



Storm Warning

2014 was dealers' best year since 2006. It's also a benchmark for the revolution that swept in this year.

You need bifocals to properly read this year's ProSales 100 report. Look at it close up and the numbers sound the same drumbeat we've been hearing for quite a while. Sales in 2014 rose for the fifth straight year, increasing 10.3% to \$38.7 billion, and the six companies atop the rankings last year held the same six places, in the same order, this time.

But viewed from the perspective one gets from being five months deep into 2015, there's an end-of-an-era feeling to this latest report. The planned takeover of No. 2 ProBuild by No. 6 Builders FirstSource (BFS) will create a \$6 billion behemoth that almost certainly next year will end ABC Supply's five-year reign at the top. And US LBM (which is up for sale) charged into the top 10,

aided in part by its acquisition last year of Brooklyn's Samuel Feldman Lumber, a former top 30 company. That pulled Feldman off the list this year. Next year, the same fate will befall No. 33 Lampert Yards (also acquired by US LBM) and No. 39 VNS Corp. (which has become part of BMC).

For all that the billion-dollar companies achieved, smaller dealers did proportionately better. While the 10 biggest dealers' sales rose 9.1%, at the next 90 dealers they climbed 12.1%. And while the big dogs increased staff counts by 7.1%, the other 90 dealers' payrolls increased 8.2%. Only in facility growth (5.3% vs. 4.5%) did the top 10 lead.

All told, 89 firms recorded sales gains, three saw no change, and eight posted sales declines.

By Craig Webb

ProSales 100

	Primary business emphasis*	2014 pro sales (\$ millions)	As percent of total 2014 sales	2014 total sales (\$ millions)	2013 total sales (\$ millions)	Total sales percent change (2014 vs. 2013)	Total number of locations as of Jan. 1		Total number of employees as of Jan. 1	
							2015	2014	2015	2014
1 ABC Supply , Beloit, WI	S	\$5,258.0	100%	\$5,258.0	\$4,911.0	7%	493	459	7,690	6,784
2 ProBuild , Denver, CO	M	\$4,032.0	90%	\$4,480.0	\$4,300.0	4%	361	375	10,116	10,230
3 Beacon Roofing Supply , Herndon, VA	S	\$2,326.9	100%	\$2,326.9	\$2,240.7	4%	268	240	3,000	2,950
4 Allied Building Products , East Rutherford, NJ	S	\$2,242.0	95%	\$2,360.0	\$2,200.0	7%	196	193	3,380	3,341
5 84 Lumber , Eighty Four, PA	M	\$2,203.1	95%	\$2,319.0	\$2,143.0	8%	257	254	4,300	4,100
6 Builders FirstSource , Dallas, TX	M	\$1,604.0	100%	\$1,604.0	\$1,490.0	8%	111	100	3,800	3,330
7 US LBM Holdings , Green Bay, WI	M	\$1,359.4	96%	\$1,416.0	\$790.0	79%	97	62	3,562	2,232
8 L&W Supply , Chicago, IL	S	\$1,345.0	100%	\$1,345.0	\$1,245.0	8%	146	143	2,200	2,200
9 BMC , Atlanta, GA	M	\$1,235.0	95%	\$1,300.0	\$1,200.0	8%	88	85	5,200	5,100
10 Stock Building Supply , Raleigh, NC	M	\$1,231.2	95%	\$1,296.0	\$1,197.0	8%	69	70	3,104	3,025
11 SRS Distribution , McKinney, TX	S	\$1,207.8	99%	\$1,220.0	\$950.0	28%	130	102	1,600	1,200
12 Roofing Supply Group , Dallas, Texas	S	\$1,012.5	90%	\$1,125.0	\$1,006.0	12%	75	69	1,188	1,160
13 Carter Lumber , Kent, OH	M	\$851.9	87%	\$979.2	\$956.5	2%	141	145	2,850	2,700
14 McCoy's Building Supply , San Marcos, TX	L	\$503.3	72%	\$699.0	\$630.0	11%	88	87	2,123	1,924
15 Harvey Building Products , Waltham, MA	M	\$405.0	100%	\$405.0	\$385.0	5%	35	35	1,375	1,350
16 Kodiak Building Partners , Littleton, CO	S	\$395.8	100%	\$395.8	\$157.0	152%	20	6	795	340
17 Lansing Building Products , Richmond, VA	S	\$349.0	100%	\$349.0	\$286.0	22%	77	74	697	673
18 Golden State Lumber , Petaluma, CA	M	\$322.1	95%	\$339.0	\$291.0	16%	6	6	325	310
19 Parr Lumber , Hillsboro, OR	M	\$282.6	87%	\$324.8	\$308.6	5%	31	32	645	610
20 Matheus Lumber , Woodinville, WA	M	\$276.2	99%	\$279.0	\$214.0	30%	7	6	98	85
21 Ganahl Lumber , Anaheim, CA	M	\$261.9	90%	\$291.0	\$247.0	18%	10	10	730	670
22 National Lumber , Mansfield, MA	M	\$257.1	92%	\$279.5	\$255.0	10%	8	8	570	550
23 Meek's Lumber & Hardware , Springfield, MO	M	\$214.4	80%	\$268.0	\$253.0	6%	55	55	940	918
24 Foxworth-Galbraith Lumber , Plano, TX	M	\$207.0	85%	\$243.5	\$228.3	7%	25	25	602	596
25 Shelter Products , Portland, OR	L	\$204.8	80%	\$256.0	\$263.0	-3%	5	4	93	105

