. INC.**

81 Island St.  
P.O. Box 58  
N. Tonawanda, NY 14120  
(716) 692-4500  
Toll-Free: (in AC 716 only)  
(800) 287-1179

James H. Witkop, President  
Daniel L. Evans, Vice President  
Jay R. Witkop, Secretary  
David L. Evans, Treasurer  
Lynn E. Koser, Office Manager

**Sales Representatives:**

David L. Evans (716) 692-4500  
81 Island St. N. Tonawanda, NY 14120

Lynn E. Koser (716) 692-4500  
81 Island St. N. Tonawanda, NY 14120

Daniel L. Evans (716) 692-4500  
81 Island St. N. Tonawanda, NY 14120

See advertisement on page 149

**GOOSE ROCK MILLWORK**

Gooch St.  
P.O. Box BF  
Biddeford, ME 04005  
(207) 283-2909  
Fax: (207) 283-2908

H. Rhys Stucker, President  
Kevin Olsen, Vice President

**THE GORDON CORP.**

Post-Up!  
170 Spring St.  
P.O. Box 1040  
Southington, CT 06489  
(203) 628-4775  
Fax: (203) 621-1251  
Toll-Free: (800) 333-4564

Allan Rae, President  
Thomas J. Rousseau, Vice President/Sales & Marketing  
Paul Barry, Purchasing  
Carol Chiarillo, Office Manager/Traffic  
Stacey Norton, Customer Service

**Sales Representatives:**

David Gross  
56 Philips Place Northampton, MA 01060

Martin J. Lund  
P.O. 536 Trexertown, PA 18036

**W.R. GRACE & CO.**

Building Products  
321 Prince George St.  
Laurel, MD 20707  
(301) 792-4868

**Sales Representatives:**

Dick Hartman (617) 876-1400 (ext. 3171)  
26 Villager Rd. Chester, NH 03036  
Territory covered: New England

**R.A. GRAHAM CO. INC.**

70 James St.  
Worcester, MA 01603  
(508) 755-5815  
Fax: (508) 755-6584  
Toll-Free: (800) 333-3933

Ruth Graham, President  
Andy Graham, Vice President  
Barry Graham, Sales Manager  
Bob Combs, Office & Warehouse Manager

**Sales Representatives:**

Dick Tonks (203) 434-9016  
22 Lee Dr. Old Lyme, CT 06371

Tim Hudyka (617) 547-8744  
46 Wilno Ave. Ludlow, MA 01056

Bill Goodwill (603) 485-8421  
3 N. Browning Ct. Pembroke, NH 03275

(continued)



**R.A. GRAHAM CO. INC.**  
(continued)

Barry Graham (617) 596-5149  
9 Ronald Circle Wilbraham, MA 01095  
Ken Bell (802) 464-5603  
P.O. Box 372  
Miner Rd. Wilmington, VT 05363  
Territory covered: VT, NY

**GRANVILLE MANUFACTURING CO.**  
Rt. 100  
Box 15  
Granville, VT 05747  
(802) 767-4747

**GREY'S WOODWORKS INC.**  
P.O. Box 95  
Rt. 55  
Grahamsville, NY 12740  
(914) 985-7006  
Fax: (914) 985-7442

**THE GRILLCO CORP.**  
Rainware Division  
7 Roessler Rd.  
Woburn, MA 01801  
(617) 935-7890

**GUARDIAN PURCHASING CORP.**  
140 Dispatch Dr.  
Building 10  
E. Rochester, NY 14445  
(716) 381-8820

**HBH PRESTAIN INC.**  
RD 1, Box 52  
Arlington, VT 05250  
(802) 375-9723  
Fax: (802) 375-9723

Rick Hawley, President

**Sales Representatives:**

Ed Hawley (802) 375-9723  
RD #1, Box 52 Arlington, VT 05250  
Territory covered: Northeast

**HALLMARK SALES & MARKETING**  
4 Duck Hill Rd.  
Duxbury, MA 02332  
(617) 934-6546  
Fax: (617) 934-0759

Jerry Pino, Sales  
Ted Town, Sales  
Bob Barry, Sales  
Jeanette Baker, Office Manager

**HALLOCK LUMBER CO.**  
211 Main St.  
P.O. Box 506  
Maybrook, NY 12543  
(914) 427-2105  
Fax: (914) 427-5519

David W. Hallock, President  
Nancy S. Hallock, Treasurer  
MaryEllen West, Office Manager

**Sales Representatives:**

Ben Bedford (914) 427-5099  
Maybrook, NY 12543  
Ron Caldwell (914) 427-2105  
Maybrook, NY 12543  
Joseph Yarabek (914) 427-2105  
Maybrook, NY 12543  
Jim Hallock (914) 427-2105  
Maybrook, NY 12543  
John Love (914) 427-2105  
Maybrook, NY 12543  
Harold Porr (914) 427-2105  
Maybrook, NY 12543  
Richard Protsko (914) 427-2105  
Maybrook, NY 12543

See advertisement on page 90

**THOMAS HAMMOND & SON**  
Hampshire St.  
Hiram, ME 04041  
(207) 625-4311  
Fax: (207) 625-8513

Tom Hammond, Vice President

**HANCOCK LUMBER CO. INC.**  
Sawmill Division  
P.O. Box 299  
Casco, ME 04015  
(207) 627-4201  
Fax: (207) 627-4200

**HANDY STORE FIXTURES**  
337 Sherman Ave.  
Newark, NJ 07114  
Fax: (908) 707-4949  
Toll-Free: (800) 631-4280

Richard Kurland, Vice President/Sales  
Steve Haar, Assistant Vice President

**Retailer Services:**

Professional store planning, layout, display recommendations—All at no charge. Quality store fixtures, special displays at lowest cost to NRLA members.

**Sales Representatives:**

Chip Freiberger (800) 631-4280

**HARBOR MILLWORK**  
1 Federal Dr.  
Braintree, MA 02184  
(617) 849-1400

**HARDWARE WHOLESALERS INC.**  
P.O. Box 868  
Nelson Rd.  
Ft. Wayne, IN 46801  
(219) 749-8531  
Fax: (219) 493-1245

Don Wolf, President  
Dave Dietz, Vice President/Sales & Marketing  
George Clark, National Sales Manager

**Retailer Services:**

Inventory control systems, advertising programs, merchandising services, video employee training, Do-it-Center Program.

**Sales Representatives:**

Jim Lamb (413) 786-3021  
35 Allison Ln. Feeding Hills, MA 01030  
David Thomas P.O. Box 492 Kingston, NH 03848  
Rich White (814) 398-2432  
144 Brink Dr. Cambridge Springs, PA 16403

See advertisement on page 51

**DAN HARRINGTON ASSOCIATES**  
6 N. Hill Rd.  
Ballston Lake, NY 12019  
(518) 877-5519  
Fax: (518) 877-5519

Dan Harrington, President

**HARVEY INDUSTRIES INC.**  
43 Emerson St.  
Waltham, MA 02154  
(617) 899-3500

**A. W. HASTINGS & CO. INC.**  
Corporate Headquarters  
2 Pearson Way  
Enfield, CT 06082  
(203) 745-2424  
Fax: (800) 966-2732  
Toll-Free: (800) 966-2784

Stephen D. Hoyt, President  
Jonathan D. Hoyt, Vice President/  
Treasurer  
Louise DeLessio, Assistant Treasurer

**Branch Offices:**

A. W. Hastings & Co. Inc.  
2 Pearson Way  
Enfield, CT 06082  
Ray Desmarais, Branch Sales Manager  
(203) 745-2424

A. W. Hastings & Co. Inc.  
701 E. Industrial Park Dr.  
Manchester, NH 03103  
John Kopecky, Branch Sales Manager  
(603) 625-6969

A. W. Hastings & Co. Inc.  
180 Flynn Ave.  
Burlington, VT 05401  
Rick Burgess, Branch Sales Manager  
(802) 863-6313

**Sales Representatives:**

Chris Eldredge  
261 Wallens Hill Rd. Winsted, CT 06098  
Territory covered: Western CT

(continued)



**A. W. HASTINGS & CO. INC.***(continued)*

Ben Brockett  
86 Woodward St. Killingly, CT 06239  
*Territory covered:* Eastern CT

Lou Guyott  
19 Macintosh St. Franklin, MA 02038  
*Territory covered:* RI, Southeastern MA

Jody P. Ashley  
16 St. James Dr. Northborough, MA 01532

*Territory covered:* Central MA

David W. Goodwin Jr.  
RR # 1, Box 8 Readfield, ME 04355  
*Territory covered:* Maine Architectural Representative

Michael Carberry  
P.O. Box 406 Rye Beach, NH 03871  
*Territory covered:* Architectural Representative Greater Boston

Marc L. Juckett  
3 Princess Ann Dr. Colchester, VT 05446  
*Territory covered:* Eastern VT

Jim White  
7 Bay View Dr. St. Albans, VT 05478  
*Territory covered:* Western VT

Linc Prescott  
2400 Whalley Rd. Charlotte, VT 05445  
*Territory covered:* VT

Mark Robertson  
70 Lakeview St. Pittsfield, MA 01201  
*Territory covered:* Western MA, Southern VT

Ed Molloy  
9 Molloy Ave. N. Hatfield, MA 01066  
*Territory covered:* Western MA, Southern VT

Mike Vermette  
25 Forest Rd. Hudson, NH 03051  
*Territory covered:* Greater Boston, MA

Fred Amabile  
5 Ryan Dr. Yarmouth, ME 04096  
*Territory covered:* ME

Ray Labay  
109 Walnut Hill Rd. Derry, NH 03038  
*Territory covered:* NH

Roy Hunter  
6 Green St. Rockport, MA 01966  
*Territory covered:* Eastern MA - Architectural Representative

Steve Whitten  
32 Wight St. Medfield, MA 02053  
*Territory covered:* Southeast MA & RI - Architectural Representative

Dan Johnson  
Laurel Terr. Ellenville, NY 12428  
*Territory covered:* Eastern NY

Tim McFadden  
72 Garden Dr. Fairfield, CT 06430  
*Territory covered:* Western CT - Architectural Representative

Michael Schneider  
663 Litchfield Tpke. Bethany, CT 06525  
*Territory covered:* Central CT

See advertisement on page 9

**HATHEWAY & PATTERSON CO. INC.**

15 County St.  
Mansfield, MA 02048  
(508) 339-8934  
Fax: (508) 339-4992  
Toll-Free: (800) 766-5858  
Wats: (800) 696-9922

William E. Haynes, President/General Manager  
Ronald King, Treasurer/Office Manager  
Steven Duffey, Vice President/Sales Manager  
Thomas MacDonald, Vice President/Wood Technologist

**Retailer Services:**

Custom treating service, kiln drying, rail car unloading.

**Sales Representatives:**

Steven Duffey (800) 766-5858 x 225  
15 County St. Mansfield, MA 02048  
*Territory covered:* MA, NH, ME

Ronald King (800) 766-5858 x 227  
15 County St. Mansfield, MA 02048  
*Territory covered:* RI, VT

Ellen Morse (800) 766-5858 x 222  
15 County St. Mansfield, MA 02048  
*Territory covered:* MA, CT, RI

Paul Miner (800) 766-5858 x 224  
15 County St. Mansfield, MA 02048  
*Territory covered:* MA, CT

See advertisement on page 69

**J. M. HEINIK ASSOCIATES INC.**

3859 N. Buffalo Rd.  
Orchard Park, NY 14127  
(716) 662-4435  
Fax: (716) 663-3935

**HOBOKEN WOOD FLOORING CORP.**

Corporate Headquarters  
70 Demarest Dr.  
Wayne, NJ 07470  
(201) 694-2888  
Fax: (201) 694-6885  
Toll-Free: (800) 222-1068

John J. Sakosits, Chairman  
Mildred Sakosits, President  
Joel K. Lefkowitz, Executive Vice President  
Ira T. Lefkowitz, Executive Vice President  
Thomas J. Dougherty, Vice President/Chief Financial Officer

**Branch Offices:**

Hoboken Wood Flooring Corp., Contracting Division  
70 Demarest Dr.  
Wayne, NJ 07470-6702  
Brian J. Sakosits, Vice President  
(201) 694-2888

Hoboken Wood Flooring Corp., New England Division  
181 Campanelli Pkwy.  
Stoughton, MA 02072-3703  
Ira T. Lefkowitz, Executive Vice President  
(617) 341-2881; (800) 255-1600;  
Fax (617) 341-4189

Hoboken Wood Flooring Corp., Design Center  
One Design Center Place  
Boston, MA 02210-2107  
Shelly Lefkowitz, Manager  
(617) 426-4343

Hoboken Wood Flooring Corp., Adirondack Division  
1397 Broadway  
Watervliet, NY 12189-3324  
Tim Kirsch, General Manager  
(518) 274-0274; (800) 232-2237;  
Fax (518) 274-5662

Hoboken Wood Flooring Corp., Connecticut Division  
290 Sylvan Lake Rd.  
P.O. Box 54  
Oakville, CT 06779  
Jerry Schappell, Divisional Manager  
(203) 274-5476; Fax (203) 274-4107

Capitol Wood Floors  
D & D Building  
979 Third Ave.  
New York, NY 10023  
Zandra Kaufmann, Vice President  
(212) 759-5917; Fax (212) 593-0268

**HOLBROOK WAREHOUSE CORP.**

Holbrook Lumber Co.  
70 Fuller Rd.  
P.O. Box 5229  
Albany, NY 12065  
(518) 482-3314  
Fax: (518) 489-4781  
Toll-Free: (NE) (800) 833-3383  
Toll-Free: (NY) (800) 462-3300

Charlie Wysong, Vice President  
John Rich, Manager  
Colleen Kunker, Sales

**Branch Offices:**

Holbrook Lumber Co.  
70 Fuller Rd.  
P.O. Box 5229  
Albany, NY 12065  
Steve Moak, Sales Manager  
(518) 489-4708

**Sales Representatives:**

Paul Krihak (518) 489-4708  
1 Spruce Court Glens Falls, NY 12801  
*Territory covered:* Capitol district, Glens Falls, NY, Western MA

Tom Rowe (315) 343-9521  
P.O. Box 394 Oswego, NY 13126  
*Territory covered:* Western & Central NY

Janet Caron (203) 633-8911  
40 Cobblestone Rd. Glastonbury, CT 06033

*Territory covered:* CT, Central MA, Western RI

Peter Krihak (802) 434-4771  
RD 1, P.O. Box 213-1 Richmond, VT 05477

*Territory covered:* Upstate NY, VT, Southern NH

Jim White (518) 459-5373  
121 Cardinal Ave. Albany, NY 12209  
*Territory covered:* Capital district NY, Southern NY, Western CT, Western MA

George Schlehuber (508) 667-9299  
19 Passaconaway Dr. Billerica, MA 01821

*Territory covered:* Eastern MA, RI, Southern NH



**HOLDEN HUMPHREY INC.**  
645 Shawinigan Dr  
Suite 6  
Chicopee, MA 01020  
(413) 594-6300  
Fax: (413) 594-6230

Peter Alexander, Sales Rep.

**HOLT & BUGBEE CO.**  
1600 Shawsheen St.  
P.O. Box 37  
Tewksbury, MA 01876  
(508) 851-7201  
Fax: (508) 851-3941  
Toll-Free: (800) 325-6010

**HOMASOTE CO.**  
Lower Ferry Rd.  
P.O. Box 7240  
W. Trenton, NJ 08628  
(609) 883-3300  
Fax: (609) 530-1584  
Toll-Free: (800) 257-9491

Irving Flicker, Chairman/Chief Executive Officer  
Shanley E. Flicker, President/Chief Operating Officer  
P. Daniel Petrino, Vice President/Sales  
Thomas B. Petrino, National Sales Manager

**Sales Representatives:**

Guy S. Kindig (603) 526-2219  
Lyon Brook Dr.  
P.O. Box 1908 New London, NH 03257  
Territory covered: ME, VT, NH

Clyde P. Howson (716) 334-3787  
450 Reeves Rd. Pittsford, NY 14534  
Territory covered: Western NY

Wayne F. Longo (516) 628-3626  
5 Revalo Rd. Bayville, NY 11709  
Territory covered: NYC and Long Island

William F. Espinola (413) 684-1213  
Shaw Rd. Windsor, MA 01270  
Territory covered: Western MA, CT

Donald L. DiScipio (518) 370-3231  
209 Bruce St. Scotia, NY 12302  
Territory covered: Eastern NY, Northeastern PA

John W. Clark Jr. (508) 393-9461  
27 Newton St. Northboro, MA 01532  
Territory covered: Eastern MA, RI

**HOMESTEAD SUPPLY INC.**  
157 Mountain Rd.  
P.O. Box 326  
Suffield, CT 06078  
(203) 668-6009  
Fax: (203) 668-2794  
Toll-Free: (800) 648-9549

**Sales Representatives:**

Batty Cayer (203) 668-6009  
157 Mountain Rd. Suffield, CT 06078  
Territory covered: CT, NY, MA, RI

**HUTTIG SASH AND DOOR CO.**  
Weather Shield of Maine  
23 Washington Ave.  
P.O. Box 1329  
Scarborough, ME 04074  
(207) 883-6343  
Fax: (207) 883-3420  
Toll-Free: (800) 835-0289

Dean Smith, Purchasing  
Bob Hawkes, Purchasing  
Roger Lamontagne, Sales  
Dave Scammon, Sales  
Heidi McDonald, Assistant Manager

**Sales Representatives:**

Mike Atkinson  
70 Highland Cliff Rd. Windham, ME 04062

Territory covered: Southern ME, coastal NH

Roger Grindle  
Eastside Rd.  
P.O. Box 361 Hancock, ME 04640  
Territory covered: Northern & Central ME

Earl Sanborn  
P.O. Box 41 W. Baldwin, ME 04091  
Territory covered: Western ME, Eastern NH

**HUTTIG SASH AND DOOR CO.**  
Weather Shield of Vermont  
120 Marshall Ave.  
P.O. Box 609  
Williston, VT 05495  
(802) 863-4569  
Fax: (802) 863-6172  
Toll-Free: (VT) (800) 649-3151  
Toll-Free: (NE) (800) 322-8732

**Sales Representatives:**

Tom Brennan  
18 Suffolk Lane Essex Junction, VT 05452

Territory covered: Western VT

Scott Griswold  
RR 3, P.O. Box 4615 Morrisville, VT 05661

Territory covered: Northeast VT, Northwestern NH

Andrew Keeffe  
P.O. Box 135 Quechee, VT 05059-0135  
Territory covered: White River Junction, VT, West Lebanon & Concord, NH

Mark Russell  
376 Winchester Place Colchester, VT 05446

Territory covered: Northeastern NY

Peter Nazarenko  
Quaker Rd. N. Ferrisburg, VT 05473  
Territory covered: VT, NH, NY

See advertisements on Product Directory, Buyers' Guide and Directory Tabs

**HYGRADE LUMBER SALES CORP.**  
RR 2  
P.O. Box 414  
Cornish, NH 03745  
(603) 675-5065  
Fax: (603) 675-2681  
Toll-Free: (800) 628-8017

**I.C. SYSTEM INC.**  
P.O. Box 64378  
St. Paul, MN 55164-0378  
(612) 483-8201

**IKO MANUFACTURING**  
Hay Rd.  
Wilmington, DE 19809  
(302) 764-3100  
Fax: (302) 764-5852  
Toll-Free: (800) 441-7296

**Branch Offices:**

IKO Industries  
1451 Spence Ave.  
Hawkesbury, ON K6A 2Y3 Canada  
Lorette  
(613) 632-8581

**Sales Representatives:**

John Torre (315) 637-1170  
400 Churchill Ln. Fayetteville, NY 13066

Richard Robbins (207) 856-6797  
136 The Hamlet Westbrook, ME 04092  
Territory covered: ME

John Clark (802) 263-5580  
RR #1, Box 78 Perkinsville, VT 05151  
Territory covered: NH, Western MA

Jim Meyers (315) 964-2318  
RD 1, Box 71 Williamstown, NY 13493  
Territory covered: Upstate NY

John McDiarmid (413) 596-8735  
2 Nokomis Rd. Wilbraham, MA 01095  
Territory covered: Central MA, Central CT

Dan Sent (203) 380-0645  
205 Redbird Dr. Stratford, CT 06497  
Territory covered: Hudson Valley, Northern NJ

Stan Modell (516) 864-4217  
23 Sunflower Dr. Hauppauge, NY 11788  
Territory covered: NYC, Long Island

David Therien (203) 688-7996  
436 Merriman Rd. Windsor, CT 06095  
Territory covered: CT

Joseph Zapata (617) 320-9540  
10 Marlboro St. Dedham, MA 02026  
Territory covered: Eastern MA, RI, Eastern CT

See advertisement on page 123

**I. T. DEALERS SUPPLY**  
Rt. 32  
RR 2, P.O. Box 27  
N. Franklin, CT 06254  
(203) 887-2531  
Fax: (203) 887-6859  
Toll-Free: (800) 962-0711

Robert A. Ingalls, President  
William S. Ingalls, Vice President  
(continued)



**I. T. DEALERS SUPPLY**  
(continued)

Michael J. Zito, Vice President/Sales & Administration  
Wayne A. Quinn, Vice President/Operations  
Paul W. Taylor, Secretary/Treasurer

**Retailer Services:**

Advertising, literature, samples, displays; D.I.Y. clinics, training seminars, inventory control, direct computer order entry, computerized catalogs & information.

