

# Most Felt the Chill

ProSales 100 ranked by percentage change in total sales in 2008 from 2007

Only 15 companies in the ProSales 100 reported an increase in total sales in 2008 from the previous year. The average for all firms was a 14.8% drop, but 21 had declines exceeding 25%.

NOTE: SRS Acquisition was excluded because it is such a relatively new operation that its 2007 sales figures aren't applicable.

SURVEY BASE: PROSALES 100

>20%

Graber Post Buildings ..... 29.8% | Western Building Center ..... 20.7% |

20% to  
0%

Shelter Products ..... 12.8%	McCoy's Building Supply ..... 7.2%	Your Building Centers ..... 4.6%
ABC Supply Co. .... 9.7%	Spahn & Rose Lumber Co. .... 7.2%	New South Construction Supply 4.1%
Beacon Roofing Supply ..... 8.4%	BR Johnson ..... 6.9%	Feldman Lumber ..... 0.9%
Builders Supply Co. .... 7.9%	Campbellsport Building Supply 6.3%	Bradco Supply Corp. .... 0.0%
Erie Materials ..... 7.5%	Lezzer Lumber ..... 5.0%	

0% to  
-10%

Star Lumber & Supply Co. .... -0.1%	Benson Lumber ..... -3.2%	Ridout Lumber ..... -7.0%
Harvey Building Products ..... -0.9%	Ellsworth Builders Supply ..... -4.1%	Alpine Lumber ..... -7.4%
National Lumber Co. .... -1.3%	Hancock Lumber ..... -5.6%	Zuern Building Products ..... -8.2%
LaValley Building Supply ..... -1.9%	Morsches Builders Mart ..... -5.7%	O.C. Cluss Lumber Co. .... -8.3%
Carter Lumber ..... -2.0%	Forest Building Materials ..... -5.8%	Cassity Jones Lumber & Hardware -9.0%
E.C. Barton & Co. .... -2.0%	Standale Lumber & Supply Co. .... -6.1%	Golden State Lumber ..... -9.1%
R.P. Lumber ..... -2.3%	Professional Builders Supply ..... -6.5%	Barrons Enterprises ..... -9.4%
Curtis Lumber ..... -2.3%	Riverhead Building Supply ..... -6.7%	Jaeger Lumber ..... -9.9%
Hammond Lumber Co. .... -3.1%	Consolidated Lumber Co. .... -6.7%	

-10% to  
-20%

Moynihan Lumber Inc. .... -10.2%	Fullerton Lumber Co. .... -12.7%	Honsador Lumber ..... -15.8%
Shone Lumber ..... -10.2%	TW Perry ..... -13.9%	Concord Lumber Corp. .... -16.0%
Mill Creek Lumber and Supply -10.4%	Zarsky Lumber Co. .... -14.0%	Shelly Enterprises ..... -17.6%
John H. Myers & Son ..... -10.5%	Hamilton Building Supply Co. -14.0%	Mentor Lumber & Supply Co. -17.7%
DuBell Lumber Co. .... -11.1%	Lampert Yards ..... -14.6%	Social Circle Ace Home Center -18.2%
Burton Lumber ..... -11.4%	Kellogg Supply Co. .... -15.0%	Meek's Lumber ..... -18.8%
M.C. Gutherie Lumber Co. .... -11.5%	Lyon & Billard ..... -15.1%	Matheus Lumber Co. .... -19.3%
ProBuild Holdings ..... -12.0%	Ganahl Lumber Co. .... -15.5%	Hayward Lumber ..... -19.8%
Ashby Lumber Co. .... -12.2%	Reid & Wright ..... -15.6%	

-20% to  
-30%

Bailey Lumber & Supply Co. ... -20.7%	McCray Lumber Co. .... -22.7%	Oso Lumber ..... -27.2%
Herrman Lumber ..... -21.2%	Stock Building Supply ..... -23.5%	Smitty's Building Supply ..... -27.5%
Central Valley Builders Supply -21.6%	National Home Centers ..... -24.3%	Lyman Lumber Co. .... -27.7%
Ridgefield Supply Co. .... -21.7%	Bison Building Materials ..... -24.7%	The Building Center ..... -29.2%
Scherer Bros. Lumber Co. .... -22.2%	The Parr Co. .... -26.8%	Foxworth-Galbraith Lumber Co. -29.6%
Louis J. Grasmick Lumber Co. -22.5%	GBS Lumber ..... -27.1%	

-30% to  
-40%

Roper Bros. Lumber ..... -31.0%	Franklin Building Supply ..... -33.2%	Manning Building Supplies ..... -37.6%
Idaho Pacific Lumber ..... -31.7%	VNS Corp. .... -33.5%	Buck Lumber and Building Supply -37.6%
Tindell's ..... -31.7%	Builders FirstSource ..... -33.7%	Guy C. Lee Building Materials -38.5%
84 Lumber ..... -32.3%	Garris Evans Lumber Co. .... -36.7%	

<-40%

Robert Bowden ..... -40.4% | Learned Lumber ..... -40.6% | Building Materials Holding Corp. -40.9%