* L=Pro dealer without manufacturing capabilities; M=Pro dealer with manufacturing capabilities; S=Specialty dealer/distributor; MW=Molding/millwork dealers; NA=Other categories not applicable



	Primary business emphasis*	2014 pro sales (\$ millions)	As percent of total 2014 sales	2014 total sales (\$ millions)	2013 total sales (\$ millions)	Total sales percent change (2014 vs. 2013)	Total number of locations as of Jan. 1		Total number of employees as of Jan. 1	
							2015	2014	2015	2014
26 Riverhead Building Supply , Calverton, NY	M	\$203.3	78%	\$260.6	\$254.1	3%	13	13	481	466
27 Mead Lumber , Columbus, NE	M	\$190.5	75%	\$254.0	\$227.0	12%	38	39	850	800
27 E.C. Barton & Company , Jonesboro, AR	L	\$190.5	75%	\$254.0	\$255.0	0%	110	115	670	700
29 Erie Materials , Syracuse, NY	S	\$179.9	99%	\$181.7	\$184.5	-2%	10	10	340	345
30 Alpine Lumber , Westminster, CO	M	\$174.2	88%	\$198.0	\$163.0	21%	23	22	404	349
31 R.P. Lumber , Edwardsville, IL	M	\$162.8	75%	\$217.0	\$201.2	8%	55	51	601	556
32 Idaho Pacific Lumber , Boise, ID	M	\$158.7	78%	\$203.5	\$168.3	21%	12	11	110	137
33 Lampert Yards , St. Paul, MN	L	\$158.1	82%	\$192.8	\$187.6	3%	34	34	437	423
34 Forge Lumber/Sims Lohman , Erlanger, KY	L	\$153.0	100%	\$153.0	\$109.0	40%	14	14	510	415
35 Ridout Lumber , Searcy, AR	M	\$151.1	95%	\$159.0	\$156.0	2%	14	14	336	329
36 Rosen Materials , Sunrise, FL	S	\$143.0	100%	\$143.0	\$110.0	30%	19	15	266	221
37 TW Perry , Gaithersburg, MD	M	\$139.0	95%	\$146.3	\$135.9	8%	7	7	399	374
38 Kuiken Brothers , Fair Lawn, NJ	L	\$138.0	94%	\$146.8	\$136.3	8%	8	8	273	271
39 VNS Corp. , Vidalia, GA	M	\$132.9	99%	\$134.2	\$114.0	18%	13	13	293	260
40 Professional Builders Supply , Morrisville, NC	L	\$132.7	99%	\$134.0	\$120.0	12%	6	4	176	157
41 Graber Post Buildings , Montgomery, IN	M	\$121.3	97%	\$125.0	\$115.0	9%	1	1	220	220
42 Gilcrest/Jewett Lumber , Waukee, IA	M	\$118.6	98%	\$121.0	\$115.0	5%	4	4	260	249
43 Hammond Lumber , Belgrade, ME	M	\$118.2	85%	\$139.0	\$129.0	8%	13	12	465	465
44 Kenseal Construction Products , Baltimore, MD	S	\$116.0	100%	\$116.0	\$108.0	7%	13	13	130	125
45 Honsador Group , Kapolei, HI	M	\$114.2	80%	\$142.8	\$139.8	2%	16	16	285	281
46 The Building Center , Pineville, NC	M	\$109.8	98%	\$112.0	\$99.0	13%	6	4	264	231
47 Hancock Lumber , Casco, ME	M	\$109.3	87%	\$125.6	\$116.5	8%	13	13	405	404
47 Builders Supply , Omaha, NE	M	\$109.3	95%	\$115.0	\$105.0	10%	1	1	240	230
49 Lezzer Lumber , Curwensville, PA	M	\$108.3	97%	\$111.6	\$115.2	-3%	11	11	400	385
50 Scherer Bros. Lumber , Brooklyn Park, MN	M	\$106.2	90%	\$118.0	\$116.0	2%	5	5	253	240