**Sales Representatives:**

Charley Borovicka  
Robert Ingalls  
William Ingalls  
William D. Smith  
Paul Taylor  
Michael Zito  
Art Wiley

See advertisement on page 23

**IDAHO TIMBER CORP.**  
Idaho Timber of Boise  
5401 Kendall St.  
P.O. Box 67  
Boise, ID 83707  
(208) 377-3000  
Fax: (208) 378-9449

Larry D. Williams, President  
Brad Bower, Vice President

**Branch Offices:**

Idaho Timber Corp. of Oregon  
Old Mill Highway  
N. Powder, OR 97867  
Roger Brown, Sales Representative  
(208) 377-3000

**Retailer Services:**

Home center programs, product information, product brochures

See advertisement on page 15

**IDEAL CONCRETE BLOCK CO.**  
232 Lexington St.  
Waltham, MA 02154  
(617) 894-3200  
Fax: (617) 894-8526

Joseph Burgoyne III, Sales  
Kathleen Conroy, Sales Coordinator

**Sales Representatives:**

Joseph L. Burgoyne III (617) 894-3200  
232 Lexington St. Waltham, MA 02154  
Territory covered: N.E.

Kathleen Conroy (617) 894-3200  
232 Lexington St. Waltham, MA 02154  
Territory covered: N.E.

See advertisement on page 85

**IMPLEMENT GROUP LTD.**  
226 Sharon Mountain Rd.  
Sharon, CT 06069  
(203) 364-0452

**INDEPENDENT LUMBER DEALER COOPERATIVE**  
596 Kingston Rd. W.  
Suite 100  
Ajax, ON L1T 3A2 Canada  
(416) 428-0700  
Fax: (416) 428-0690

**INSULA-DOME SKYLIGHT**  
83 Horseblock Rd.  
Yaphank, NY 11980  
(516) 924-7890  
Fax: (516) 924-7870  
Toll-Free: (800) 645-1063

Harry P. Jensen, President  
Carol Jean Jensen, Vice President  
Cindy Lee Jensen, Bookkeeper  
George Demonn, General Manager

**Sales Representatives:**

Ivan C. Wesche (516) 289-6880  
31 Harris St. Patchogue, NY 11772  
Territory covered: Suffolk County & Brooklyn NY

William Brightman (516) 731-4595  
1 Bayberry Ln. Levittown, NY 11756  
Territory covered: Nassau, Queens, Staten Island, Bronx, Manhattan NY

Dick Nelson (914) 962-0838  
50 F. Jefferson Oval Yorktown Heights, NY 10598  
Territory covered: Westchester-Rockland, CT

**INSULATION DISTRIBUTION SPECIALISTS INC.**  
144 Stiles St.  
Milford, CT 06460  
(203) 877-5085  
Fax: (203) 877-8550  
Toll-Free: (800) 892-9276

Laurence P. Czajkowski, President  
Kathleen M. Czajkowski, Vice President  
Matthew A. Hepp, Operations Director  
Richard M. Sennett, Office Manager

**Branch Offices:**

Boston  
24 Hidden Acres Dr.  
Duxbury, MA 02332  
Robert L. Beauchemin  
(617) 837-9318

Syracuse  
833 Oakwood St.  
Fayetteville, NY 13066  
Robert J. Duncanson  
(315) 637-8628

**Sales Representatives:**

Robert L. Beauchemin (617) 837-9318  
24 Hidden Acres Dr. Duxbury, MA 02332

Robert J. Duncanson (315) 637-8628  
833 Oakwood St. Fayetteville, NY 13066

Harold A. Crawford (914) 831-3251  
530 Sunset Hill E.  
RR 1 Fishkill, NY 12524

Laurence P. Czajkowski (203) 877-5085  
144 Stiles St. Milford, CT 06460

See advertisement on page 66

**IRON CITY SASH & DOOR CO.**  
10 Victor Mendon Rd.  
P.O. Box N  
Victor, NY 14564  
(716) 924-3201

**ISLAND BOX CO. INC.**  
9 Second Ave.  
Brentwood, NY 11717  
(516) 273-4564

**JM MARKETING GROUP INC.**  
Osgood Rd.  
Milford, NH 03055  
(603) 672-3036  
Fax: (603) 672-1570

**JN MARKETING GROUP**  
60 Vose Ave.  
S. Orange, NJ 07079  
(201) 763-2098  
Fax: (201) 763-4846

**J&S GROUP INC.**  
P.O. Box 273  
Westwood, MA 02090  
(617) 255-9575  
Fax: (617) 255-9629

Mark Silberman, President  
Denis Fluet, Vice President

**Sales Representatives:**

Mark Silberman (617) 255-9575  
P.O. Box 273 Westwood, MA 02090  
Territory covered: MA, RI, NH, VT, CT, ME

Denis Fluet (508) 975-8273  
P.O. Box 273 Westwood, MA 02090  
Territory covered: MA, RI, NH, VT, CT, ME

**J&S SUPPLY CORP.**  
53-02 37th St.  
Long Island City, NY 11101  
(718) 786-3044  
Fax: (718) 729-5182

Donald Goebel, CEO  
Michael Diamond, Vice President  
Robert Fletcher, Sales Manager  
Michael Donnelly, Sales Representative  
Barbara Cohen, Purchasing

**Sales Representatives:**

Donald Goebel (718) 786-3044  
53-02 37th St. Long Island City, NY 11101

Territory covered: Five Boroughs  
(continued)



**J&S SUPPLY CORP.**  
(continued)

Robert Fletcher (718) 786-3044  
53-02 37th St. Long Island City, NY  
11101

*Territory covered:* Five Boroughs

Mike Donnelly (718) 786-3044  
53-02 37th St. Long Island City, NY  
11101

*Territory covered:* Five Boroughs

Mark Hirsch (718) 786-3044  
53-01 37th St. Long Island City, NY  
11101

*Territory covered:* New Jersey, Rockland  
County

**JACKSON, LEWIS, SCHNITZLER, &  
KRUPMAN**

Three Center Plaza  
Suite 400  
Boston, MA 02108  
(617) 367-0025  
Fax: (617) 367-2155

**Branch Offices:**

Jackson, Lewis, Schnitzler, & Krupman  
One N. Broadway  
Suite 1502  
White Plains, NY 10601  
Robert Heiferman, Partner  
(914) 328-0404; Fax (914) 328-1882

**JIL INDUSTRIES**

21 Green St.  
Malden, MA 02148  
(617) 321-9600  
Fax: (617) 321-8650  
Toll-Free: (800) 876-2340

**Retailer Services:**

JIL sells product nationally

See advertisement on page 119

**R.T. JONES LUMBER CO. INC.**

Box 968  
N. Tonawanda, NY 14120  
(716) 694-4200  
Fax: (716) 694-1095  
Toll-Free: (800) 833-1200

**K-HIL BUILDING SUPPLY CORP.**

260 Adams Blvd.  
Farmingdale, NY 11735  
(516) 293-6850  
Fax: (516) 420-9871

Richard Kanarvogel, President  
Arnold Kanarvogel, Vice President  
Donald Kanarvogel, Vice President

**Branch Offices:**

K-HIL Building Supply Corp.  
25 Woodward St.  
Saddle Brook, NJ 07662  
Donald Kanarvogel, Vice President  
(516) 293-6850

**Retailer Services:**

Fast delivery services; sales promotions;  
sales training seminars; full color literature &  
advertising material; co-op advertising pro-  
grams; drop-ship programs; P.O.P. merchan-  
disers; single panel programs for wall panel-  
ing.

**KSI BUILDING PRODUCTS INC.**

26 MacArthur Ave.  
Cobleskill, NY 12043  
(518) 234-2561  
Fax: (518) 234-7329  
Toll-Free: (800) 724-0201

Edward C. Lynk, President  
Ernest P. Moore, Vice President/Sales &  
Marketing  
Robert A. Beach, Vice President/  
Engineering  
Donald R. Markle, Vice President/  
Manufacturing  
Virginia E. Kirby, Sales Manager

**Branch Offices:**

New Paeco Inc.  
1 Executive Dr.  
Toms River, NJ 08753  
Sharon Impens, President  
(800) 724-0202

**K.T. SALES ASSOCIATES INC.**

43 Schoosett St.  
Pembroke, MA 02359  
(617) 826-7366  
Fax: (617) 826-6205

Perry A. Thomas, President  
Curt W. Knowles, Vice President/Sales  
Manager  
Nancy Gay, Office Manager

**KEIVER-WILLARD LUMBER CORP.**

11-13 Graf Rd.  
Newburyport, MA 01950  
(508) 462-7193  
Fax: (508) 465-6631

**KENNEDY & LEHAN PC, CPA**

300 Crown Colony Dr.  
Quincy, MA 02169  
(617) 472-0700  
Fax: (617) 472-0528

**KIMBERLY SALES ASSOCIATES**

P.O. Box 12889  
Rochester, NY 14612  
(716) 227-5037  
Fax: (716) 723-8034

**KLEET SUPPLY CORP.**

777 Park Ave.  
Huntington, NY 11743  
(516) 427-7060  
Fax: (516) 427-5446

**KNAPE & VOGT MFG. CO.**

2700 Oak Industrial Dr. N.E.  
Grand Rapids, MI 49505  
(616) 459-3311  
Fax: (616) 459-3290  
Toll-Free: (800) 253-1561  
Telex: 22-6317

Raymond E. Knape, President/CEO  
David M. Zoch, Executive Vice President  
Daniel Brunt, National Sales Manager  
Don Hanna, Customer Service Manager  
Rex Stutzman, Credit Manager

**Retailer Services:**

50/50 Co-op Plan

**Sales Representatives:**

Bob Boyle (516) 423-7025  
5 Culver Ct. Huntington Station, NY  
11747

*Territory covered:* Eastern Regional  
Manager

Mike Bottema (301) 547-0510  
121 S. Fremont Ave.  
Apt. 313 Baltimore, MD 21201  
*Territory covered:* Eastern PA, Southern  
NJ, Northern VA, DE, MD

Brad Boven (518) 899-9727  
54 Thimbleberry Rd. Ballston Spa, NY  
12020

*Territory covered:* North central PA,  
Western MA, Western CT, NY, VT

Steve Goroff (516) 289-8768  
1 Arianne Way Holtsville, NY 11742  
*Territory covered:* Northern NJ, Metro NY  
& Long Island

Alan Lanser (603) 889-8530  
79 Coburn Woods Nashua, NH 03063  
*Territory covered:* Eastern MA, Eastern  
CT, ME, NH, RI

Teprac Sales (Herb Solomon)  
(516) 466-0120

17 Barstow Rd. Great Neck, NY 11021  
*Territory covered:* Northern NJ, Metro NY,  
& Long Island

Walter E. Yetter Co., Inc. (Jeff Yetter)  
(302) 762-6635

4001 Miller Rd. Wilmington, DE 19802  
*Territory covered:* Eastern PA, Southern  
NJ, Northern VA, DE, MD

Kerry Smith (614) 491-6821  
2674 Buckwheat Ct. Columbus, OH  
43207

*Territory covered:* Western PA, Northern  
WV, OH

**KRAFT WHOLESALE INC.**

205 W. First St.  
S. Boston, MA 02127  
(617) 268-9750  
Fax: (617) 268-9640  
Toll-Free: (800) 722-2008



**LWO CORP.**  
Woodway T.N.  
P.O. Box 17125  
Portland, OR 97217  
(503) 286-5372  
Fax: (503) 286-4092

**Sales Representatives:**

Peter Busichio (301) 827-9618  
Windward Sales  
322 Prospect Dr. W. Gransonville, MD 21638  
*Territory covered:* Mid-Atlantic, NYC, Long Island

Jay McCarthy (207) 439-3990  
Jay McCarthy & Associates  
10 High Pasture Rd. Kittery Point, ME 03905  
*Territory covered:* New England, Upstate NY

**W.B. LAMBOT LUMBER & SUPPLY CO. INC.**  
Railroad St.  
P.O. Box 202  
Pomfret Ctr., CT 06259  
(203) 928-4584  
Fax: (203) 928-1359  
Toll-Free: (800) 522-7597

William B. Lambot, President/Sales  
Glenda R. Lambot, Secretary/Sales  
Charles A. Thomas, Sales  
Marion C. Leins, Sales

**Sales Representatives:**

Charles A. Thomas (203) 928-4584  
Railroad St.  
P.O. Box 202 Pomfret Ctr., CT 06259  
*Territory covered:* N.E.

Walter Ring (508) 688-5141  
6 Mathews St. Andover, MA 01810  
*Territory covered:* N.E.

William B. Lambot (203) 928-4584  
Railroad St.  
P.O. Box 202 Pomfret Ctr., CT 06259  
*Territory covered:* N.E.

Glenda R. Lambot (203) 928-4584  
Railroad St.  
P.O. Box 202 Pomfret Ctr., CT 06259  
*Territory covered:* N.E.

Marion C. Leins (203) 928-4584  
Railroad St.  
P.O. Box 202 Pomfret Ctr., CT 06259  
*Territory covered:* N.E.

See advertisement on page 89

**LAMBTON MANUFACTURING LTD.**  
199 5th Ave.  
P.O. Box 189  
Lambton, PQ G0M 1H0 Canada  
(418) 486-7451  
Fax: (418) 486-7450

Rene Bellegarde, President  
Daniel Bellegarde, Vice President  
Andre Bellegarde, Director of Finances  
Mike Gervais, International Sales & Marketing Manager  
Walter Thaler, National Sales & Marketing Manager

**Sales Representatives:**

Northeast Marketing (Dennis Dellarocco)  
(508) 947-0211  
P.O. Drawer C Middleboro, MA 02346  
*Territory covered:* New England

Edwards Associates Inc. (Bill Edwards)  
(313) 437-7636  
8190 Boardwalk Brighton, MI 48116  
*Territory covered:* North Central

John Crawford Associates Inc. (Richard Honeycutt, Mike Stevens & Wally Rice)  
(404) 344-9800  
5800 'A' Wheaton Drive SW  
Atlanta, GA 30336

*Territory covered:* South East

Kimberly Sales (Grady Roy)  
(716) 227-5037

28 Roxwood Circle  
P.O. Box 12889 Rochester, NY 14612  
*Territory covered:* New York State

See advertisement on front of Product Tab

**LAVENTHOL & HORWATH**  
One Harmon Meadow Blvd.  
Secaucus, NJ 07094  
(201) 392-1500

**LEE STORY & CO. INC.**  
84-02 73rd Ave.  
Glendale, NY 11385  
(718) 386-5959

**LEMCAR TRUCKING CORP.**  
Bucks Hollow Rd.  
Mahopac, NY 10541  
(914) 628-8110

**LEONARD LUMBER CO.**  
P.O. Box 646  
Durham, CT 06422  
(203) 349-1781  
Fax: (203) 349-1784  
Toll-Free: (CT) (800) 922-3362  
Toll-Free: (800) 922-2008

Charles M. Leonard, Chairman  
Jeffrey F. Leonard, President  
Andy Coviello, Vice President  
Lucy Slie, Office Manager, Credit Manager  
Terry Lapuc, Secretary/Sales

**Retailer Services:**

Distribution of hardwoods, pine, redwood, custom milling, display boards and sales help.

**Sales Representatives:**

Steve Weaver (800) 922-3362  
Cromwell, CT

Toby Sonder (800) 922-3362  
Wickford, RI

See advertisement on page 136

**LESHORE CALGIFT CORP.**  
Jean Miner, Independent Contractor  
Line St.  
Archbald, PA 18403  
(315) 387-3165; (315) 387-6642  
Fax: (315) 387-5479  
Toll-Free: (800) 253-6007

Jean Miner, Field Sales Manager

**Retailer Services:**

Ad specialties, awards, premiums at coop prices for members.

**Sales Representatives:**

Jean Miner (315) 387-3165  
County Rt. 15  
P.O. 306 Lacona, NY 13083  
*Territory covered:* No territorial restrictions

**LEWIS LUMBER LTD.**  
P.O. Box 8  
High Falls, NY 12440  
(914) 687-4711  
Fax: (914) 687-4713

**Retailer Services:**

Re-manufacturing of spruce at Manseau, Quebec.

