

ProSales 100

Primary
business
emphasis*

2007
pro sales
(millions)

As percent
of total
2007 sales

2007
total sales
(millions)

2006
total sales
(millions)

Total sales
percent
change
(2007 vs.
2006)

Total
number of
locations
2007 2006

Total
number of
employees

Total
number of
outside
salespeople

1	ProBuild, Denver, CO	M	\$4,500.0	90%	\$5,000.0	\$6,000.0	-16.7%	563	512	15,000	2,124
2	Stock Building Supply, Raleigh, NC	M	4,417.0	94	4,709.0	5,428.0	-13.2	363	384	13,120	1,241
3	84 Lumber Co., Eighty Four, PA	M	3,007.0	97	3,100.0	3,920.0	-20.9	434	450	9,500	2,000
4	ABC Supply Co., Beloit, WI	S	2,521.0	96	2,626.0	2,991.0	-12.2	394	347	5,243	581
5	BMHC, San Francisco, CA	M	2,285.0	100	2,285.0	3,203.0	-28.7	99	101	14,000	405
6	Beacon Roofing Supply Inc., Peabody, MA	W	1,646.0	100	1,646.0	1,501.0	9.7	178	154	2,708	299
7	Builders FirstSource Inc., Dallas, TX	M	1,560.2	98	1,592.0	2,239.0	-28.9	127	127	5,500	538
8	Foxworth-Galbraith Lumber Co., Dallas, TX	M	513.0	95	540.0	716.3	-24.6	69	61	n/a	n/a
9	The Carter Lumber Co., Kent, OH	M	500.8	78	642.0	689.0	-6.8	206	216	3,000	340
10	Harvey Industries Inc., Waltham, MA	W	475.0	100	475.0	463.0	2.6	34	33	1,400	80
11	McCoy's Building Supply, San Marcos, TX	L	430.9	76	567.0	565.0	0.4	87	86	2,200	81
12	Bison Building Materials Ltd., Houston, TX	M	361.0	100	361.0	403.0	-10.4	9	13	750	23
13	Golden State Lumber, American Canyon, CA	L	332.0	100	332.0	393.0	-15.5	5	6	419	27
14	Parr Lumber Co., Hillsboro, OR	M	324.3	87	372.7	433.6	-14.0	38	37	740	n/a
15	Pacific Coast Supply LLC, No. Highlands, CA	W	296.9	88	337.4	394.2	-14.4	41	42	764	59
16	Meek Lumber Co., Sacramento, CA	M	280.8	80	351.0	444.0	-20.9	53	53	1,380	76
17	Lyman Lumber Co., Excelsior, MN	M	280.3	96	292.0	397.0	-26.4	15	14	1,258	79
18	E.C. Barton & Co., Jonesboro, AR	L	277.6	80	347.0	268.0	29.5	128	124	1,200	60
19	Ply Mart Inc., Norcross, GA	M	262.9	99	264.2	347.9	-24.1	28	32	695	115
20	Ganahl Lumber Co., Anaheim, CA	L	235.9	87	271.2	291.5	-7.0	9	8	750	16
21	Orco Construction Supply, Livermore, CA	S	227.0	100	227.0	281.0	-19.2	20	23	536	60
22	Contract Lumber Inc., Pataskala, OH	M	196.0	100	196.0	206.0	-4.9	11	10	n/a	20
23	Mill Creek Lumber & Supply Co., Tulsa, OK	M	190.4	92	207.0	203.0	2.0	35	30	515	40
24	Riverhead Building Supply Corp., Riverhead, NY	M	180.6	80	225.8	231.9	-2.6	12	12	460	22
25	National Home Centers, Springdale, AR	M	172.1	90	191.2	235.5	-18.8	10	10	700	60
26	National Lumber Co., Mansfield, MA	M	159.6	95	168.0	184.0	-8.7	8	7	500	33
27	Erie Materials Inc., Syracuse, NY	W	159.4	99	161.0	151.0	6.6	10	10	375	40
28	Burton Lumber & Hardware Co., Salt Lake City, UT	M	150.4	97	155.0	179.0	-13.4	7	6	428	25
29	Lampert Yards, St. Paul, MN	L	149.8	83	180.5	222.6	-18.9	35	38	500	112
30	Honsador Lumber LLC, Kapolei, HI	M	144.8	80	181.0	180.0	0.6	14	14	350	15
31	Shelter Products Inc., Portland, OR	M	140.7	95	148.1	148.1	0.0	4	3	103	0
32	Alpine Lumber Co., Westminster, CO	M	140.6	95	148.0	174.0	-14.9	17	17	366	61
33	T.W. Perry, Chevy Chase, MD	M	136.4	100	136.4	148.6	-8.2	6	6	375	35
34	Roper Bros. Lumber Co., Colonial Heights, VA	M	133.7	92	145.3	131.1	10.8	8	9	380	29
35	VNS Corp., Vidalia, GA	M	130.3	98	133.0	150.0	-11.3	16	14	409	44
36	R.P. Lumber Co., Edwardsville, IL	M	128.3	75	171.0	179.0	-4.5	44	42	570	60
37	Franklin Building Supply Co., Boise, ID	M	127.4	85	149.8	227.2	-34.1	14	14	600	50
38	Lezzer Lumber Co., Curwensville, PA	M	125.8	95	132.4	98.6	34.3	16	12	500	45
39	Scherer Bros. Lumber Co., Brooklyn Park, MN	M	125.6	93	135.0	161.0	-16.1	8	8	400	47
40	Idaho Pacific Lumber Co., Boise, ID	M	125.3	92	136.2	152.4	-10.7	8	9	132	24
41	Kuiken Brothers Co., Fair Lawn, NJ	L	123.3	95	129.8	151.9	-14.5	8	8	268	13
42	Bailey Lumber & Supply Co., Gulfport, MS	M	121.1	98	123.6	144.1	-14.2	10	10	399	42
43	The Building Center Inc., Pineville, NC	M	118.2	98	120.6	136.6	-11.7	7	6	275	26
44	Guy C. Lee Building Materials, Smithfield, NC	M	117.0	90	130.0	187.0	-30.5	9	8	250	36
45	Ridout Lumber Co., Searcy, AR	M	116.1	90	129.0	168.0	-23.2	15	15	305	25
46	O.C. Cluss Lumber Co., Uniontown, PA	M	114.0	95	120.0	130.0	-7.7	12	12	376	20
47	The Wolf Organization, York, PA	L	110.0	100	110.0	130.0	-15.4	10	18	250	30
48	Matheus Lumber Co., Woodinville, WA	W	107.9	99	109.0	118.0	-7.6	3	3	54	15
49	Curtis Lumber Co., Ballston Spa, NY	M	105.7	63	167.8	153.1	9.6	22	22	645	30
50	Hancock Lumber Co., Casco, ME	M	105.4	85	124.0	147.4	-15.9	13	14	440	30

*L=Professional dealer/lumberyard without manufacturing capabilities; M=Professional dealer/lumberyard with manufacturing capabilities; S=Specialty distributor; W=Wholesale distributor; n/a=Not available