* L=Pro dealer without manufacturing capabilities; M=Pro dealer with manufacturing capabilities; S=Specialty dealer/distributor; MW=Molding/millwork dealers; NA=Other categories not applicable



	Primary business emphasis*	2014 pro sales (\$ millions)	As percent of total 2014 sales	2014 total sales (\$ millions)	2013 total sales (\$ millions)	Total sales percent change (2014 vs. 2013)	Total number of locations as of Jan. 1		Total number of employees as of Jan. 1	
							2015	2014	2015	2014
51 Curtis Lumber , Ballston Spa, NY	M	\$102.8	60%	\$171.4	\$171.3	0%	21	21	553	558
52 Sunroc Building Materials , Orem, UT	M	\$102.3	93%	\$110.0	\$103.0	7%	11	11	270	255
53 Drexel Bulding Supply , Campbellsport, WI	L	\$100.0	97%	\$103.1	\$90.7	14%	6	5	209	200
54 McCray Lumber & Millwork , Overland Park, KS	L	\$99.8	95%	\$105.0	\$86.0	22%	6	6	210	195
55 Star Lumber & Supply , Wichita, KS	M	\$98.4	92%	\$107.0	\$110.3	-3%	7	7	325	305
56 Reliable Wholesale Lumber , Huntington Beach, CA	M	\$91.7	70%	\$131.0	\$142.0	-8%	2	2	128	131
57 Hayward Lumber , Monterey, CA	M	\$90.5	90%	\$100.5	\$96.4	4%	8	8	202	216
58 Franklin Building Supply , Boise, ID	M	\$90.3	86%	\$105.0	\$110.0	-5%	16	17	398	398
59 Big C Lumber , Granger, IN	M	\$83.6	93%	\$89.9	\$84.3	7%	18	18	273	256
60 Spahn & Rose Lumber , Dubuque, IA	L	\$78.0	70%	\$111.4	\$111.9	0%	26	27	272	255
61 Robert Bowden Inc. , Marietta, GA	M	\$77.2	98%	\$78.8	\$70.5	12%	3	3	265	179
62 Central Valley Builders Supply , Napa, CA	L	\$71.8	72%	\$99.7	\$92.5	8%	5	5	167	166
63 Your Building Centers , Altoona, PA	M	\$69.1	90%	\$76.8	\$76.6	0%	15	15	270	272
64 Consolidated Lumber , Stillwater, MN	L	\$67.3	78%	\$86.3	\$69.1	25%	14	14	175	160
65 Stine Lumber , Sulphur, LA	L	\$66.4	40%	\$166.0	\$165.0	1%	12	12	650	650
66 Builders. , Kearney, NE	M	\$61.4	83%	\$74.0	\$69.5	6%	5	5	270	250
67 Zarsky Lumber , Victoria, TX	M	\$61.2	85%	\$72.0	\$59.0	22%	12	12	197	196
68 Mans Lumber & Millwork , Trenton, MI	M	\$60.3	90%	\$67.0	\$61.3	9%	2	2	117	114
69 Jackson Lumber & Millwork , Lawrence, MA	M	\$60.2	86%	\$70.0	\$65.0	8%	4	4	162	154
70 Arlington Coal & Lumber , Arlington, MA	L	\$59.9	95%	\$63.0	\$61.0	3%	5	5	105	103
71 Building Solutions , Tulsa, OK	M	\$57.4	95%	\$60.4	\$45.8	32%	3	3	122	112
72 Guthrie Lumber , Livonia, MI	M	\$57.1	99%	\$57.7	\$45.9	26%	1	1	81	73
73 Moynihan Lumber , North Reading, MA	L	\$54.4	90%	\$60.4	\$60.0	1%	3	3	130	110
74 Ellsworth Builders Supply , Ellsworth, ME	L	\$54.3	75%	\$72.4	\$68.1	6%	10	10	250	240
75 Big Creek Lumber , Davenport, CA	L	\$52.7	85%	\$62.0	\$53.0	17%	5	5	205	200