**LITTLE RIVER TRADING CO. INC.**  
P.O. Box 369  
Gouverneur, NY 13642  
(315) 287-4848  
Fax: (315) 287-4897  
Toll-Free: (800) 545-7487

**Retailer Services:**

Merchandising materials & co-op advertising for pressure treated lumber.

**Sales Representatives:**

Paul A. French (800) 545-7487  
P.O. Box 369 Gouverneur, NY 13642  
*Territory covered:* NY, NJ, VT, NH, CT, MA

**LOCHHEAD MILLWORK CO. INC.**  
3 Pine St.  
Nashua, NH 03060  
(603) 882-9001  
Fax: (603) 882-7983

William R. Lochhead, President/General Manager

Henry J. Lochhead, Treasurer/Sales Manager

Thomas J. Lochhead, Plant Manager  
Betty Ledoux, Office Manager/Inside Sales

Sylvio Michaud, Plant Manager

**Sales Representatives:**

Henry J. Lochhead (603) 882-9001  
3 Pine St. Nashua, NH 03060



**LOCK-WOOD LTD.**  
P.O. Box 160  
Scoudouc, NB E0A 1N0 Canada  
(506) 532-4463  
Fax: (506) 532-5532

L. H. Lockhart, Chairman  
G. W. McMullen, President  
G. M. Copeland, Vice President/Sales & Marketing  
L. E. Parrott, Secretary Treasurer

**Sales Representatives:**

Waldron Sales (617) 871-6553  
77 Accord Park Dr.  
Building B Norwell, MA 02061  
Territory covered: N.E.

**LOGICAL SYSTEMS INC.**  
340 County Rd.  
Spring County Office Park  
Westbrook, ME 04092  
(207) 772-1265  
Fax: (207) 761-9013

Robert F. Jump, Principal  
Maurice E. Bouchard, Principal

**Retailer Services:**

Complete computer consulting services for the building materials industry for: system selection assistance, trouble shooting, auditing, systems and procedures reviews and assistance for most computer systems.

**L. I. LAMINATES INC.**  
35 Engineers Rd.  
Hauppauge, NY 11788  
(800) 221-5454; (516) 434-3210 (NY)  
Fax: (516) 434-3115  
Toll-Free: (800) 221-5454

**LONG ISLAND WHOLESALE INC.**  
315 Bayview Ave.  
Amityville, NY 11701  
(516) 598-6000  
Fax: (516) 598-6020

Abraham Pottish, President  
Seth Pottish, Vice President  
Bob Spangler, Sales Manager

**LUMBER MUTUAL INSURANCE CO.**  
1 Speen St.  
P.O. Box 9165  
Framingham, MA 01701  
(508) 872-8191  
Fax: (508) 872-8623  
Toll-Free: (800) 245-8623

Stanley Briggs, Chief Operating Officer  
Jack Holmes, President  
John S. Hwilka, Vice President/Sales & Marketing

**Sales Representatives:**

Kevin Brown (716) 344-0946  
10 Montclair Ave. Batavia, NY 14020  
Territory covered: Rochester  
Charles Gallo (516) 567-8187  
481 Marseille Path  
P.O. Box 747 Sayville, NY 11782  
Territory covered: Long Island

Chris Harter (716) 934-4240  
2 Lighthouse Pt.  
P.O. Box 367 Silver Creek, NY 14136  
Territory covered: Buffalo

Robert Stamm (315) 656-8524  
245 Marsh Dr. Dewitt, NY 13214  
Territory covered: Syracuse

David E. Ostrom (518) 399-4697  
38 Stephens Ln. E.  
P.O. Box 2594 Scotia, NY 12302  
Territory covered: Director of Sales - Atlantic Region

Thomas E. Donovan (617) 871-2941  
60 Cushing Hill Rd. Hanover, MA 02339  
Territory covered: Eastern MA

William H. Edwards (603) 352-0621  
10 Red Oak Dr.  
HCR 33, P.O. Box 98 Keene, NH 03431  
Territory covered: Southern NH

Robert C. Haynes (401) 433-2966  
21 Poplar Ave. E. Providence, RI 02915  
Territory covered: RI

Douglas R. Johnson (802) 229-5005  
Kelton Rd.  
P.O. Box 250 E. Montpelier, VT 05651  
Territory covered: Northern VT, Northern NH

Lee Kimball (203) 824-1181  
P.O. Box 685 Canaan, CT 06018  
Territory covered: Western CT, Western MA

Charlotte Chick (207) 676-5886  
57 Old County Rd. S. Berwick, ME 03908  
Territory covered: Southern ME

Tracy A. MacLeod (508) 520-4388  
3 Mill River Cir. Franklin, MA 02038  
Territory covered: Eastern MA

David Sacco (203) 563-6604  
81 Copper Beech Dr.  
P.O. Box 5127 Rocky Hill, CT 06067  
Territory covered: Eastern MA, Eastern CT

Lewis Castle (802) 462-3640  
RD 2, Box 1092 Middlebury, VT 05753  
Territory covered: Southern VT

Tom Gyscek (508) 278-6671  
53 Brookside Dr.  
P.O. Box 730 Uxbridge, MA 01569  
Territory covered: Regional Director of Sales, N.E. Region

Sally Merchant  
P.O. Box 1127, Box 244B Northeast Harbor, ME 04662  
Territory covered: Maine

See advertisement on Fourth Cover

**MAI SYSTEMS**  
690 Canton St., Westwood Business Centre  
Suite 120  
Westwood, MA 02090  
(617) 329-3800

**MCS INC.**  
POS/MIMS  
400 Penn Center Blvd.  
Pittsburgh, PA 15235  
(412) 823-7440  
Fax: (412) 823-7566  
Toll-Free: (PA) (800) 346-7146  
Toll-Free: (800) 325-1679

Nick Kakavis, President

Pete McConnell, Vice President  
Dale Roddy, Regional Sales Manager/  
Northeast  
John Riggs, Regional Sales Manager/  
East/Southeast

**Branch Offices:**

MCS Inc. - POS/MIMS  
Schenectady, NY 12306  
Fred Leiby, Sales Representative  
(800) 325-1679

MCS Inc. - POS/MIMS  
Philadelphia, PA 18974  
Ed Ashe, Sales Representative  
(800) 325-1679; (PA) (800) 346-7146

**Sales Representatives:**

Fred Leiby (800) 325-1679  
59 Crestwood Dr. Schenectady, NY 12306

Territory covered: Eastern NY, VT, MA, CT, NH, ME

Ed Ashe (800) 325-1679  
194 Gibson Ave. Philadelphia, PA 18974  
Territory covered: Eastern PA, NJ, MD

Bill DeCroce (412) 823-7440  
400 Penn Center Blvd. Pittsburgh, PA 15235

Territory covered: Western PA, Western NY, OH

See advertisement on page 55

**M & M MILLWORK**  
40 Mead St.  
Seekonk, MA 02771  
(508) 336-3493  
Fax: (508) 336-4245

**MSR INC.**  
Downsville Stone Co.  
110 N. Main St.  
Middleton, CT 06457  
(203) 346-9234  
Fax: (203) 346-0302  
Toll-Free: (800) 922-4946

I. Irving Hoberman, General Manager  
Barry Hoberman, Assistant General Manager

**Sales Representatives:**

Mark Hoberman  
P.O. Box 26 Westbrook, CT 06498  
Territory covered: CT, MA, RI

James Newsom (203) 342-3245  
48 Bartlett St. Portland, CT 06480  
Territory covered: CT, MA, RI

**MACMILLAN BLOEDEL BUILDING MATERIALS**  
Mill Pond Rd.  
Walpole, MA 02081  
Fax: (508) 668-9400  
Toll-Free: MA (800) 982-4750  
Toll-Free: (N.E.) (800) 225-4618

Don Jacobs, Warehouse Manager

**Sales Representatives:**

Peter Borsari  
Kevin Stanton  
Joe Manning

(continued)



**MACMILLAN BLOEDEL BUILDING  
MATERIALS**  
(continued)

Ed Statkiewicz  
Barbara Allen  
Lee Cote  
Charles Coombs

**MAGEE-FINE LUMBER CO.**  
P.O. Box 1717  
Union, NJ 07083  
(201) 351-4400

**MAJOR BUILDING PRODUCTS  
WHOLESALE INC.**  
205 Peconic Ave.  
P.O. Box 475  
Medford, NY 11763  
(516) 654-3555  
Fax: (516) 475-2525  
Toll-Free: (800) 777-3555

**Sales Representatives:**

Dianne Norton (516) 654-3555  
205 Peconic Ave.  
P.O. Box 475 Medford, NY 11763  
Thomas Ducz (516) 654-3555  
205 Peconic Ave.  
P.O. Box 475 Medford, NY 11763

**MANDRAGOURAS, POWERS & CO. PC**  
One Essex Center Dr.  
Peabody, MA 01960-2997  
(508) 532-4415  
Fax: (508) 977-9364

Peter G. Mandragouras, President

**MANHATTAN DOOR CORP.**  
15 Rewe St.  
Brooklyn, NY 11211  
(718) 963-1111  
Fax: (718) 387-7941

**MANHATTAN LAMINATES LTD.**  
520 W. 36th St.  
New York, NY 10018  
(212) 239-8588  
Fax: (212) 967-0504

Ken Bookspan, President  
Ruth Rosenberg, Controller  
Dan Brociner, General Manager  
Paul Caruso, Operations Manager

**Sales Representatives:**

Dan C. Brociner (212) 239-8588  
520 W. 36th St. New York, NY 10018  
Territory covered: NYC  
Neil Napolitano (212) 239-8588  
520 W. 36th St. New York, NY 10018  
Territory covered: NYC

**MARITIME LUMBER LTD.**  
P.O. Box 850  
Woodstock, NB E0J 2B0 Canada  
(506) 328-9931  
Fax: (506) 328-4639  
Toll-Free: (800) 561-0031

Cyril B. Ross, President  
Peter C. Hall, Vice President  
Helen M. Ross, Secretary/Treasurer

**Branch Offices:**

Maritime Lumber Ltd.  
5050 Dufferin St.  
Suite 203  
Downsview, ON M3H 5T5 Canada  
John D. Parsons  
(416) 665-9127  
Maritime Lumber Ltd.  
P.O. Box 99  
Ville Degelis, PQ G0L 1H0 Canada  
Gilles F. Martel  
(418) 853-2277

**Sales Representatives:**

Locke E. Perry (506) 328-9931  
P.O. Box 850 Woodstock, NB E0J 2B0  
Canada  
Territory covered: Canadian Atlantic  
Provinces  
Ruth A. Hall (506) 328-9931  
P.O. Box 850 Woodstock, NB E0J 2B0  
Canada  
Territory covered: Canadian Atlantic  
Provinces  
Ivan R. Cowperthwaite (506) 328-9931  
P.O. Box 850 Woodstock, NB E0J 2B0  
Canada  
Territory covered: ME, NH, MA

**MARKETECH MARKETING SERVICES**  
1631 Millersville Pike  
P.O. Box 1581  
Lancaster, PA 17603  
(717) 397-5007  
Fax: (717) 291-2232

Jerry Rodgers, Vice President/Sales &  
Marketing  
Kent Rodgers, Account Manager  
G. Gerald Beane, President

**Sales Representatives:**

Jerry Rodgers (215) 374-8626  
717 N. 5th Ave. Reading, PA 19601  
Territory covered: Middle Atlantic States  
Kent Rodgers  
30 West St. Hadley, MA 01035  
Territory covered: Eastern NY, New  
England

**MARLIN LUMBER SALES CORP.**  
P.O. Box 143  
Albertson, NY 11507  
(516) 746-3661

**THE MARSHALL COMPANY**  
4770 Van Epps Rd.  
Cleveland, OH 44131  
(216) 351-4770  
Fax: (216) 351-2587  
Toll-Free: (800) 362-0360

Marc S. Safier, President

James T. Lee, Operations Manager  
Steven Shuck, Customer Service  
Manager  
Rosemarie Klein, Office Manager

**Sales Representatives:**

Mark Adams (716) 282-4489  
510 22nd St. Niagara Falls, NY 14301  
Territory covered: NY

See advertisement on page 71

**MARTIN MILLWORK INC.**  
983 Page Blvd.  
P.O. Box 2859  
Springfield, MA 01101  
(413) 788-9634  
Fax: (413) 746-2434  
Toll-Free: (MA) (800) 262-3100  
Wats: (NE) (800) 343-3115

Carl B. Martin III, President  
Terry Chadbourne, Executive Vice  
President  
Bradford L. Campbell, Vice President/  
Sales Manager  
Frederick A. Poland Jr., Vice President/  
Purchasing Manager

**Sales Representatives:**

Irvin J. Batiste (413) 782-3668  
287 Ambrose St. Springfield, MA 01109  
Territory covered: CT  
Louis A. Trottier Jr. (508) 943-4734  
51 Granite St. Webster, MA 01570  
Territory covered: Eastern MA  
Herbert F. Cowles (413) 596-9535  
2205 Boston Rd. B16 Wilbraham, MA  
01095  
Territory covered: Western MA, Southern  
VT  
Carl E. Enberg (508) 829-2078  
19 Redgate Ln. Holden, MA 01520  
Territory covered: Southern NH, Southern  
ME  
Robert P. Beauchaine (401) 333-0557  
1305 Wake Robin Rd. Lincoln, RI 02865  
Territory covered: RI, Cape Cod  
Jay M. Smith (508) 372-5370 old  
736 Bullard St. Holden, MA 01520-2903  
Territory covered: Architectural  
Representative, NE

**MARVIN WINDOWS**  
8043 24th Ave. S.  
Minneapolis, MN 55420  
(218) 386-1430

**MASBACK SENTRY HARDWARE CO.**  
2400 83rd St.  
N. Bergen, NJ 07047  
(201) 861-2900

Jim Cook, Field Sales Manager



**MASONITE CORP.**  
Building Products Group  
The Atrium at Greentree Commons  
Building 11,000, Suite 10  
Marlton, NJ 08053  
(609) 596-8688  
Fax: (609) 596-9760  
Toll-Free: (800) 225-1436

**Sales Representatives:**

Ralph R. Enos (508) 682-9638  
51 Haymeadow Rd. N. Andover, MA  
01845

*Territory covered:* N.E.

Tim F. Devine (716) 649-6461  
89 Mark Ave. Hamburg, NY 14075  
*Territory covered:* Upstate NY, Northern  
PA

M.R. Walton (301) 461-9050  
10075 Green Clover Dr. Ellicott City, MD  
21043

*Territory covered:* Southeast PA, NJ

See advertisement on pages 1, 152

**MASTER MILLWORK INDUSTRIES INC.**  
579 Brook St.  
P.O. Box 389  
Garden City, NY 11530  
(516) 222-1300  
Fax: (516) 228-9671

Chris Sexton, Sales Coordinator  
Chris Cruz, Customer Service Supervisor  
Neil Napolitano, Inside Sales  
Richard Leyva, Inside Sales  
Daniel Malone, Inside Sales

**Branch Offices:**

Master Millwork Industries Inc.  
2200 Artic Ave.  
Bohemia, NY 11716  
Terry O'Connell, Manager  
(516) 563-3334

Manhattan Laminates Ltd.  
520 W. 36th St.  
New York, NY 10018  
Dan Brociner, Manager  
(212) 239-8588

**Retailer Services:**

Free delivery (NY metro area); product and  
fabrication training; field sales force; specifi-  
cation assistance.

**Sales Representatives:**

Dave Sterling (516) 222-1300  
Tom Lamontanaro (516) 222-1300  
Mark Chasen (718) 895-1278  
Jim Knowles (718) 895-1278  
Helene Gottlieb (516) 222-1300  
Brandt Abrams (212) 239-8588  
Jim Davis (212) 239-8588

**MAXWELL LUMBER CORP.**  
211 W. 18th St.  
New York, NY 10011  
(718) 784-5230  
Fax: (718) 784-1422

Marc Bernstein, President

**LAWRENCE R. MCCOY & CO. INC.**  
120 Front St.  
Worcester Center  
Worcester, MA 01608-1444  
(508) 798-7575  
Fax: (508) 798-7515  
Toll-Free: (800) 346-2269

Henry S. Poler, President/CEO  
Theodore E. Haringa, Treasurer  
Robert M. Paulson, Vice President

**Sales Representatives:**

John R. Barnwell (617) 934-6966  
236 Washington St. Duxbury, MA 02332  
*Territory covered:* MA, Nurseries/  
Hardwoods

Martin L. Bowers Jr. (215) 399-1120  
1101 Ashford Ln. W. Chester, PA 19380  
*Territory covered:* PA

Ronald J. Cashman (508) 798-7516  
100 Front St. Worcester, MA 01608  
*Territory covered:* MA

Richard D. Donley (301) 360-9696  
1745 Banbury Rd. Gibson Island, MD  
21056  
*Territory covered:* MD

Gerald Greenberg (516) 549-5077  
19 Nevinwood Pl. Huntington Station, LI,  
NY 11746  
*Territory covered:* NY

Donald E. Hudson (813) 644-3020  
6700 S. Florida Ave. 4 Lakeland, FL  
33803  
*Territory covered:* Flooring

Nicholas M. Knight (207) 829-4503  
22 Mill Ridge Rd. Cumberland, ME 04021  
*Territory covered:* ME

James G. McCann (508) 798-7538  
100 Front St. Worcester, MA 01608  
*Territory covered:* MA

Frank F. Peard Jr. (617) 934-0516  
P.O. Box 2811 Duxbury, MA 02331  
*Territory covered:* Carpet Strip

Glenn D. Price (914) 878-4619  
RR 1  
P.O. Box 370D Pawling, NY 12564  
*Territory covered:* NY

Donald S. Raleigh (315) 655-9119  
28 Windmill Courts/Clark Cazenovia, NY  
13035  
*Territory covered:* NY

Louis Salemy (201) 654-4974  
303 Garrett Rd. Mountainside, NJ 07092  
*Territory covered:* NJ

Peter D. Steer (603) 868-1580  
P.O. Box 899 Durham, NH 03824  
*Territory covered:* NH

See advertisement on page 33

**MCGRATH WHOLESALE FOREST  
PRODUCTS**  
P.O. Box 238  
S. Yarmouth, MA 02664  
(508) 394-2124

**Sales Representatives:**

Dick McGrath (508) 760-3685  
67 Lakefield Rd. S. Yarmouth, MA 02664  
*Territory covered:* MA

Larry McGrath (508) 394-2124  
P.O. Box 238 S. Yarmouth, MA 02664  
*Territory covered:* MA

**J. GIBSON MCILVAIN LUMBER CO.**  
127 Rock Ave.  
P.O. Box 294  
Danielson, CT 06239  
(203) 774-4930

**GEORGE MCQUESTEN CO. INC.**  
Iron Horse Park  
N. Billerica, MA 01862  
(508) 663-3435  
Fax: (508) 667-0934

Eliot I. Snider, Chairman/Treasurer  
Richard B. Starrak, President/General  
Manager  
Thornton L. Ritz, Vice President  
Jacqui Gardiner, Vice President/  
Controller

**Branch Offices:**

Geo. McQuesten Co. Inc.  
Northeastern Industrial Park  
Guilderland Center, NY 12085  
Gregory D. Tuttle, Branch Manager  
(518) 861-5131

Geo. McQuesten Co. Inc.  
66 Catamount Dr.  
Milton, VT 05468  
Phillip M. Payne, Branch Manager  
(802) 893-2677

Geo. McQuesten Co. Inc.  
45 Freight St.  
Waterbury, CT 06702  
Bud Stockmon, Branch Manager - Sales  
(203) 239-7811

Richardson Dana  
Div. of Geo. McQuesten Co. Inc.  
165 Presumpscott St.  
Portland, ME 04103  
Irving Hibbard, Manager - Vice President  
(207) 773-0227

**Retailer Services:**

Milling facilities - surfacing, re-sawing your  
lumber or ours. Delivery. Structural wood  
product specialist.

