

LAND OF THE GIANTS

The biggest dealers on the 2016 ProSales 100 outpaced the rest to capture a much larger share of the nation's LBM sales. Here's who made the list and how they did.

ILLUSTRATION: NEIL WEBB



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ProSales 100

	Primary business emphasis*	2015 pro sales (\$ millions)	As percent of total 2015 sales	2015 total sales (\$ millions)	2014 total sales (\$ millions)	Total sales percent change (2015 vs. 2014)	Total number of locations at year-end		Total number of employees at year-end	
							2015	2014	2015	2014
1 ABC Supply , Beloit, WI	S	\$5,841.0	99%	\$5,900.0	\$5,258.0	12.2%	655	493	9,000	7,690
2 Builders FirstSource , Dallas, TX	M	\$5,460.3	90%	\$6,067.0	\$6,083.0	-0.3%	400	450	14,000	14,000
3 BMC Stock Holdings , Atlanta, GA	M	\$2,745.7	95%	\$2,890.2	\$2,607.2	10.9%	147	138	9,600	8,300
4 Beacon Roofing Supply , Herndon, VA	S	\$2,515.2	100%	\$2,515.2	\$2,326.9	8.1%	274	264	3,366	3,159
5 84 Lumber , Eighty-Four, PA	M	\$2,378.6	95%	\$2,503.7	\$2,319.2	8.0%	247	253	4,713	4,288
6 Allied Building Products , East Rutherford, NJ	S	\$2,350.5	95%	\$2,474.2	\$2,365.6	4.6%	197	196	3,374	3,836
7 US LBM , Green Bay, WI	M	\$2,281.0	95%	\$2,401.0	\$1,416.0	69.6%	227	97	6,149	3,562
8 SRS Distribution , McKinney, TX	S	\$1,534.5	99%	\$1,550.0	\$1,220.0	27.0%	152	130	2,200	1,600
9 L&W Supply , Chicago, IL	S	\$1,399.4	98%	\$1,428.0	\$1,345.0	6.2%	142	146	2,034	2,091
10 Carter Lumber Co. , Kent, OH	M	\$998.4	90%	\$1,109.3	\$979.2	13.3%	146	141	3,100	2,891
11 McCoy's Building Supply , San Marcos, TX	M	\$489.5	68%	\$719.8	\$698.5	3.0%	88	88	2,199	2,123
12 Harvey Building Products , Waltham, MA	M	\$475.0	100%	\$475.0	\$405.0	17.3%	36	35	1,375	1,375
13 Kodiak Building Partners , Littleton, CO	S	\$464.7	100%	\$464.7	\$395.8	17.4%	34	20	1,050	795
14 Winroc , Toronto, ON**	S	\$460.2	95%	\$484.4	\$495.8	-2.3%	82	84	1,069	1,057
15 Golden State Lumber , Petaluma, CA	M	\$397.9	98%	\$406.0	\$339.0	19.8%	7	6	410	325
16 Lansing Building Products , Richmond, VA	S	\$388.3	100%	\$388.3	\$349.0	11.3%	78	74	727	687
17 Parr Lumber , Hillsboro, OR	M	\$317.8	87%	\$365.3	\$324.8	12.5%	31	31	682	645
18 Ganahl Lumber , Anaheim, CA	L	\$279.7	90%	\$310.8	\$290.7	6.9%	10	10	760	725
19 National Lumber , Mansfield, MA	M	\$275.2	93%	\$295.9	\$279.5	5.9%	11	10	660	570
20 Matheus Lumber , Woodinville, WA	L	\$265.1	95%	\$279.0	\$279.0	0.0%	7	6	99	95
21 Meek's Lumber & Hardware , Springfield, MO	M	\$231.2	80%	\$289.0	\$268.0	7.8%	55	55	975	940
22 Foxworth-Galbraith Lumber , Plano, TX	M	\$230.4	85%	\$271.1	\$243.5	11.3%	25	25	650	615
23 Riverhead Building Supply , Calverton, NY	M	\$223.9	78%	\$287.0	\$260.6	10.1%	13	13	507	506
24 Alpine Lumber , Westminster, CO	M	\$208.7	94%	\$222.0	\$197.9	12.2%	21	20	445	404
25 Shelter Products , Portland, OR	L	\$205.0	84%	\$244.0	\$256.0	-4.7%	5	5	87	93