* L=Pro dealer without manufacturing capabilities; M=Pro dealer with manufacturing capabilities; S=Specialty dealer/distributor; MW=Molding/millwork dealers; NA=Other categories not applicable



	Primary business emphasis*	2014 pro sales (\$ millions)	As percent of total 2014 sales	2014 total sales (\$ millions)	2013 total sales (\$ millions)	Total sales percent change (2014 vs. 2013)	Total number of locations as of Jan. 1		Total number of employees as of Jan. 1	
							2015	2014	2015	2014
76 Cassity Jones Lumber , Longview, TX	M	\$52.6	98%	\$53.7	\$48.9	10%	20	18	156	138
77 Tibbetts Lumber , St. Petersburg, FL	M	\$51.9	90%	\$57.7	\$39.6	46%	6	5	223	180
78 The Lester Group , Martinsville, VA	L	\$51.8	96%	\$54.0	\$54.0	0%	3	3	98	89
79 Koopman Lumber , Whitinsville, MA	L	\$50.9	76%	\$67.0	\$56.4	19%	7	7	174	151
80 Christensen Lumber , Fremont, NE	M	\$48.5	95%	\$51.0	\$44.0	16%	2	2	198	147
81 Garris Evans Lumber , Greenville, NC	M	\$47.4	99%	\$47.9	\$46.5	3%	6	6	119	115
82 Western Building Center , Kalispell, MT	M	\$46.9	80%	\$58.6	\$50.6	16%	12	12	205	195
83 Dubell Lumber , Medford, NJ	M	\$44.7	90%	\$49.7	\$47.6	4%	6	6	150	145
84 Central Network Retail Group , Memphis, TN	NA	\$43.4	35%	\$124.0	\$112.0	11%	48	44	850	750
85 GBS Building Supply , Greenville, SC	L	\$42.3	90%	\$47.0	\$40.0	18%	6	6	112	101
86 Texas Plywood , Grand Prairie, TX	MW	\$42.2	99%	\$42.6	\$35.6	20%	1	1	141	127
87 Zuern Building Products , Allenton, WI	L	\$39.1	85%	\$46.0	\$33.0	39%	4	3	100	85
88 Higginbotham Brothers , Comanche, TX	L	\$39.0	50%	\$78.0	\$76.0	3%	37	34	320	294
89 Louis J. Grasmick Lumber , Baltimore, MD	M	\$38.7	90%	\$43.0	\$45.0	-4%	1	1	58	54
90 Oldham Lumber , Dallas, TX	L	\$38.0	95%	\$40.0	\$39.0	3%	1	1	38	36
91 Ashby Lumber , Berkeley, CA	L	\$36.4	70%	\$52.0	\$48.0	8%	2	2	126	115
92 Timberland Lumber , Brazil, IN	M	\$35.6	95%	\$37.5	\$27.5	36%	3	3	135	125
93 Warner Robins Supply , Warner Robins, GA	M	\$34.4	80%	\$43.0	\$39.0	10%	8	8	161	155
93 Potter's Ace Home Centers , Jamestown, TN	L	\$33.4	80%	\$41.8	\$40.6	3%	19	19	225	225
95 The Detering Company , Houston, TX	S	\$32.9	99%	\$33.2	\$16.3	104%	2	1	78	57
96 Harbin Lumber , Lavonia, GA	M	\$32.8	96%	\$34.2	\$27.9	23%	5	5	129	108
97 Yoder's Building Supply , Fair Play, SC	L	\$32.3	95%	\$34.0	\$29.0	17%	1	1	95	76
98 B.R. Johnson , East Syracuse, NY	S	\$32.0	93%	\$34.4	\$33.0	4%	2	2	83	80
99 Prince Lumber , New York, NY	L	\$30.4	90%	\$33.8	\$29.2	16%	2	2	64	60
100 Wilson Lumber , Huntsville, AL	M	\$30.2	90%	\$33.6	\$33.9	-1%	2	2	135	135

* L=Pro dealer without manufacturing capabilities; M=Pro dealer with manufacturing capabilities; S=Specialty dealer/distributor; MW=Molding/millwork dealers; NA=Other categories not applicable