**Sales Representatives:**

Randall P. Phillips (508) 399-8370  
Bellingham, MA

*Territory covered:* RI

Albert E. Saunders (508) 663-3435  
Barrington, RI

*Territory covered:* MA

Frank McCarthy (508) 663-3435

James Zlotnick (518) 861-5131  
Guilderland Ctr., NY

*Territory covered:* Albany, NY & North,  
Western MA, Southern VT

Ray Donovan (518) 861-5131  
Guilderland Ctr., NY

*Territory covered:* Albany, NY & South

Kent Debbold (315) 656-3316  
Syracuse, NY

*Territory covered:* Syracuse, Albany, NY &  
West

Wesley Robichaud (603) 726-7624

Bud Stockmon (203) 239-7811

Paul Groppi (508) 663-3435  
N. Billerica, MA 01862  
*(continued)*



**GEORGE MCQUESTEN CO. INC.**  
(continued)

Win Smith (207) 773-0227  
Portland, ME

Jack Wildanger (508) 636-6260  
Westport, MA

Paul Snider - National Accounts Manager  
(508) 663-3435

**R.S. MEANS CO. INC.**  
Trade Sales  
100 Construction Plaza  
Kingston, MA 02364-0800  
(617) 585-7880  
Fax: (617) 585-7466  
Toll-Free: (800) 448-8182

**MECHANICS BUILDING MATERIALS CO. INC.**  
82-40 73rd Ave.  
Glendale, NY 11385  
(718) 381-6600  
Fax: (718) 381-9442  
Toll-Free: (800) 464-2468

Michael Schwartz, President  
Norman Kalish, Vice President/Sales  
Donald Ruffilo, Vice President/Marketing  
Emilio Pena, Vice President/Operations  
Joseph Ameres, Controller

**Branch Offices:**

Mechanics Building Materials Co. Inc.  
20 Evergreen Place  
Deer Park, NY 11729  
Steve Brienza, Branch Manager  
(516) 254-2440

**MERLIN PRINTING INC.**  
51 Heisser Ln.  
Farmingdale, NY 11735  
(516) 694-7630

See advertisement on page 93

**R.A. MILLER HARDWOOD CO. INC.**  
35 Industrial Dr.  
N. Tonawanda, NY 14120  
(716) 694-0562  
Fax: (716) 694-0966

Robert L. Miller, Vice President/  
Purchasing  
Kevin D. Barnett, Vice President/Mill  
Operations  
James G. Gale, Controller

**Sales Representatives:**

Kevin D. Barnett (716) 694-0562  
35 Industrial Dr. N. Tonawanda, NY 14120

Territory covered: Ontario

Thomas P. Harper (716) 694-0562  
35 Industrial Dr. N. Tonawanda, NY 14120

Territory covered: NY

Mike Lang (716) 694-0562  
35 Industrial Dr. N. Tonawanda, NY 14120

Territory covered: Southern NY State, PA

**MILLWORK SPECIALTIES INC.**  
Rt. 5  
HCR 72, P.O. Box 2260  
E. Waterboro, ME 04030  
(207) 463-1141  
Fax: (207) 247-3131

Wade G. Junkins, President/Owner  
Merle C. Goodins, Sales Representative  
Roland Gendron, Shop Supervisor

**Sales Representatives:**

Merle C. Googins (207) 247-4830  
Cornish, ME

Territory covered: ME, MA, NH

**MILLWORK SPECIALTIES INC.**  
45 Learned St.  
Albany, NY 12207  
(518) 463-1141  
Fax: (518) 463-3133  
Toll-Free: (NY) (800) 342-2266

Richard Krakower, President  
Stephen Krakower, Vice President

**Sales Representatives:**

Joe Herbst (518) 463-1141  
Terry Henry (518) 463-1141  
Joe Gatta (518) 463-1141

See advertisement on page 151

**MITCHELL ASSOCIATES INC.**  
399 Neponset St.  
Canton, MA 02021  
(617) 828-6238  
Fax: (617) 821-4326  
Toll-Free: (800) 533-2533

Patricia A. Joyce, Operations Manager/  
Outside Sales  
Karen Mack, Computer Operator/Sales  
Service

**Sales Representatives:**

Donald M. Howell (315) 662-7012  
8882 5 Road E. Delphi Falls, NY 13051

Territory covered: Upstate NY

Paul T. Mitchell (617) 828-0638  
12 Carey Cir. Canton, MA 02021

Territory covered: N.E., NY

**MONROE/PALBURN INC.**  
3254 Clinton St.  
P.O. Box 348  
Buffalo, NY 14224  
(716) 668-1233  
Fax: (716) 668-2954

Michael J. Lischer, President  
David E. Denué, Vice President  
Andrea J. Lischer, Secretary/Treasurer  
Frank D. Constantino, Sales  
Representative

**Retailer Services:**

Direct C/L and T/L shipments; distribution  
yard (Buffalo, NY); reload (Niagara Falls, On-  
tario; Montreal, Quebec; Buffalo, NY).

**MONSEY PRODUCTS**  
430 Hudson River Rd.  
P.O. Box 309  
Waterford, NY 12188  
(518) 235-7525  
Fax: (518) 235-7602  
Toll-Free: (800) 833-3443

Harvey Gross, General Manager

**Sales Representatives:**

Dan Reilly  
P.O. Box 3336 Enfield, CT 06082  
(203) 745-2350

Territory covered: N.E.

Joe Sirianni (800) 833-3443  
430 Hudson River Rd. Waterford, NY 12188

Territory covered: NY

**MOORE BUSINESS FORMS & SYSTEMS DIVISION**  
1001 Buffalo Ave.  
Niagara Falls, NY 14302  
(716) 286-2229  
Fax: (716) 286-2298

**Sales Representatives:**

Sue Taverna (800) 447-3000  
30 Hazelwood Amherst, NY 14150

See advertisement on page 134

**MOR-LITE DISTRIBUTORS INC.**  
21 Industrial Rd.  
Walpole, MA 02081  
(508) 660-1000  
Fax: (508) 668-3453  
Toll-Free: (800) 937-1233

James Rapoza, General Manager  
Paul Ryan & Margaret Coughlin & Bob  
Carroll, Product Managers  
Russ Pike, Production Manager

**Retailer Services:**

Clinics, Architect calls, Displays

**Sales Representatives:**

Bob Osborn (508) 660-1000  
21 Industrial Rd. Walpole, MA 02081

Territory covered: Eastern MA

Gary Powell (508) 660-1000  
21 Industrial Rd. Walpole, MA 02081

Territory covered: RI, Cape Cod,  
Southeastern MA, Eastern CT

Jim Myers (508) 660-1000  
21 Industrial Rd. Walpole, MA 02081

Territory covered: NH, MA

Wayne Burkett (508) 660-1000  
21 Industrial Rd. Walpole, MA 02081

Territory covered: CT

John Boyle (508) 660-1000  
21 Industrial Rd. Walpole, MA 02081

Territory covered: Western MA

(continued)



**MOR-LITE DISTRIBUTORS INC.**  
(continued)

William Bowdren (508) 660-1000  
21 Industrial Rd. Walpole, MA 02081  
Territory covered: ME

Paul Murphy (508) 660-1000  
21 Industrial Rd. Walpole, MA 02081  
Territory covered: Eastern MA

**MORGAN PRODUCTS LTD.**  
601 Oregon St.  
P.O. Box 2446  
Oshkosh, WI 54093  
(414) 235-7170

**MORRISON PLYWOOD INC.**  
40 Ballard St.  
Worcester, MA 01607-1440  
(508) 754-2211  
Fax: (508) 754-0659  
Toll-Free: (800) 955-1299

**Branch Offices:**

Northeast Door Corporation  
P.O. Box 351  
Greendale Station  
Worcester, MA 01606  
Eric N. Willard, President  
(800) 388-7760

**Sales Representatives:**

Carol M. Willard (800) 955-1299  
40 Ballard St. Worcester, MA 01607  
Territory covered: New England

**JOHN E. MUTONE CO. INC.**  
50 Haynes Ct.  
Ronkonkoma, NY 11779  
(516) 981-8700  
Fax: (516) 981-1178  
Toll-Free: (NYC) (800) 447-0787

**NANTUCKET POST CAP**  
118 Long Lots Rd.  
Westport, CT 06880  
(203) 227-7669  
Fax: (203) 227-7669

**Sales Representatives:**

Webster Ray (203) 227-7669  
118 Long Lots Rd. Westport, CT 06880  
Territory covered: East

**NASH LUMBER CORP.**  
143 Pine Aire Dr.  
Bayshore, NY 11706  
(516) 231-9595

Harold Kaiser, President  
Al DeMes, Vice President  
Anthony Casello, Vice President

**NASSAU SUFFOLK LUMBER & SUPPLY CO.**  
333 Hallock Rd.  
Port Jefferson Sta., NY 11776  
(516) 928-1515

**NATIONAL ADVERTISING SPECIALTIES CORP.**

775 University Ave.  
Rochester, NY 14607  
(716) 473-5172  
Fax: (716) 473-5177

Bonita H. Stanko, President

**Branch Offices:**

Nation Business Forms  
775 University Ave.  
Rochester, NY 14607  
Dennis A. Stanko, Vice President  
(716) 473-5172; FAX: (716) 473-5177

**Sales Representatives:**

Dennis A. Stanko (716) 473-5172  
775 University Ave. Rochester, NY 14607

**NATIONAL COOPERATIVE BANK**

1630 Connecticut Ave. N.W.  
Washington, DC 20009  
(202) 745-4600  
Fax: (202) 745-3781  
Toll-Free: (800) 955-9622

**THE NATIONAL HOME CENTER SHOW**

1400 Knightsbridge Pkwy.  
P.O. Box 1400  
Lincolnshire, IL 60069  
(708) 634-2600  
Fax: (708) 634-4379  
Toll-Free: (800) 642-7469

John Berry, Vice President/Director  
Trade Show Div.  
Debra L. Bruce, Industry Relations  
Manager  
Harry Franta, Director/Education &  
Special Events

**Retailer Services:**

Provide an annual exhibition of over 1,200 home improvement product manufacturers and distributors as well as a complete educational program.

**NATIONAL NAIL CORP.**  
5985 Tarbell Rd.  
Syracuse, NY 13206  
(315) 463-0237  
Fax: (315) 463-8496  
Toll-Free: (800) 521-1115

Michael Prosser, Branch Manager  
Ray Kent, Warehouse Manager  
Teri Paddock, Customer Service

**Sales Representatives:**

Steve Walsh  
E. Syracuse, NY 13057  
Territory covered: Central NY

Bill Connolly

Harveys Lake, PA 18618  
Territory covered: Northern PA, Southern NY

Tom Reilly

Fredonia, NY 14063  
Territory covered: Buffalo, Rochester

**NATIONAL PENSION SERVICE INC.**

71 Grey Rocks Rd.  
Wilton, CT 06897  
(203) 762-1909  
Fax: (203) 762-1348

See advertisement on page 57

**NATIONAL PLAN SERVICE**

435 W. Fullerton Ave.  
Elmhurst, IL 60126-9963  
(708) 833-0640  
Fax: (708) 833-4056

Warren W. Byrne, President/CEO  
Randy Byrne, Vice President/Information Systems  
Steve Kowalewski, Controller  
Marty Schimel, Credit Manager

**Retailer Services:**

PlainView computer software & NPS gold packaged home programs. In store service.

**Sales Representatives:**

Robert B. Ellsworth (708) 833-0640  
435 W. Fullerton Ave. Elmhurst, IL 60126-9963

Territory covered: Eastern Regional Manager

Robert J. Weishaupt (301) 643-1277  
12 Central Ave.  
P.O. Box 730 Ridgely, MD 21660-0730  
Territory covered: PA, NJ

James A. Hawkins (401) 823-8337  
22 Glenwood Dr. Coventry, RI 02816  
Territory covered: CT, ME, MA, NH, NY, RI, VT

James B. Hitt (614) 344-6417  
872 W. Locust St. Newark, OH 43055-2725

Territory covered: Western NY

**NEW ENGLAND LUMBER SPECIALTIES INC.**

365 Liberty St.  
Springfield, MA 01104  
(413) 731-5954  
Fax: (413) 731-5924  
Toll-Free: (800) 541-8619

Matt Skerry, Sales Representative/E.  
MA, VT, NH  
Randy Micheals, Inside Sales  
Sheree Lolos, Inside Sales  
Estelle Brinegar, Office Supervisor

**Sales Representatives:**

Edward T. Mis  
12 Edith Rd. Vernon, CT 06066  
Territory covered: Western MA, CT, RI  
(continued)



**NEW ENGLAND LUMBER SPECIALTIES INC.**

(continued)

Matt Skerry  
391 High St. Hampton, NH 03842  
#3 East  
Territory covered: Eastern MA, VT, NH

**NEW ENGLAND MILLWORK DISTRIBUTORS**  
60 Hill Top St.  
P.O. Box 205  
Dorchester, MA 02124  
(617) 282-8770

**NOMIX CORPORATION**  
411 Stillson Rd.  
Fairfield, CT 06430  
(203) 366-5600  
Fax: (203) 336-7939  
Toll-Free: (800) 426-6649

Tom Barry, Sales Representative  
Paul Jakimec, Sales Representative  
Rick Dufresne, National Sales Manager

**Branch Offices:**

Watta-Crete Co. Inc.  
Clayton Rd.  
Canaan, CT 06018  
Don Ruggles, Vice President/Sales  
(203) 824-7733

Conproco Corp.  
24 Industrial Park Dr.  
Hooksett, NH 03106  
Chris Brown, President  
(603) 626-5100

**Retailer Services:**

In store promotional material national advertising.

**Sales Representatives:**

Tom Barry (401) 822-0574  
83 Pitman Rd. Warwick, RI 02886  
Territory covered: NE

Paul Jakimec (201) 473-6044  
67 Hackberry Place Clifton, NJ 07013  
Territory covered: NY, LI, NJ

**NORTH ATLANTIC MILLWORK CORP.**  
22 Patton Rd.  
Rumford, RI 02916  
(401) 438-5800  
Fax: (401) 434-6509

Henry Skerry Sr., President  
William K. Gilbert, Treasurer  
Gary Fox, Executive Vice President  
Richard G. Gladu, Vice President/Sales & Marketing

**Branch Offices:**

North Atlantic Millwork Corp.  
1380 Sheridan St.  
Chicopee, MA 01022  
Bruce Meekin, Branch Manager  
(413) 593-1411

**Sales Representatives:**

Arthur Boucher  
Peter Neal  
Michael Morse

William Cibien  
Albert Patuto

**NORTH COUNTIES SUPPLY CO. INC.**  
Sand St.  
P.O. Box 179  
Philadelphia, NY 13673  
(315) 642-3401  
Fax: (315) 642-5052  
Toll-Free: (800) 721-2255

Marvin K. Bourcy, Secretary/Manager

**Sales Representatives:**

Thomas C. Boni (315) 493-3241  
Cole Rd. Carthage, NY 13619  
Territory covered: Northern NY & South to Utica NY

**NORTH EAST SALES CORP.**  
1525 S. Washington Ave.  
Piscataway, NJ 08854  
(201) 752-4644

**NORTHEAST LUMBER SALES INC.**  
140 Golden St.  
Meriden, CT 06450  
(203) 238-2888  
Fax: (203) 630-2766  
Toll-Free: (CT) (800) 982-3880  
Toll-Free: (800) 243-3748

L. R. Cantliffe Jr., President/General Manager  
John Sioch, Operations Manager

**Retailer Services:**

Custom millwork facilities available; advertising & technical literature; product knowledge & contractor meetings; in-store clinics; dealer displays & samples; dealers employee training programs; showroom & facilities available for customers; wholesale distribution yard & delivery service.

**NORTHEAST PREFERRED INSURANCE INC.**  
15 Constitution Dr.  
Bedford, NH 03110  
(603) 472-2636  
Fax: (603) 472-7290

William E. Scavone, Vice President

**NORTHEAST TREATERS INC.**  
201 Old Springfield Rd.  
Belchertown, MA 01007  
(413) 323-7811  
Fax: (413) 323-7840  
Toll-Free: (800) 648-7328

David A. Reed, President  
Carl C. Dirkes, Sales Manager  
Debra L. Boyce, Office Manager

**Sales Representatives:**

Carl C. Dirkes (413) 323-7811  
201 Old Springfield Rd. Belchertown, MA 01007

Territory covered: NE

**NUTMEG FOREST PRODUCTS INC.**  
111 Beach Rd.  
P.O. Box 689  
Fairfield, CT 06430  
(203) 255-1053  
Fax: (203) 254-3519  
Toll-Free: (800) 695-3864

William J. O'Brien, Lumber Trader  
Daniel J. O'Brien, Lumber Trader  
Catherine O'Brien Porter, Lumber Trader  
James N. O'Brien, President

**Sales Representatives:**

William J. O'Brien (203) 255-1053  
111 Beach Rd.  
P.O. Box 689 Fairfield, CT 06430  
Territory covered: NY, CT, MA, RI

Daniel J. O'Brien (203) 255-1053  
P.O. Box 689 Fairfield, CT 06430  
Territory covered: NY, CT, MA, RI

Catherine J. O'Brien (203) 255-1053  
P.O. Box 689 Fairfield, CT 06430  
Territory covered: NY, CT, MA, RI

**OLD FASHION WINDOWS O.F.W.**  
168 McWhorter St.  
Newark, NJ 07105  
(201) 589-3181  
Fax: (201) 817-7570

**OWENS-CORNING FIBERGLAS CORP.**  
25 Braintree Hill Park  
Suite 305  
Braintree, MA 02184  
(617) 849-1340  
Fax: (617) 843-3839

Peter A. Donahue, District Sales Manager

**PDJ COMPONENTS INC.**  
P.O. Box 574  
Rt. 17M  
Chester, NY 10918  
(914) 469-9191  
Fax: (914) 469-4611

George W. Ketchum, President  
Pamela C. Ketchum, Vice President  
Gerald Lounsbury, General Manager

**PMI LUMBER TRANSFER INC.**  
P.O. Box 595  
Newport, VT 05855  
(802) 334-5011



**PACKAGE PAVEMENT CO. INC.**  
Rt. 52  
P.O. Box 408  
Stormville, NY 12582  
(914) 221-2224  
Fax: (914) 221-0433  
Toll-Free: (NY) (800) 942-4027  
Toll-Free: (Outside NY) (800) 431-8193

Frank Doherty, President  
Paul E. Doherty, Vice President  
Eileen C. Doherty, Vice President  
Angelo Bonvenuto, Sales & Marketing  
Manager

**Retailer Services:**

We make direct delivery of materials to lumber, hardware, building materials stores and nurseries. Banners, literature and project instruction centers supplied. Product demonstrations for retail customers, free of charge. Truck with forklift available. Mixed loads favored. Product seminars arranged for employee training. Monthly customer promotions and co-op advertising programs generously sponsored.

**Sales Representatives:**

Jim King (914) 889-4714  
Staatsburgh, NY 12580  
Thomas Spindler (516) 249-2738  
Old Bethpage, NY 11804  
Paul Young (908) 852-4591  
Schooley's Mountain, NJ 07870  
William Fleshood (203) 798-8195  
Danbury, CT 06811

See advertisement on page 3

**PARKWOOD NEW ENGLAND**  
3163 Mystic Valley Pkwy.  
Medford, MA 02155  
(617) 395-9000

**PATRIOT HARDWOOD FLOORS & SUPPLY INC.**  
180 New Boston St.  
Woburn, MA 01801  
(617) 932-9590  
Fax: (617) 937-0677  
Toll-Free: (800) 334-7810

**Sales Representatives:**

Joe Buckley (800) 334-7810  
180 New Boston St. Woburn, MA 01801  
Territory covered: North of Boston, NH,  
ME, VT  
Joe Craven (800) 334-7810  
180 New Boston St. Woburn, MA 01801  
Territory covered: South of Boston, RI, CT  
Marc Saulnier (800) 334-7810  
180 New Boston St. Woburn, MA 01801  
Territory covered: Greater Boston

See advertisement on page 100

**PEACHTREE DOORS & WINDOWS**  
Peachtree Industrial Blvd.  
P.O. Box 5700  
Norcross, GA 30091-5700  
(404) 497-2000

**Sales Representatives:**

Michael E. Johnson (207) 829-3626  
P.O. Box 337 Cumberland Ctr., ME 04021  
Territory covered: ME  
Sparky B. Godiksen (203) 653-0194  
221 Loomis St. N. Granby, CT 06060  
Territory covered: NY, CT, NH, VT  
Andrew J. Nelson (617) 934-5221  
P.O. Box 1822 Duxbury, MA 02331  
Territory covered: MA, RI

See advertisement on page 61

**PECONIC BAY FOREST PRODUCTS CORP.**

40 Seatuck Ave.  
P.O. Box 937  
Eastport, NY 11941  
(516) 325-8500  
Fax: (516) 325-8515  
Toll-Free: (800) 755-8515

Edward Burke, President  
Thomas Farmer, Secretary/Treasurer

**Sales Representatives:**

Al Olphie (516) 325-8500  
40 Seatuck Ave.  
P.O. Box 937 Eastport, NY 11941  
Territory covered: Long Island, Hudson  
Valley & CT

**PEERLESS SUPPLY CO.**  
Corner Rts. 116 & 6  
P.O. Box 276  
Scituate, RI 02857  
(401) 647-7455  
Fax: (401) 647-7680

**PENNSYLVANIA LUMBERMENS MUTUAL INSURANCE CO.**  
The Curtis Center  
Independence Square W.  
Philadelphia, PA 19106  
(215) 625-9233  
Fax: (215) 625-9097  
Toll-Free: (800) 752-1895

J. William Lee, President  
Richard J. Schmid, Senior Vice President  
John E. Rice, Vice President  
Gerald J. Healy Jr., Assistant Secretary/  
Field Division  
Michael R. Scafide, Regional Manager/  
Underwriting

**Sales Representatives:**

P. Leo Watson (315) 672-5534  
P.O. Box 325 Camillus, NY 13031  
Territory covered: Western New York  
Otto F. Hilbert (518) 436-8054  
34 Park Ln. S.  
Apt. 9 Menands, Albany, NY 12204  
Territory covered: Eastern NY  
Robert J. McSorley (516) 775-7777  
Floral Park Motor Lodge  
30 Jericho Tpke. Floral Park, NY 11001  
Territory covered: Metropolitan NY  
Patrick J. Gunn (516) 477-0824  
P.O. Box 581 E. Marion, NY 11939-0581  
Territory covered: LI

Sean M. Ahern (215) 860-9718  
52 Redwood Dr. Newtown, PA 18940  
Territory covered: Metropolitan NY

Gerard A. McCourt (516) 775-7777  
Floral Park Motor Lodge  
30 Jericho Tpke. Floral Park, NY 11001  
Territory covered: Metropolitan NY

Christopher B. Quinn (203) 572-5747  
P.O. Box 617 Mystic, CT 06355  
Territory covered: N.E.

See advertisement on front of  
Buyers' Tab

**PHILLIPS, LYTLE, HITCHCOCK, BLAINE & HUBER**  
1400 First Federal Plaza  
Rochester, NY 14614  
(716) 238-2000

**ARTHUR PLACE & COMPANY P.C.**  
1218 Central Ave.  
Albany, NY 12205  
(518) 459-8395  
Fax: (518) 459-8399

Arthur Place, Managing Shareholder

**PLUNKETT-WEBSTER INC.**  
2 Clinton Pl.  
P.O. Box 251  
New Rochelle, NY 10801-0251  
(914) 636-8770  
Fax: (914) 636-4477  
Telex: RCA 229 664

Robert G. Plunkett, President  
William S. Webster, Chief Financial  
Officer  
William E. Tufts, Vice President  
Robert M. Tiffany, Vice President  
James A. Daniels, Vice President

**Branch Offices:**

Plunkett-Webster Inc. - NJ  
2400 Hamilton Blvd.  
P.O. Box 274  
S. Plainfield, NJ 07080-0274  
Ronald M. Boag, General Manager  
(201) 755-5900; Fax (201) 755-8913

Plunkett-Webster Inc. - Dry Kiln Div.  
Rt. 36 S.  
P.O. Box 459  
Brookville, PA 15825-0459  
Harry Alexander, Hardwood Product  
Manager  
(814) 849-3011

Plunkett-Webster Inc.  
299 Strong Rd.  
P.O. Box 8  
S. Windsor, CT 06074-0008  
John C. Junod, General Manager  
(203) 528-2191; Fax (203) 528-2048

Plunkett-Webster Inc. - Eastwood Lumber  
Co.  
401 N. Midler Ave.  
P.O. Box 94  
Syracuse, NY 13206-0094  
William N. Schell, General Manager  
(315) 463-1182; Fax (315) 433-0962;  
Wats (800) 962-2696



**PLY GEM MANUFACTURING**  
201 Black Horse Pike  
Haddon Hgts., NJ 08035  
(609) 546-0704  
Fax: (609) 546-0539

Howard Steinberg, President  
Greg Hawks, National Sales Manager  
Al Shuman, National Marketing Manager  
Mark Schaefer, Industrial Sales Manager

**Branch Offices:**

Ply Gem Manufacturing Production Facility  
701 N. Broadway  
Gloucester City, NJ 08030  
Kerry Snyder, Customer Service Supervisor  
(609) 456-0003

Ply Gem Distribution Division  
One Dedham Pl.  
Suite 4  
Dedham, MA 02026  
Ed Linehan  
(617) 320-8222

Ply Gem Warehouse  
155 Price Pkwy.  
Farmingdale, NY 11735  
Pat Miller  
(516) 293-4560

Ply Gem Warehouse  
14 Gelb Ave.  
Union, NJ 07083  
Bob Klein  
(201) 688-0700

Allied Plywood Corp  
490 R. Rutherford Ave.  
Charlestown, MA 02129  
(617) 241-9300

Ply Gem Warehouse  
'E' St. & Erie Ave.  
P.O. Box 26928  
Philadelphia, PA 19134-1290  
Wayne Shuey  
(215) 426-8030

**Retailer Services:**

Displays, ad mats, seasonal sales promotions, training video, P.O.P. literature, personalized sales help.

**Sales Representatives:**

Mike Dunkes, Sales Manager  
(215) 867-7141  
P.O. Box 64 Hellertown, PA 18055  
Territory covered: Northeast

**PLYWOOD PLASTICS INC.**  
111 Tonawanda St.  
Buffalo, NY 14207  
(716) 875-0800  
Fax: (716) 875-8978  
Toll-Free: (800) 875-2920  
Wats: (800) 873-2920

Peter Koch, Vice President/  
Administration  
Jack Wall, Vice President/Sales  
Frank Simpson, Contoller  
Elizabeth Koch, Secretary

**Branch Offices:**

Plywood Plastics Inc.  
258 Burrows St.  
Rochester, NY 14606  
Douglas Parker, Vice President/General  
Manager  
(716) 458-3636

**Retailer Services:**

Display-consumer clinics advertising.

**Sales Representatives:**

Dan Meller  
Jos. Grew  
John Brenchley  
Joe Felice  
John Dunbar

**PLYWOOD SPECIALTIES INC.**  
744 McDonald Ave.  
Brooklyn, NY 11218  
(718) 871-2288  
Fax: (718) 883-0582

**POLY-AMERICA INC.**  
2000 W. Marshall Dr.  
Grand Prairie, TX 75051  
(214) 647-4374

**POLYMER ROOFS INC.**  
P.O. Box 755  
Cobleskill, NY 12043  
(518) 234-2561  
Fax: (518) 234-7329  
Toll-Free: (800) 724-0201

L. Gerald Tarantino, President  
Edward C. Lynk, Vice President  
Ernest P. Moore, Sales Manager

See advertisement on page 5

**PORTANOVA INC.**  
45 Freight St.  
Waterbury, CT 06703  
(203) 753-2328  
Fax: (203) 575-1768

**ROBERT P. POTTS & ASSOCIATES**  
2722 Fairmount  
Dallas, TX 75201  
(214) 871-8747  
Wats: (800) 255-5498

**Retailer Services:**

Designer of lumber yards, building materials centers, home centers and hardware stores.

**EDWARD J. PRETKO**  
c/o Luellen Insurance  
P.O. Box 14460  
Rochester, NY 14614  
(716) 325-7960  
Fax: (716) 325-5130

**PRIME PLYWOOD & PANEL INC.**  
74C Randall Pl.  
Springfield, MA 01108  
(413) 731-6991  
Fax: (413) 731-8784

**PRIME SOURCE/MILLER SUPPLY**  
Miller Supply  
315 Morgan Ln.  
W. Haven, CT 06516  
(203) 933-1100  
Fax: (203) 937-5575  
Toll-Free: (800) 745-3319

Jeff Trust, Branch Manager  
Rick Kish, Sales Manager  
Scott G. Smith, Marketing Manager  
Eric Westerlund, Warehouse/Shipping  
Manager  
Scott Becker, Wood Specialist

**Sales Representatives:**

Matt Devey (800) 745-3319  
315 Morgan Ln. W. Haven, CT 06516  
Territory covered: Westchester, Sullivan,  
Green Counties NY

Dave O'Donnell (800) 745-3319  
315 Morgan Ln. W. Haven, CT 06516  
Territory covered: Western CT, Western  
MA

John Stengal (800) 745-3319  
315 Morgan Ln. W. Haven, CT 06516  
Territory covered: Eastern CT, RI

Dave Baldino (800) 745-3319  
315 Morgan Ln. West Haven, CT 06516

**PRO MARKETING**  
75 Cedar St.  
Babylon, NY 11702  
(516) 321-9396  
Fax: (516) 321-9303

**Retailer Services:**

Product Knowledge Seminars Merchandising  
Services

**Sales Representatives:**

Rick Raschke (516) 321-9396  
75 Cedar St. Babylon, NY 11702

Gary Georges  
Howard Herr  
Gerry Fitzgerald

**PROCTOR WHOLESALE LUMBER CO.  
INC.**  
28 Central Dr.  
Port Washington, NY 11050  
(718) 821-1265



**PRUDENTIAL METAL SUPPLY CORP.**  
171 Milton St.  
P.O. Box 4159  
E. Dedham, MA 02026  
(617) 329-3232  
Fax: (617) 326-0752  
Toll-Free: (800) 444-9585  
Telex: 247324  
Wats: (800) 444-9585

Robert A. Kolikof, CEO  
Richard H. Roseman, President  
Martha L. Fisher, Comptroller

**Branch Offices:**

Prudential Southern Building Materials  
5070 Minola Dr.  
P.O. Box 1098  
Lithonia, GA 30058  
Carlos Villa, General Manager  
(404) 981-4002

Prudential Building Materials  
4241 SW 70th Ct.  
Miami, FL 33155  
Peter Daniels, President  
(305) 666-3321

Prudential Building Materials  
3741 Bryn Mawr St.  
Orlando, FL 32808  
Rick Stiskin, General Manager  
(407) 297-6226

Prudential Building Materials  
4500 Oak Cir.  
Boca Raton, FL 33431  
Doug Roseman, General Manager  
(407) 368-1616

**Retailer Services:**

Product training, co-op advertising, in-store inventory control, contractor meetings.

See advertisement on page 141

**QUANTUM MACHINE STAINED COATINGS**

196 Day St.  
P.O. Box 192  
W. Springfield, MA 01090  
(413) 731-5150  
Fax: (413) 731-5154

Anthony Frogameni, President

**Sales Representatives:**

Frank Muscaro  
84 Plantation Dr. Agawam, MA 01001  
Richard Botelho  
P.O. Box 524 Forrestdale, MA 02644  
Gus G. Pappas  
115 Almon Ave. W. Springfield, MA 01089

See advertisement on page 74

**QUEBEC DELEGATION IN NEW ENGLAND**

53 State St.  
Exchange Pl.  
Boston, MA 02109  
(617) 723-3366  
Fax: (617) 723-3659

**THE QUIKRETE COMPANIES**

69 Norman St.  
P.O. Box 711  
Everett, MA 02149  
(617) 389-4200  
Fax: (617) 389-3410

J.E. Winchester II, President  
Jerry E. Love, Vice President/Finance  
Leonard S. Allen, General Manager/  
Operations  
Joseph Silva, District Sales Manager  
Jack Bitting, Assistant Plant Manager  
(Boston)  
Bob Jones, Plant Manager (Connecticut)

**Branch Offices:**

The Quikrete Companies  
548 Green Hollow Rd.  
Box 381  
Wauregan, CT 06387  
Joseph Silva, District Sales Manager  
(203) 564-3308; Fax: (203) 569-1874

**Sales Representatives:**

John Gleason (203) 564-3308  
548 Green Hollow Rd.  
Box 381 Wauregan, CT 06387  
*Territory covered:* Southern New England  
Joseph D. Pasqual (617) 389-4200  
69 Norman St.  
P.O. Box 711 Everett, MA 02149  
*Territory covered:* Northern New England

**RJF INTERNATIONAL CORP.**

Koroseal Extrusions  
3875 Embassy Pkwy.  
Fairlawn, OH 44333  
(216) 668-7684  
Fax: (216) 668-7705

David K. Pulk, General Manager  
Lucky Haynes, Product Manager  
Daun Brenner, Telemarketing/New  
Account Representative  
Linda Garcia, Product Specialist  
Linda D. Gazcia, Product Specialist

**Sales Representatives:**

Tom P. Costello (717) 632-0136  
279 DeGuey Ave. Hanover, PA 17331  
*Territory covered:* Northeastern U.S.,  
Eastern Canada

Thomas P. Costello (717) 632-7997  
279 Deguey Ave. Hanover, PA 17331

See advertisement on page 31

**RKB ENTERPRISES INC.**

P.O. Box 263  
Elmira, NY 14902-0263  
(607) 733-9115  
Fax: (607) 733-5006  
Toll-Free: (800) 733-9115

**E. RABINOWE & CO.**  
Division of 5-Star Group Inc.

81 Alumni Rd.  
P.O. Box 111056  
Newington, CT 06111  
(203) 666-6631  
Fax: (203) 667-3847  
Toll-Free: (800) 800-3722

Gregory Seeley, Vice President/General  
Manager  
Sam Barrow, Vice President/Sales

**Branch Offices:**

Interstate Paint Distributors  
40 Harbor Park Dr.  
Port Washington, NY 11050  
Ken Begelman, Sales Manager  
(516) 621-8311

**Retailer Services:**

Weekly delivery on our own trucks, merchandising and marketing assistance, dealer shows.

**READ & CO. INC.**

160 Valley St.  
P.O. Box 4247  
E. Providence, RI 02914-4247  
(401) 434-0003  
Fax: (401) 434-5172  
Toll-Free: (800) 556-6717

Barrett L. Gilchrist, President  
Anthony S. Wojdylak, Vice President  
Esther J. Fiyod, Accounting  
Debra Fortier, Purchasing  
Michael Naylor, Warehouse  
Superintendent

**Sales Representatives:**

Anthony S. Wojdylak (508) 632-2614  
138 Temple St. Gardner, MA 01440

Merrill N. Temkin (401) 434-0003  
160 Valley St.  
P.O. Box 4247 E. Providence, RI  
02914-4247

Arthur Glazer  
15 Lindauer St. Peabody, MA 01960

Debra Fortier (401) 434-0003  
160 Valley St.  
P.O. Box 4247 E. Providence, RI  
02914-4247

**REEB MILLWORK CORP.**

600 Brighton St.  
P.O. Box 5332  
Bethlehem, PA 18015  
(215) 867-6111  
Fax: (215) 865-2111

John H. Ruhle, President  
Thomas R. Kerr, Vice President  
Ronald L. Taylor, Vice President/General  
Manager  
Garrow W. Kerr, Controller  
Donald Houghton, Vice President Sales &  
Marketing

**Branch Offices:**

Reeb Millwork Corp.  
7475 Henry Clay Blvd.  
P.O. Box 3266  
Syracuse, NY 13220  
Donald Jackson, Operations Manager  
(315) 451-6699

Reeb Millwork Corp.  
19809 89th Ave. S.  
P.O. Box 5370  
Kent, WA 98064  
John R. Kerr, Vice President  
(206) 872-0862



**RESERVE SUPPLY CORP. OF LONG ISLAND**

135 Roosevelt Ave.  
P.O. Box 190  
Mineola, NY 11501-0190  
(516) 746-0101  
Toll-Free: (800) 564-6111

Thomas J. Carberry, Controller  
Charles G. Lauer, Building Material Group Manager  
Anthony J. Bonura, Forest Products Group Manager

**Branch Offices:**

Executive Office  
135 Roosevelt Ave.  
P.O. Box 190  
Mineola, NY 11501  
Anson B. Seaman, General Manager  
(516) 746-0101

Riverhead Warehouse  
Mill Rd.  
P.O. Box 593  
Riverhead, NY 11901  
Peter Kavan, Branch Manager  
(516) 727-0100

Brentwood Warehouse  
Pineaire Dr.  
P.O. Box 386  
Brentwood, NY 11717  
John Drinkwater, Branch Manager  
(516) 231-8220

**Sales Representatives:**

Michael G. Heinlein (516) 746-0101  
35 Roosevelt Ave.  
P.O. Box 190 Mineola, NY 11501  
*Territory covered:* Nassau & Suffolk Counties

Hank Radtke (516) 746-0101  
135 Roosevelt Ave.  
P.O. Box 190 Mineola, NY 11501  
*Territory covered:* Nassau & Suffolk Counties

Girard Preston (516) 746-0101  
135 Roosevelt Ave.  
P.O. Box 190 Mineola, NY 11501  
*Territory covered:* Brooklyn & Queens Counties

**RESERVE SUPPLY OF CENTRAL NEW YORK INC.**

200 Midler Park Dr.  
P.O. Box 362  
Syracuse, NY 13206  
(315) 463-4557  
Fax: (315) 463-7212

David E. Brown, General Manager  
David R. Oltz, Assistant Manager  
Kenneth L. Jackson, Sales Representative

**Sales Representatives:**

Kenneth L. Jackson (315) 463-4557  
200 Midler Park Dr.  
P.O. Box 362 Syracuse, NY 13206  
*Territory covered:* 80 Mile Radius of Syracuse

**REX LUMBER CO.**

840 Main St.  
P.O. Box 234  
Acton, MA 01720  
(508) 263-0055  
Fax: (508) 263-9806  
Toll-Free: (MA) (800) 322-1221  
Toll-Free: (800) 343-0567

Ben Forester, President  
Ledyard Smith, Chief Operating Officer  
Larry Gagne Sr., CEO  
Stan Dress, Vice President/Sales & Marketing

**Branch Offices:**

Rex Lumber Company  
302 Sullivan Ave.  
P.O. Drawer N  
S. Windsor, CT 06074  
Frank Butkus, Yard Manager  
(203) 289-5441; (CT) (800) 842-0133,  
(OTHER) (800) 243-2198

Rex Lumber Company  
Station St.  
P.O. Box 1776  
Englishtown, NJ 07726  
Ben Forester, President  
(908) 446-4200; (OTHER) (800) 631-2108

Rex Lumber Company  
1405 Valley Rd.  
Richmond, VA 23222  
William Renzulli, Jr., Yard Manager  
(804) 329-7391, (800) 782-4528

**Sales Representatives:**

Bruce Rafferty (516) 585-6256  
288 Ave. B Lake Ronkonkoma, NY 11779  
*Territory covered:* Long Island, Manhattan NY

Phil Brennessel (716) 586-5132  
1 Salem Ct. Fairport, NY 14450  
*Territory covered:* Central & Western NY

Tom Letourneau (516) 889-9259  
48 Vinton St. Long Beach, NY 11516  
*Territory covered:* Bronx, Manhattan, Queens, Brooklyn NY

Kent Hillemeir (203) 875-7797  
25 Mountain St. Vernon, CT 06066  
*Territory covered:* CT

Phil Goodwin (203) 763-4260  
23 Cora St. Enfield, CT 06082  
*Territory covered:* Northern CT, Western MA, Eastern NY

Tom Clark (207) 829-3422  
193 Bruce Hill Rd. Cumberland, ME 04021  
*Territory covered:* ME, Northeastern NH

Paul Zylinski (802) 375-9427  
RR 2, Box 2710  
Red Mountain Rd. Arlington, VT 05250  
*Territory covered:* Northwestern NH, VT, Adirondack region NY

Jim Bonner (508) 369-4523  
46 Commerford Rd. Concord, MA 01742  
*Territory covered:* Eastern MA, Southeastern NH

Larry Gagne Jr. (508) 480-0245  
8 Monadnock Dr. Westford, MA 01886  
*Territory covered:* Central MA, Southwestern NH

Tom Murray (508) 880-8915  
45 Howland St. Lakeville, MA 02347  
*Territory covered:* Southeastern MA, RI

Bruce Dahn (914) 783-7819  
Lexington Hill - Apt. Z-11 Harriman, NY 10926  
*Territory covered:* Hudson River Valley NY

Dan Killoran (804) 740-1600  
9301 Silver Stream Ln. - Apt. M  
Richmond, VA 23294

**RICHARDS & DAVIS CO. INC.**  
P.O. Box 1007  
Fall River, MA 02722  
(401) 624-6121

**ROBBINS LUMBER CO. INC.**  
P.O. Box 9  
Searsmont, ME 04973  
(207) 342-5221  
Fax: (207) 342-5201

**ROCHESTER COLONIAL MANUFACTURING**  
1749 Lyell Ave.  
Rochester, NY 14606  
(716) 254-8191  
Fax: (716) 254-8191

**ROLL LOCK TRUSS CO.**  
P.O. Box 339  
Waddington, NY 13694  
(315) 388-4442

J.E. Sheehan, President  
Raymond J. McGee, Vice President

**ROTO FRANK OF AMERICA**  
Research Pk.  
Chester, CT 06412  
(203) 526-4996  
Fax: (203) 526-3785  
Toll-Free: (800) 243-0893

Peter Kroes, President  
Bethany Fall, Advertising & Marketing Manager  
Jerry Soenksen, National Sales Manager  
Bill Applegate, Eastern Regional Sales Manager  
Bob Canyock, Vice President/Finance

**Branch Offices:**

Roto Frank of America  
4747C Stratos Way  
Modesto, CA 95356  
(209) 524-0262

**Sales Representatives:**

Jim McGlaughlin (215) 646-1882  
830 Penllyn Blue Bell Pike  
Blue Bell, PA 19422  
*Territory covered:* NJ, Eastern PA, MD, Northern VA

Dan Harrington (518) 877-5519  
6 North Hills Rd. Ballston Lake, NY 12019

*Territory covered:* NY



**RUSSIN LUMBER CORP.**  
21 Coca Cola Dr.  
Montgomery, NY 12549  
(914) 457-4000  
Fax: (914) 457-4010  
Toll-Free: (NY) (800) 724-0010  
Wats: (800) 228-8787

**Retailer Services:**  
Free delivery

**RYAN SEAMLESS GUTTER SYSTEMS**  
41 MacDonald St.  
Dedham, MA 02026  
(617) 329-4849

See advertisement on page 77

**SABBETH INDUSTRIES LTD.**  
55 N. Industry Ct.  
Deer Park, NY 11729  
(516) 242-0303

**SABBETH-MATHEWS HARDWOOD CORP.**  
99 W. Hawthorne Ave.  
P.O. Box 777  
Valley Stream, NY 11580  
(516) 872-0222  
Fax: (516) 568-2074

Joseph Sabbeth, President

**Sales Representatives:**

Michael Mathews (516) 872-0222  
P.O. Box 777 Valley Stream, NY 11582  
Territory covered: NY, NJ, CT, PA, MA, RI, MD

Richard Mathews (516) 872-0222  
P.O. Box 777 Valley Stream, NY 11582  
Territory covered: NY, NJ, CT, PA

**SALES PROFESSIONALS**  
100 N. Village Ave.  
Rockville Ctr., NY 11570  
(516) 678-3630  
Fax: (516) 678-3652

Bernard M. Brod, President  
Dennis O'Keefe, Secretary  
William Motylewski, Treasurer  
Frank E. Finnigan Jr, Associate

**Retailer Services:**

Manufacturers representatives for leading millwork and building material products.

**SAXONVILLE WHOLESALE LUMBER**  
Metro  
27 Union Ave.  
Sudbury, MA 01776  
(508) 443-5303  
Fax: (508) 443-9206

**Branch Offices:**

Saxonville Lumber Inner Mountain  
Rt. 11 & 12  
Charlestown, NH 03603  
Douglas P. Webb Jr., President  
(603) 826-5710

Saxonville Lumber Coastal  
Scott Rd.  
Hampton, NH  
William Zurwell, Manager  
(603) 926-3321

**Sales Representatives:**

Pamela Webb (508) 443-5303  
27 Union Ave. Sudbury, MA 01776  
Box 360  
Territory covered: Northeast

Sue Robinson (603) 826-5710  
Rt. 11 & 12 Charlestown, NH 03603  
Territory covered: Northeast

Kirk Kramer (603) 926-3321  
Scott Rd. Hampton, NH 03842  
Territory covered: Northeast

**SCHLAGE LOCK CO.**  
P.O. Box 3324  
San Francisco, CA 94119  
(415) 467-1100

**JOHN H. SCHUMACHER INC.**  
110 Monarch Dr.  
P.O. Box 7  
Liverpool, NY 13088  
(315) 457-4551; (315) 457-4552  
Fax: (315) 457-8258

Eileen M. Blandford, President  
Sharon L. Lafrate, Office Manager/  
Secretary

**SEABOARD PLYWOOD & LUMBER CO.**  
489 Sullivan Ave.  
P.O. Box 13  
S. Windsor, CT 06074  
(203) 289-1591  
Fax: (203) 289-3526  
Toll-Free: (N.E.) (800) 243-4359  
Toll-Free: (CT) (800) 842-8633

Richard Bowen, Purchasing Agent  
Linda Downs, Office Manager  
Luke Byrne, Controller  
Michael Bay, Warehouse Foreman  
Adam DuBeau, Warehouse Operations  
Manager

**Sales Representatives:**

Donald Morrissette (203) 429-0041  
RR 3  
802 Middle Tpke. Storrs, CT 06268  
Territory covered: East of CT River,  
Springfield, MA

Mark Grimason (617) 585-8843  
4 Pine Ridge Ln. Kingston, MA 02364  
Territory covered: Greater Boston, 128  
South

Paul Burke (617) 328-1773  
15 Ocean St. Quincy, MA 02171  
Territory covered: Worcester County, Cape  
Cod, 128 North

Phillip Bearse  
42 Doncaster Ln. Vernon, CT 06066  
Territory covered: West of CT River,  
Fairfield County, Hampshire County, MA

James Maciel (401) 421-6639  
P.O. Box 28036 Providence, RI 02908  
Territory covered: RI, Southeastern CT

Earl Smith (203) 289-4627  
26 Christopher Ct. E. Hartford, CT 06108  
Territory covered: Berkshire County,  
Hartford County

Frank Jolly (203) 872-9518  
94 Tolland Green Tolland, CT 06084  
Territory covered: House a/c's

Philip Dewey  
CDF Building Products Corp., Harrison Ave.  
P.O. Box 888 White River Jct., VT 05001  
Territory covered: Southern VT, Albany,  
NY

**SEMON SALES & ASSOCIATES**  
5 Floral Ct.  
Latham, NY 12180  
(518) 786-0803  
Fax: (518) 785-6359

**Sales Representatives:**

Peter Semon (518) 786-0803  
5 Floral Ct. Latham, NY 12110  
Territory covered: New England

Harriet Vasilakos  
52 Winnie Albany, NY 12208  
Territory covered: New England

Debby Semon  
20 Semons Ave. Latham, NY 12110  
Territory covered: Inside Sales

**SENCO PRODUCTS INC.**  
Eastern Region  
1701 E. Parham Rd., Ste. 207  
Richmond, VA 23228  
(804) 266-0801  
Fax: (804) 266-2192  
Toll-Free: (800) 543-4596  
Telex: (804) 266-2192

**Sales Representatives:**

Paul Tabor  
8 Vantage Point Dr. Bristol, RI 02809  
Territory covered: CT, MA, RI

Dave Jackman  
362 North Ave. Dunellen, NJ 08812  
Territory covered: NY, NJ

Brian Conboy  
97 Avalon Rd. Portland, ME 04103  
Territory covered: ME, NH

See advertisement on page 118

**SERVISTAR CORP.**  
One Servistar Way  
E. Butler, PA 16029  
(412) 283-4567  
Fax: (412) 284-6660  
Toll-Free: (800) 245-1130  
Toll-Free: (PA) (800) 888-2200  
Telex: 5101011585

Larry Zehfuss, President/CEO  
Donald Belt, Senior Vice President/Sales  
and Marketing

(continued)



**SERVISTAR CORP.**  
(continued)

Elwood MacDonald, Regional Sales  
Manager  
Bernie Day, General Manager/Lumber &  
Building Materials  
Allen Tansil, National Sales Manager

**Branch Offices:**

Servistar Corporation/Westfield Distribution  
Center  
Servistar Industrial Way  
Westfield, MA 01085  
Ron Stutz, Distribution Center Manager  
413-568-9101

**Retailer Services:**

Buying and marketing services; wholesaler of  
hardware, lumber, and building materials; Ser-  
vistar program.

**Sales Representatives:**

Elwood (603) 934-4759  
50 Liberty Ave.  
P.O. Box 400 Franklin, NH 03235  
Territory covered: NY, CT, VT, MA, RI,  
ME, NH

Robert (207) 854-1344  
280 Longfellow St., 17 Kingspine  
P.O. Box 206 Westbrook, ME 04092  
Territory covered: ME, NH

Jeff Scott (802) 988-4010  
179 Cross Rd. Jay, VT 05859  
Territory covered: NY, VT, ME, NH

Don Noblit (413) 568-3861  
563 Pochassic St. Westfield, MA 01085  
Territory covered: VT, CT, MA, NH

Tom Capalbo (203) 724-5023  
15 Douglas St. Hartford, CT 06114  
Territory covered: CT, RI

Jerry Halverson (603) 485-7672  
103 Main St.  
Unit 6 Suncook, NH 03275  
Territory covered: MA

Stephen Goldstein (914) 949-3010  
30 Poe St. Hartsdale, NY 10530  
Territory covered: NY

See advertisement on page 47

**SHERWOOD LUMBER CORP.**  
300 Corporate Plaza  
C.B. 9007  
Islandia, NY 11722-9007  
(516) 232-9191  
Fax: (516) 232-1974  
Toll-Free: (800) 645-6226

Andrew L. Goodman, President/CEO  
James P. Butler, Vice President  
R.J. Campion, Vice President  
Bernard Goodman, Chairman of Board

**Branch Offices:**

Sherwood Lumber  
730 Northwest 11th  
Portland, OR 97208  
Buzz Campion, Sales Manager  
(503) 241-7009

**Retailer Services:**

Wholesaler with cargo, warehouse and rail  
distribution centers.

**SIMPSON STRONG-TIE INC.**  
2600 International St.  
Columbus, OH 43228  
(614) 876-8060  
Fax: (614) 876-0636

Bob Phelan, Branch Manager

**Sales Representatives:**

Stephen Noon  
Steve Schneider

**SINGER TRANSPORT INC.**  
2445 Allen Ave.  
P.O. Box 1038  
Niagara Falls, NY 14302  
(716) 285-7420

**S.R. SLOAN INC.**  
Roof & Floor Trusses, Perfab Stairs  
Seneca Tpke.  
P.O. Box 283  
New Hartford, NY 13413  
(315) 732-7855  
Fax: (315) 732-5315  
Toll-Free: (800) 366-7562

S. Ross Sloan, President  
Stephen R. Sloan, Vice President  
Daniel R. Sloan, Vice President  
Cain K. Sloan, Accounting  
Kevin P. Nolan, Estimating

**Sales Representatives:**

Steven J. Spudie (315) 732-7855  
P.O. Box 283 New Hartford, NY 13413  
Territory covered: Central NY (Between  
Rt. 12 & Rt. 14)

Thomas Matt (315) 732-7855  
P.O. Box 283 New Hartford, NY 13414  
Territory covered: Eastern NY (East of Rt.  
12)

Gary Clark (315) 732-7855  
P.O. Box 283 New Hartford, NY 13413  
Territory covered: Western NY (West of  
Rt. 14)

See advertisement on page 138

**SNAVELY FOREST PRODUCTS CORP.**  
53 Bannard St.  
P.O. Box 310  
Freehold, NJ 07728  
Toll-Free: (800) 526-5158

**SPEAR-NEWMAN INC.**  
55 Railroad Ave.  
P.O. Box 310  
W. Haven, CT 06516  
(203) 932-2241  
Toll-Free: (800) 922-3180  
Telex: 933-9520

Stephen Spear, Chairman  
John Spray, Vice President/Sales  
Bob Beyers, Marketing Manager

**Branch Offices:**

Spear-Newman Inc.  
95 Goodwin St.  
E. Hartford, CT 06110  
Wes Spencer, Branch Manager  
(203) 289-7704

**Sales Representatives:**

Ron Heske  
William Graham  
Glenn Tarro  
Bob Gorman  
David Bibeau

Bob Gorman

See advertisement on page 173

**SPRUCE COMPUTER SYSTEMS INC.**  
17 British American Blvd.  
Latham, NY 12110  
(518) 783-6613  
Fax: (518) 783-6685

Ray McQuade, President  
Rob Fitzpatrick, Director/Sales &  
Marketing

**Sales Representatives:**

Rob Fitzpatrick (716) 773-4446  
Spruce Computer Systems  
P.O. Box 404 Grand Island, NY 14072  
Territory covered: Western NY, Central NY

D. Jack Hendricks (717) 722-2892  
Spruce Computer Systems  
Box 20 Acbrightsville, PA 18210  
Territory covered: Southern NJ, PA, MD,  
DE

Paul Mackey (518) 529-7259  
Spruce Computer Systems  
Box 223, RD 1 Moira, NY 12957  
Territory covered: NE

**DECO-ROOF (STILLWATER  
PRODUCTS INC.)**  
3699 Charlanne Dr.  
Redding, CA 96002  
(916) 223-3765  
Fax: (916) 223-0802  
Toll-Free: (800) 326-5355

Elton Steins, President  
Shirley Steins, Vice President  
Pat Tyson, General Manager  
Mel Maldonado, Director/Marketing &  
National Sales

**Sales Representatives:**

Marketch Marketing Services  
(717) 397-5007  
526 W. Chestnut St. Lancaster, PA  
17603

Territory covered: PA, NJ, NY, MA, CT,  
MD, DC, NH, DE, VA, VT, OH



**STOP-LOSS ASSOCIATES INC.**  
1101 Worcester Rd.  
Framingham, MA 01701  
(508) 620-0110  
Fax: (508) 620-0818

Steven D. Bearak, Vice President  
Judith M. Leary, Human Resource  
Director  
Shelley A. Aaron, Service Executive  
Patrick J. Mason, Director of  
Investigations

**STRUCTURAL WOOD CORP.**  
Roll Lock Truss  
Rt. 37  
P.O. Box 339  
Waddington, NY 13694  
(315) 388-4442  
Fax: (315) 388-4219

Steven Mailhot, Sales Representative/  
Estimator  
Mary Kay Halstead, Secretary

**Sales Representatives:**

Michael James McGee (315) 388-4442  
Route 37  
P.O. Box 339 Waddington, NY 13694  
Territory covered: NE, NY  
Steven Mailhot (315) 388-4442  
Route 37  
P.O. Box 339 Waddington, NY 13694  
Territory covered: NE, NY

**STURTEVANT MILLWORK CORP.**  
75 N. Industry Court  
Deer Park, NY 11729  
(516) 667-6700

**SUNBELT MATERIAL HANDLING INC.**  
10927 Crabapple Rd., Ste. 101  
Roswell, GA 30075  
(404) 587-5933  
Fax: (404) 587-0735

Alan Darnell, President

**Branch Offices:**

Sunbelt Material Handling Inc. N.E.  
Regional Office  
RD 4, Box 127A  
Boonton Township, NJ 07005  
Todd Hopman, N.E. Regional Sales  
Manager  
(201) 586-1300; FAX: (201) 586-1111

**Sales Representatives:**

Todd Hopman (201) 586-1300  
RD 4, Box 127A Boonton Township, NJ  
07005  
Territory covered: Northeast

See advertisement on page 161

**SUNRISE LUMBER CO.**  
1229 Broadway, Suite 438  
Bangor, ME 04401-2596  
(207) 942-4443  
Fax: (207) 941-8518  
Wats: (800) 439-5666

**Sales Representatives:**

Leah Jacques (207) 942-4443  
1229 Broadway, Suite 438  
Bangor, ME 04401-2596  
Territory covered: N.E.

**SUPER MILLWORK INC.**  
329 Sagamore Ave.  
Mineola, NY 11501  
(516) 746-3197  
Fax: (516) 746-3285

Sanford Mark Lavitt, President  
Douglas E. MacMillan, Vice President  
Jay Steven Regan, Sales Manager

**Sales Representatives:**

Richard Levine  
2097 Kenneth Rd. Merrick, NY 11566  
Eugene Clark  
3 Rose St. Freeport, NY 11520  
Mark Lewis  
P.O. Box 1423 Ronkonkoma, NY 11779  
William S. Gurnee  
132 Doges Promenade Lindenhurst, NY  
11757  
Kent Smith  
5 Robert Townshend Lane  
Setauket, NY 11733

See advertisement on page 92

**SUPERIOR COLUMN & DISTRIBUTING  
CO. INC.**  
P.O. Box 399  
Oakland, ME 04963-0399  
(207) 465-7911

**SYNERGY STRUCTURES**  
29 Walter Hammond Pl.  
Waldwick, NJ 07463  
(201) 445-6094

**THE TANEY CORP.**  
5130 Allendale Ln.  
P.O. Box 29  
Taneytown, MD 21787  
(301) 756-6671  
Fax: (301) 756-4103

Karen R. Glass, National Sales Manager

**TECO/LUMBERLOK**  
Colliers Way  
P.O. Box 203  
Colliers, WV 26035  
(304) 748-1600  
Fax: (304) 797-7302  
Toll-Free: (800) 438-8326

Edward Mooers, Vice President Sales &  
Marketing  
Jack Golden, National Sales Manager  
Tony Magistro, Regional Sales Manager  
Ray Bergman, Regional Sales Manager  
Donald Tschan, District Sales Manager

**Branch Offices:**

Lumberlok  
1029 Whipple Rd.  
Hayward, CA 94544  
John Pint, Senior Customer Service  
Representative  
(415) 489-8500

**Sales Representatives:**

Edward Mooers  
Jack Golden  
Tony Magistro  
Ray Bergman  
Donald Tschan

See advertisement on page 95

**TELECREDIT SERVICE CORP.**  
500 N. Broadway  
Suite 153  
Jericho, NY 11753  
(516) 931-3700  
Fax: (516) 931-4567  
Toll-Free: (800) 372-3707

James J. Anderson, Director, Eastern  
Region  
Rosemary Donohue, Supervisor/Regional  
Acct. Development

**Sales Representatives:**

Penny Ireland (800) 372-3707  
Natick, MA  
Michael Hirsch (800) 372-3707  
Rochester, NY  
Emilio Gerardi (800) 372-3707  
Jericho, NY  
Arthur Martin (800) 372-3707  
Bogata, NJ  
Cynthia DeMarco (800) 372-3707  
Deep River, CT

See advertisement on page 72

**THERMO-VU SUNLITE INDUSTRIES  
INC.**  
51 Rodeo Dr.  
Edgewood, NY 11717  
(516) 243-1000  
Fax: (516) 243-1004  
Toll-Free: (800) 321-4SUN (786)

Barry Mirsky, President

**Retailer Services:**

Custom sizes & shapes; tints & colors; skid/  
on site delivery; store displays; product  
cut-a-ways; rush orders; special accomoda-  
tions; co-op advertising; full color literature;  
advertising materials & ad slicks; dealer  
training/seminars.

**Sales Representatives:**

Artie Ortmann - Regional Sales Manager  
(516) 243-1000  
Long Island, NY  
Territory covered: Long Island, Upstate  
NY, CT, RI, MA, VT, NH, ME  
Stan Dobis - Regional Sales Manager  
(516) 243-1000  
Bob Morris (516) 243-1000  
Tim McGuirk (800) 321-4786  
Jerry Schimmel (800) 321-4786  
(continued)



**THERMO-VU SUNLITE INDUSTRIES INC.**  
(continued)

Marc Barnoski (800) 321-4786  
Ed Capozzi  
All Other Territories (800) 321-4SUN (786)

See advertisement on page 37

**TIBO LUMBER**  
290 Broadway  
Suite 7  
Methuen, MA 01844  
(508) 683-1760  
Fax: (508) 683-5973

Benoit Thibault, Owner  
William Giguere, Lumber Broker  
Andrew Sinnott, Lumber Broker  
Marc Thibault, Controller  
Robert Gray, Lumber Broker

**TOLLESON LUMBER CO. INC.**  
P.O. Drawer E  
Perry, GA 31069  
(912) 987-2105  
Fax: (912) 987-0160  
Toll-Free: (800) 768-2105

Robbie Floyd, Sales & Customer Service

**Branch Offices:**

Northeast Office  
Mansfield, MA  
Dave Adrien, N.E. Manager  
(508) 374-9557

**WARREN TRASK CO. INC.**  
Lopez Rd.  
P.O. Box 545  
Wilmington, MA 01887  
(508) 657-7577  
Fax: (508) 657-7705  
Toll-Free: (800) 752-0121

Walter M. Webb Jr., Chairman of the Board  
Richard S. Wilson Sr., President  
Claire A. McCarthy, Buyer/Ewp-Syp  
Scott A. Dalrymple, Buyer/Redwood  
Dipak M. Patel, Controller

**Branch Offices:**

Warren Trask Co.  
92 Evans Dr.  
Stoughton, MA 02072  
Leo Foley  
(617) 341-2426; FAX: (617) 341-3522

Warren Trask Co.  
16 Pent Hwy.  
Wallingford, CT 06492  
Kirby Lanciani  
(203) 284-8874; FAX: (203) 284-1322

Warren Trask Co.  
Rts 11 & 12  
Charlestown, NH 03603  
Walter M. Webb III  
(603) 826-5990; FAX: (603) 826-5205

**Retailer Services:**

Delivery, educational seminars, highly specified warehouse or direct mill shipments, popular mouldings-milled to order, Noranda, merch spruce program, Sherman flooring program, complete redwood program, 'Traskote' primed spruce bevel.

**Sales Representatives:**

Gilbert Adams (617) 660-1946  
182 Beech St. Walpole, MA 02036  
Territory covered: Metro Boston, Cape Cod

James Adams (203) 633-7941  
93 Little Acres Rd. Glastonbury, CT 06033  
Territory covered: Central & Eastern CT, Middle MA

Roger Burritt (203) 284-8874  
16 Pent Hwy. Wallingford, CT 06492  
Territory covered: Warehouse sales

Leo Foley (617) 659-4715  
36 Paradise Dr. Norwell, MA 02062  
Territory covered: South Shore MA, RI

John Goff (603) 437-0264  
10 L Aiken St. Derry, NH 03038  
Territory covered: North Shore MA, Southern NH, ME

Richard Goff (617) 887-2884  
111 Haverhill Rd. Topsfield, MA 01983  
Territory covered: North Shore, MA, Southern NH, ME

William Rees (203) 635-6994  
9 Mohawk Ct. Cromwell, CT 06416  
Territory covered: Western CT, Western MA, Eastern NY

Walter Webb III (603) 543-1833  
Box 249 Claremont, NH 03743  
Territory covered: VT, Western NH

See advertisement on pages 41, 96

**TRIAD SYSTEMS CORP.**  
3055 Triad Dr.  
Livermore, CA 94550-9559  
Toll-Free: (800) 538-8597 (x1000)

Skip Zuanich, General Manager  
Dan Brumm, Marketing Manager  
Phil Goldstein, Product Manager/Lumber

**Sales Representatives:**

Randy Kwist (603) 668-1320  
55 Constitution Dr.  
Suite 2 Bedford, NH 03103

**TRINITY LAMS OF NEW JERSEY INC.**  
214 Brick Blvd.  
Brick, NJ 08723  
(201) 477-8880

**TRUSSCO INC.**  
P.O. Box 839  
Davisville, RI 02854  
(401) 295-0669  
Fax: (401) 295-5760

James D. Strader, General Manager  
Scott R. Duckworth, Sales Manager  
Dan Scarborough, Production Manager

**Sales Representatives:**

Scott R. Duckworth (401) 295-0669  
P.O. Box 839 Davisville, RI 02854  
Territory covered: RI, Eastern CT, Southeast MA

**UNADILLA SILO CO. INC.**  
Unadilla Laminated Products  
32 Clifton St.  
P.O. Box K  
Unadilla, NY 13849  
(607) 369-9341  
Fax: (607) 369-3608

Craig H. Van Cott, President  
Warren H. Cole, Vice President/  
Production  
Robert K. Kaseguma, Vice President/  
Engineering  
Robert A. Hulbert, Vice President/  
Finance  
Phillip A. Holowacz, Sales Supervisor

**Branch Offices:**

Una-Lam  
West Rd.  
Sidney, NY 13838  
Warren H. Cole, Vice President/Production  
(607) 563-2191

**Sales Representatives:**

Phillip A. Holowacz (607) 369-9341  
32 Clifton St.  
Unadilla, NY 13849  
P.O. Box K  
Territory covered: Northeastern USA

William Kuhn (607) 369-9341  
32 Clifton St.  
Unadilla, NY 13849  
P.O. Box K  
Territory covered: Northeastern USA

Theodore Cole (607) 369-9341  
32 Clifton St.  
Unadilla, NY 13849  
P.O. Box K

**U.S. GYPSUM CO.**  
1000 Abernathy Rd. NE  
Atlanta, GA 30328  
(404) 393-0770  
Fax: (404) 393-8933

Robert B. Sirgant, Director, Marketing

**Branch Offices:**

U.S. Gypsum Co.  
200 Terminal St.  
Boston, MA 02109  
Tom Nigro, Area Manager  
(617) 241-8530

U.S. Gypsum Co.  
East Main St.  
Stony Point, NY 10980  
Robert F. Kruszobok  
(914) 786-2820

**UNIVERSAL FOREST PRODUCTS**  
P.O. Box 945  
Belchertown, MA 01007  
(413) 323-7247  
Fax: (413) 323-5780

**VERSYSS INC.**  
400 Blue Hill Dr.  
Westwood, MA 02090  
(617) 461-6400  
Fax: (617) 329-8389  
Toll-Free: (800) 426-6835

James M. Toohey, Sr. Vice President/  
Sales

(continued)



**VERYSYS INC.**  
(continued)

Russell S. Keene, Vice President/  
Vertical Sales  
James F. Turner, Vertical Manager/  
Building Supply  
Brian C. Coakley, Sales Manager

**Branch Offices:**

VERYSYS Inc.  
400 Blue Hill Dr.  
Westwood, MA 02090  
(800) 426-6835

VERYSYS Inc.  
4 New Park  
E. Windsor, CT 06088  
(800) 426-6835

VERYSYS Inc.  
48 Constitution Dr.  
Bedford, NH 03102  
(800) 426-6835

VERYSYS Inc.  
501 New Karner Rd.  
Albany, NY 13029  
(800) 426-6835

VERYSYS Inc.  
6800 Jericho Tpk., Ste. 120 West  
Syosset, NY 11791  
(800) 426-6835

VERYSYS Inc.  
2606 Erie Blvd. E.  
Syracuse, NY 13224  
(800) 426-6835

VERYSYS Inc.  
87 Commerce Way, Ste. 750  
Bethlehem, PA 18017  
(800) 426-6835

VERYSYS Inc.  
100 Washington Sq.  
Valley Forge, PA 19482  
(800) 426-6835

Breen Systems Management Inc.  
18 Blair Park Rd.  
Williston, VT 05495  
(800) 426-6835

VERYSYS Inc.  
33 Railroad Ave.  
Milford, CT 06460  
(800) 426-6835

Northern Data Systems Inc.  
360 U.S. Route 1  
Falmouth, ME 04105  
(800) 426-6835

**Retailer Services:**

VERYSYS offers complete computer solutions and services designed specifically for the lumber and building supply industries. VERSYSS offers complete computer system support which includes consultation, training, customized software, field technical service, business forms and financing from over 150 offices throughout the United States.

**VALLEY WHOLESALE BUILDING PRODUCTS**  
11 O'Keefe Ln.  
Warwick, RI 02888  
(401) 467-9400  
Fax: (401) 467-5275  
Toll-Free: (800) 344-7663

**Branch Offices:**

Valley Wholesale  
151 Capital Dr.  
W. Springfield, MA 01090  
(413) 781-7705

Valley Wholesale  
251 Locust St.  
Hartford, CT 06114  
(203) 296-5100

**Sales Representatives:**

Kimberly J. Cullinane (203) 535-1646  
10 Bradley St. Apt. 2 Stonington, CT 06378

*Territory covered:* RI Residential,  
Southwest RI, Southeast CT

Steven W. Robert (203) 267-9242  
1 Old Depot Hill Rd. Cobalt, CT 06414

*Territory covered:* RI Commercial Lumber  
Yard

Greg M. Gregory (401) 433-2011  
47 Bristol Ave. Riverside, RI 02915

*Territory covered:* RI Residential, Cape  
Cod, Southwest MA, East Bay

**VAN ROY MILLWORK CORP.**  
S Corp.

50 Gear Ave.  
N. Lindenhurst, NY 11757  
(516) 957-3451; (516) 957-3452;  
(516) 957-3463  
Fax: (516) 957-3476  
Toll-Free: (800) 969-VANR

R. Van Roy, President  
Inge Van Roy, Vice President

**Sales Representatives:**

Joseph Pallazzotto  
706 Bay 7th St. W. Islip, NY

Tim McLaughlin  
18 Camelia Pl. Hauppauge, NY

**JOHN W. VANDERVORT CONSULTANTS**

120 Washington Ave.  
Albany, NY 12210-2203  
(518) 463-3202  
Fax: (518) 463-7952

John W. Vandervort, President  
Jay W. Vandervort, Vice President  
Todd H. Vandervort, Vice President

**VELUX-AMERICA INC.**  
Great Ponds Industrial Park  
Kenneth Welch Dr.  
Lakeville, MA 02347  
(508) 946-0151  
Fax: (800) 388-1329  
Toll-Free: (800) 888-3589

John Kercher, Regional Manager  
Dave Sedler, Field Sales Manager  
Frank Marshall, Service Manager

**Branch Offices:**

Northeast  
Great Ponds Industrial Park  
Kenneth Welch Dr.  
Lakeville, MA 02347

MidAtlantic  
220 Cabot Blvd. W., Suite 4  
Bucks County Business Park  
Langhorne, PA 19047

Southeast  
1865 Corporate Dr.  
Suite 200  
Norcross, GA 30093

Midwest  
2501 Allan Dr.  
Elk Grove, IL 60007

Rocky Mountain  
595 Burbank St.  
Broomfield, CO 80020

South Central  
10610-105 Newkirk St.  
Dallas, TX 75220

Northwest  
18709 E. Valley Hwy.  
Kent, WA 98032

Southwest  
6262 Patterson Pass Rd.  
Suite A  
Livermore, CA 94550

**Retailer Services:**

National, regional, and co-op advertising; point of purchase displays, free literature, sales training and seminars, toll-free calling for sales and service, prompt delivery (shipping within 24 hrs.) and field service.

**Sales Representatives:**

Fred Maguire  
254 Robbins Hill Rd. Brewster, MA 02631

*Territory covered:* Southeast MA, RI

Michael Moriarty  
18 South St. Danbury, CT 06810  
*Territory covered:* ME

Don Tidd  
RR 2, Box 2766 Warren, ME 04864  
*Territory covered:* RI

Brian Harding  
447 N. Main St. S. Yarmouth, MA 02664  
*Territory covered:* Western MA

Mark Gwozdz  
311 North St. Cheshire, MA 01225  
P.O. Box 338

David Sedler  
21 Beaver Dam S. Berwick, ME 03908  
*Territory covered:* MA

Ted Leppzer  
31 Lyndon Ct. Woburn, MA 01801  
*Territory covered:* NY

Jeff Kath  
72 Rossman Dr. Webster, NY 14580  
*Territory covered:* Western NY

**VENTARAMA SKYLIGHT CORP.**  
140 Cantiague Rock Rd.  
Hicksville, NY 11801  
(516) 931-0202  
Fax: (516) 931-1583  
Toll-Free: (800) 237-8096

**WASCO PRODUCTS INC.**  
Residential Division  
P.O. Box 351  
Sanford, ME 04073  
(207) 324-8060  
Fax: (800) 933-0593  
Toll-Free: (800) 388-0293

Graydon Owen, National Distribution  
Manager

(continued)



**WASCO PRODUCTS INC.**  
(Continued)

**Sales Representatives:**

Eastern Marketing Associates  
(207) 846-0928  
7 Mast Ln. Yarmouth, ME 04096  
Territory covered: ME, NH, VT, Eastern  
MA, RI

Preferred Marketing Associates  
(609) 468-8510  
207 N. Clinton Ave. Wenonah, NJ 08090  
Territory covered: NY, NJ, MD, DE, PA,  
VA, DC

The Cole Agency  
202 E. Center St. Manchester, CT 06040  
Territory covered: CT, NY, Western MA

**WATTA-CRETE CO. INC.**

Clayton Rd.  
Canaan, CT 06018  
(203) 824-7733  
Fax: (203) 824-1275  
Toll-Free: (CT) (800) 822-7611  
Toll-Free: (N.E.) (800) 243-5372  
Toll-Free: (800) 243-5373

John M. Buchanan Jr., President  
Donald M. Ruggles, Vice President  
Charles N. Buchanan, Vice President  
Paul M. Roach, Assistant Vice President

**Sales Representatives:**

John M. Buchanan Jr. (203) 489-7136  
73 Woodside Cir. Torrington, CT 06790

Donald M. Ruggles (914) 876-3743  
11 Somers Dr. Rhinebeck, NY 12572

George Fowler (203) 354-9134  
8 Park Ln. New Milford, CT 06770  
Territory covered: CT

Harold F. Curtis (203) 824-7733  
Prospect St. Canaan, CT 06018

Sales Associates Inc. (508) 238-9593  
P.O. Box 125 N. Easton, MA 02356

Bedford Associates (716) 223-7680  
265 Fairport Village Landing  
Fairport, NY 14450

Michael T. Aitken (603) 934-5616  
31 Pleasant St. Franklin, NH 03235

See advertisement on page 116

**WAYNE-DALTON CORP.**

P.O. Box 67  
Mt. Hope, OH 44660  
(216) 674-7015  
Fax: (216) 674-1857

**WEATHER SHIELD OF CONNECTICUT**

695 Middle St.  
Middletown, CT 06457  
(203) 632-1443  
Fax: (203) 632-0387  
Toll-Free: (CT Wats) (800) 982-3892  
Toll-Free: (NE Wats) (800) 243-3714

David Barner, Manager

**Sales Representatives:**

Steve Hogan  
29 Ridgecrest St. Springfield, MA 01118

Robert McGregor  
585 Park Rd., Bldg. 3, Unit 1  
Waterbury, CT 06708

J. Craig Smith  
60 Pleasant St. Dalton, MA 01226

Robert Spontak  
4001 31 Maple Ln. Pk. Hudson, NY  
12534

Greg Georgette  
33 Hollister St. Stratford, CT 06497

Robert Mentz  
63 Ford St. Hamden, CT 06514  
Territory covered: Architectural  
Representative

**WELCO DISTRIBUTORS INC.**

52 Richards St.  
P.O. Box 398  
W. Haven, CT 06516  
(203) 933-5421

**WES-PINE MILLWORK INC.**

King St.  
P.O. Box 1157  
W. Hanover, MA 02339  
(617) 878-2102  
Fax: (617) 878-2106  
Wats: (800) 343-2271

R. Yvonne Park, President  
Louis Lemieux, Vice President

**Sales Representatives:**

Keith Chase (617) 878-2102  
P.O. Box 1157 W. Hanover, MA 02339  
Territory covered: N.E.

Richard French (617) 878-2102  
89 Waleco Rd. Brockton, MA 02402  
Territory covered: MA, Southern NH

Louis A. Lemieux (617) 878-2102  
P.O. Box 1157 W. Hanover, MA 02339  
Territory covered: CT, VT, ME

**WESTERN RESERVE PLASTICS**

435 Calvert Dr.  
Gallatin, TN 37066  
Fax: (615) 452-0283  
Toll-Free: (800) 521-2004

**WESTWORKS MILLWORK**

8 Dexter Rd.  
E. Providence, RI 02914-2004  
(508) 759-7773  
Fax: (508) 759-6984

Raymond R. West, President  
Karen M. West, Vice President

**WEYERHAEUSER CO.**  
3601 Minnesota Dr.  
Suite 750  
Bloomington, MN 55435-5855  
(612) 893-1717

**WHOLESALE DOORS INC.**

44 Greenriver Way  
P.O. Box 313  
Watertown, MA 02172  
(617) 923-9700  
Fax: (617) 926-6330  
Toll-Free: (MA) (800) 852-3011  
Toll-Free: (NE) (800) 225-4252

**WINDE DISTRIBUTORS INC.**

7 State St.  
Woburn, MA 01801  
(617) 935-8800  
Fax: (617) 933-2790  
Toll-Free: (800) 456-9463

Andrew L. Maclachlan, President  
Dale Clements, Sales Manager

**Retailer Services:**

D.I.Y. clinics, Formica and Surell Solid Surfacing dealer & fabrication seminars. Watts lines, delivery, D.I.Y. racks & displays; literature, FAX machine.

**Sales Representatives:**

Steve Maclachlan  
John Reardon  
Noel Martin

**WINDE-MCCORMICK LAMINATES INC.**

89 Bellows St.  
P.O. Box 8609  
Warwick, RI 02888  
(401) 467-2770  
Fax: (401) 467-4370

Ronald H. Winde Jr., President  
Ronald H. Winde III, Vice President

**Branch Offices:**

Winde-McCormick Laminates Inc.  
11 Atlantic Ave.  
S. Yarmouth, MA 02664  
John Crowell, Manager  
(508) 394-0992

**Retailer Services:**

Delivery, wats lines, seminars, literature, display programs, leads

**WINDOW-TECH INC.**

15 Golf Links Rd.  
RD 6  
Middletown, NY 10940  
(914) 342-7000



**V.P. WINTER DISTRIBUTING CO.**  
Winter Co.  
Myles Standish Blvd./John Hancock  
Rd.  
P.O. Box 2780, Myles Standish  
Industrial Pk.  
Taunton, MA 02780  
(508) 823-9090  
Fax: (508) 880-3434; (508) 822-1691  
Toll-Free: (800) 255-1520

George A. Courtot, President  
Constantine B. O'Doherty, Vice President  
Robert Marcotte, Treasurer/Secretary  
Richard W. Harvey, Assistant Treasurer

**Branch Offices:**

Winter Co.  
166 Prestige Park Dr.  
E. Hartford, CT 06108  
Jerry Shepard, Branch Manger  
(203) 282-0818

Winter Co.  
P.O. Box AW  
Biddeford, ME 04005  
Jamie Town, Branch Manager  
(207) 283-0138

Winter Co.  
P.O. Box 858  
Bangor, ME 04401  
Kevin O'Connell, Branch Manger  
(207) 942-4844

Winter Co.  
P.O. Box 10  
Sharon, VT 05065  
Frank O'Donnell, Branch Manager  
(802) 763-8331

Winter Co.  
P.O. Box 158  
Selkirk, NY 12658  
John Clayton, Branch Manager  
(518) 767-3555

Winter Co.  
P.O. Box 180  
Paxinos, PA 17860  
John Hornung, Branch Manager  
(717) 672-2556

Winter Co.  
P.O. Box 128  
Syracuse, NY 13206  
Don Paiva, Branch Manager  
(315) 437-8801

Winter Co.  
RD 2 - US 13 & RD 40  
P.O. Box 280  
Bridgeville, DE 19933  
Tom Fitzgerald, Branch Manager  
(302) 337-8781

Winter Co.  
P.O. Box 34130  
Richmond, VA 23234  
(804) 271-8301

Winter Co.  
Interstate Ind. Park  
P.O. Box 409  
Williamsport, MD 21795  
Ron Boag, Branch Manager  
(301) 582-0990

**WOOD STRUCTURES INC.**  
Alfred Rd. Business Pk.  
P.O. Box 347  
Biddeford, ME 04005  
(207) 282-7556  
Fax: (207) 282-2423  
Toll-Free: (ME) (800) 341-0716  
Toll-Free: (NE) (800) 341-9612

William W. Alcorn, CEO  
David B. Gould, President

Frank G. Paul, Vice President/Sales

**Sales Representatives:**

Karl N. Treadwell (207) 499-7143  
RR #4  
Box 256 Biddeford, ME 04005  
Territory covered: ME

Igor Sikarsky (207) 439-9331  
20 Trafton Ln. Kittery, ME 03904  
Territory covered: E. MA

Robert J. Klemick (603) 798-4930  
RFD #10  
Box 371B Concord, NH 03301  
Territory covered: NH

Cesare A. Spagnuolo (203) 974-2034  
RR 1  
Bungy Hill Rd. Woodstock, CT 06281  
Territory covered: CT, RI

See advertisement on page 139

**WOOD TREATERS OF BUFFALO CO.  
INC.**  
100 Botsford Pl.  
Buffalo, NY 14216  
(716) 874-6181

Edward G. Hoffman, President  
Daniel V. Brennan, Secretary  
Edward J. McDermid Sr., Treasurer  
Lorraine H. Nachreiner, Purchasing Agent  
Richard Davis, Plant Operator

**Sales Representatives:**

Thomas DePriest (716) 874-6181  
100 Botsford Pl. Buffalo, NY 14216  
Territory covered: Western NY

**WOODLAND SPECIALTIES INC.**  
1216 Canal St.  
Syracuse, NY 13210  
(315) 474-6486  
Fax: (315) 474-6490  
Toll-Free: (800) 252-2323

Carol A. Murphy, Secretary/Treasurer  
Michael R. Murphy, Vice President

**Retailer Services:**

Delivery, Sales Assistance, Inventory Control,  
Sample Service

**Sales Representatives:**

Harvey E. Baker  
c/o Office

Thomas J. Murphy  
c/o Office

Roger D. Pearsall  
c/o Office

**YOUNG DOOR CO./CHALLENGE  
DOOR**  
215 Packer St.  
Sunbury, PA 17801  
(717) 286-5691  
Fax: (717) 286-0228







**Appendix VII: Building Materials Manufacturers' Agents - Upstate New York**

**ARCHITECTURAL SPECIALTY BUILDING PRODUCTS**

1624 James St., Ste. 8  
Syracuse, NY 13203  
Eric W. Johnson  
(315) 426-1920

Specification work with architects; sales to glaziers, window contractors, stone setters, roofers, waterproofers, commercial developers; new/renovation projects.

Territory: NY excluding NYC. Branch Office: Skaneateles, NY Est: 1959, MANA: 1986

**R. W. BRYANT ASSOCS., INC.**

22 Drake St.  
Oakfield, NY 14125  
Scott A. Gaton  
(716) 948-5877

Paints, varnishes, paint sundries, maintenance supplies, building/hardware supplies. Territory: NY state except

NYC/Long Island. Est: 1974, MANA: 1976

**GENE CARARO, INC.**

10 Deepwood Rd.  
Roslyn Heights, NY 11577  
Gene Carraro  
(516) 484-0511

FAX: (516) 484-0986

Fasteners, acoustical ceilings, aluminum extrusions, expanded metal, lath

Territory: NY (Long Island/Westchester Cty.); NJ, N. of Trenton. Est: 1967 MANA: 1976

**COMPONENT SALES & MARKETING**

2269 Saw Mill River Rd., Ste. 205  
Elmsford, NY 10523  
Michael Rhein  
(914) 347-4900

FAX: (914) 347-2053

Primed, clad wood windows/doors; exterior, interior fir/pine doors; aluminum screen/window balances; door weather strip/sills.

Territory: Northeast States. Branch office: Boston, MA Est: 1960, MANA: 1968

**FISH & PARKER, INC.**

3045 Smith Rd.  
Marietta, NY 13110  
Donald E. Fish  
(315) 673-2942

FAX: (315) 673-3965

Paneling, adhesives, skylights, hardwood flooring, counter tops, millwork, folding doors.

Territory: Upstate NY. Est.: 1969 MANA: 1976

**FORBES SALES**

32 Partridge Run  
Amherst, NY 14228  
Gene H. Lowery, Sr.  
(716) 688-0558

Specialty building products to wholesalers, mass merchandisers, homecenters, lumberyards.

Warehouse. Territory: N. Pennsylvania, NY, Vermont, Connecticut Branch Office: Syracuse, NY Albany, NY Est.: 1974 MANA: 1981

**HARVEY GERSTMAN ASSOCS., INC.**

P.O. Box 112  
Hewlett, NY 11557  
Harvey Gerstman  
(516) 791-3404

FAX: (516) 791-3511

Paint, hardware, building materials,

tools. Territory: NY, New Jersey, E. Pennsylvania Delaware, Maryland, Washington, DC: New England

Est.: 1978 MANA: 1982

**THEODORE J. HARRINGTON ASSOCS., INC.**

125 Stanwood Lane  
Manlius, NY 13104  
Ted Harrington

(315) 637-9073, (800) 635-4518

FAX: (315) 637-0350

Siding, roofing, doors, windows, patio enclosure rooms, greenhouses, trim, shutters, building specialties. Territory: East Coast

Est.: 1975 MANA: 1980



ALAN H. HOLTZER SALES, INC.  
104-20 Queens Blvd., Ste. 7W  
Forest Hills, NY 11375  
Alan H. Holtzer  
(718) 275-2205, (212) 964-4233  
FAX: (718) 275-2205  
Hardware, hand tools, chemicals, paint brushes,  
industrial supplies. Territory: NY, New Jersey,  
Connecticut. Branch Office: Syracuse, NY  
Est.: 1972 MANA: 1989

K.C. SALES CO.  
P.O. Box 113  
Syracuse, NY 13215-0113  
Daniel F. Casey  
(315) 469-4540  
FAX: (315) 469-6056  
Acoustical panels-baffles, fireproof coatings,  
exterior insulated finish systems/wall coatings,  
lightage, structural framing, demountable  
partitions. Territory: Upstate NY, N. of/  
including Putnam, Orange Ctys. Est.: 1966, MANA:  
1973

KIMBERLY SALES ASSOCS., INC.  
28 Roxwood Circle  
P.O. Box 12889  
Rochester, NY 14612  
Grady W. Roy  
(716) 227-5037  
FAX: (716) 723-8034  
Aluminum, vinyl, wood/aluminum clad wood  
windows/  
patio doors, aluminum columns/railings, pine  
wood mouldings. Territory: NY. Est.: 1973  
MANA: 1987

LINDQUIST SALES, INC.  
296 Buffalo St., P.O. Box 550  
Hamburg, NY 14075  
Raymond C. Lindquist  
(716) 649-0182  
FAX: (716) 649-0291  
Hardwood/plastic flush doors, hardwood plywood,  
industrial plywood, hardwood panel doors  
Territory: NY, Pennsylvania, Maryland,  
Connecticut, Rhode Island, Vermont, New  
Hampshire, Maine. Est.: 1970 MANA: 1980

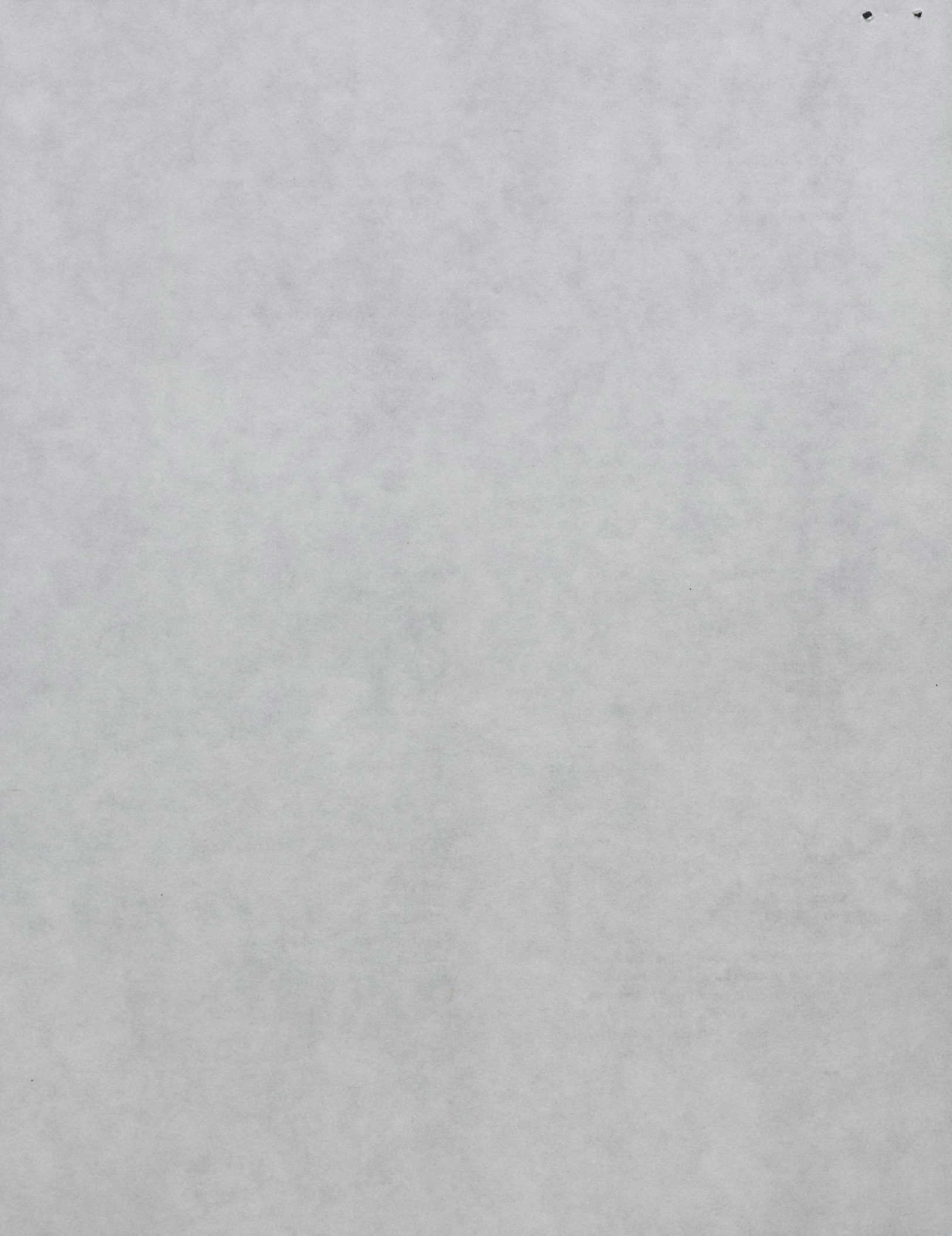
NEW CITY SALES CORP.  
P.O. Box 62  
New City, NY 10956-0062  
George Dellon  
(914) 353-3777  
Plumbing, kitchen, bath. Territory:  
Metropolitan NY; N. New Jersey

ROLLISON CONSTRUCTION SALES, INC.  
6300 Collett Rd. W.  
Farmington, NY 14425  
Richard A. Gordon  
(716) 924-8400  
Construction products  
Territory: NY Est.: 1964 MANA: 1990

SHELTER PRODUCTS INC.  
P.O. Box 338  
Mamaroneck, NY 10543  
Stan Kornreich  
(914) 381-5080  
FAX: (914) 381-4461  
Doors, door lites, leaded glass, mouldings,  
various millwork/building products. Warehouse.  
Territory: NY, New Jersey, E. Pennsylvania,  
New England

STYRO MOISTURE PROTECTION  
48 Town Office Rd.  
Troy, NY 12180  
Kenneth R. Ross  
(518) 279-3774  
Insulation, exterior wall systems, insulation  
coatings. territory: NY, Vermont.  
Est.: 1978 MANA: 1983







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Clements, Richard D.  
Residential building components  
market study Revised. --  
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