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26 Mead Lumber , Columbus, NE	M	\$203.0	79%	\$257.0	\$254.0	1.2%	38	38	900	850
27 E.C. Barton , Jonesboro, AR	L	\$194.3	75%	\$259.0	\$254.0	2.0%	106	110	650	670
28 Erie Materials , Syracuse, NY	S	\$190.0	99%	\$191.9	\$181.7	5.6%	10	10	342	345
29 Professional Builders Supply , Morrisville, NC	L	\$170.4	100%	\$170.4	\$134.1	27.0%	7	5	235	176
30 R.P. Lumber Co. , Edwardsville, IL	M	\$169.5	75%	\$226.0	\$217.0	4.1%	59	55	636	601
31 Ridout Lumber , Searcy, AR	M	\$157.7	95%	\$166.0	\$159.0	4.4%	14	14	366	329
32 Kuiken Brothers , Fair Lawn, NJ	L	\$143.3	95%	\$150.8	\$146.8	2.8%	8	8	278	273
33 TW Perry , Gaithersburg, MD	M	\$140.4	90%	\$156.0	\$146.3	6.6%	8	8	402	399
34 Idaho Pacific Lumber , Meridian, ID	L	\$137.1	76%	\$180.3	\$203.5	-11.4%	17	17	133	113
35 Hammond Lumber , Belgrade, ME	M	\$130.5	90%	\$145.0	\$139.0	4.3%	13	13	465	465
36 Curtis Lumber , Ballston Spa, NY	M	\$129.8	70%	\$185.4	\$171.4	8.1%	21	21	562	553
37 Burton Lumber , Salt Lake City, UT	M	\$128.3	95%	\$135.0	\$126.0	7.1%	8	7	420	400
38 MG Building Materials , San Antonio, TX	M	\$128.0	80%	\$160.0	\$144.0	11.1%	7	7	300	300
39 Honsador Group , Kapolei, HI	M	\$125.2	80%	\$156.5	\$142.8	9.6%	16	16	277	286
40 Gilcrest/Jewett Lumber , Waukee, IA	M	\$123.5	98%	\$126.0	\$121.0	4.1%	5	5	280	260
41 Hancock Lumber , Casco, ME	M	\$120.9	88%	\$137.4	\$125.6	9.4%	10	10	193	186
42 Sunroc Building Materials , Orem, UT	M	\$120.7	95%	\$127.0	\$110.0	15.5%	9	9	285	260
43 Lezzer Lumber , Curwensville, PA	M	\$120.2	96%	\$125.2	\$111.6	12.2%	13	11	360	385
44 Drexel Building Supply , Campbellsport, WI	L	\$118.3	96%	\$123.3	\$103.1	19.6%	6	6	248	209
45 Sims-Lohman , Cincinnati, OH	S	\$108.1	99%	\$109.2	\$92.4	18.2%	17	13	410	374
46 Scherer Bros. Lumber , Brooklyn Park, MN	M	\$107.6	90%	\$119.5	\$118.0	1.3%	5	5	264	257
47 Star Lumber & Supply , Wichita, KS	M	\$105.6	92%	\$114.8	\$107.0	7.3%	7	7	336	325
48 The Building Center , Pineville, NC	M	\$104.0	99%	\$105.0	\$109.0	-3.7%	6	6	300	270
49 Reliable Wholesale Lumber , Huntington Beach, CA	L	\$102.5	80%	\$128.2	\$130.6	-1.9%	2	2	137	124
50 Franklin Building Supply , Boise, ID	M	\$101.3	89%	\$113.8	\$105.3	8.1%	15	15	355	349

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

** Figures shown are for the U.S. operations of this Canadian-based company

*** Revenues and percentage of sales to pros are at midpoint of ranges provided by company



	Primary business emphasis*	2015 pro sales (\$ millions)	As percent of total 2015 sales	2015 total sales (\$ millions)	2014 total sales (\$ millions)	Total sales percent change (2015 vs. 2014)	Total number of locations as of Jan. 1		Total number of employees as of Jan. 1	
							2015	2014	2015	2014
51 McCray Lumber & Millwork , Overland Park, KS	M	\$97.6	95%	\$102.7	\$99.8	2.9%	6	6	200	210
52 American Builders Supply , Sanford, FL	M	\$97.0	100%	\$97.0	\$81.0	19.8%	10	9	396	364
53 Big C Lumber , Granger, IN	M	\$95.2	93%	\$102.4	\$89.9	13.9%	19	18	316	273
54 Hayward Lumber , Monterey, CA	M	\$93.3	90%	\$103.7	\$99.5	4.2%	8	8	186	202
55 Central Valley , Napa, CA	L	\$90.2	80%	\$112.2	\$99.7	12.6%	5	5	237	167
56 Bloedorn Lumber , Torrington, WY	M	\$88.1	80%	\$110.2	\$95.5	15.4%	24	23	360	353
57 Guy C. Lee Building Materials , Smithfield, NC	M	\$82.7	90%	\$91.9	\$83.8	9.6%	8	8	184	182
58 Spahn & Rose Lumber , Dubuque, IA	L	\$80.0	70%	\$114.2	\$111.4	2.6%	26	26	273	274
59 Consolidated Lumber , Stillwater, MN	L	\$77.9	82%	\$95.0	\$86.3	10.1%	14	14	189	175
60 Koopman Lumber , Whitinsville, MA	L	\$75.0	85%	\$88.3	\$67.0	31.7%	8	7	275	225
61 Builders , Kearney, NE	M	\$73.9	89%	\$83.0	\$74.0	12.2%	6	6	275	270
62 Your Building Centers , Altoona, PA	M	\$68.9	87%	\$79.2	\$81.0	-2.2%	15	14	311	314
62 Stine Lumber , Sulphur, LA	L	\$68.9	39%	\$176.6	\$166.0	6.4%	12	12	720	685
64 HPM Building Supply , Keaau, HI***	M	\$68.0	68%	\$100.0	\$90.0	11.1%	8	7	289	248
65 Jackson Lumber & Millwork , Lawrence, MA	M	\$66.4	90%	\$73.8	\$69.7	5.9%	4	4	165	163
66 Central Network Retail Group , Memphis, TN	NA	\$64.8	35%	\$185.0	\$124.0	49.2%	83	48	1,600	850
67 Viking Lumber , Belfast, ME	M	\$63.5	85%	\$74.7	\$69.5	7.3%	10	10	202	198
68 Mans Lumber & Millwork , Trenton, MI	M	\$63.2	85%	\$74.4	\$67.0	11.0%	2	2	123	115
69 Arlington Coal & Lumber , Arlington, MA	L	\$62.8	98%	\$64.1	\$63.1	1.6%	5	5	107	105
70 Cassidy Jones Lumber , Longview, TX	M	\$61.0	99%	\$61.6	\$53.7	14.7%	15	20	140	156
71 Christensen Lumber , Fremont, NE	M	\$59.9	95%	\$63.0	\$51.0	23.5%	2	2	215	198
72 Big Creek Lumber , Davenport, CA	L	\$59.8	85%	\$70.4	\$61.5	14.4%	6	6	220	210
73 Bailey Lumber , Gulfport, MS	M	\$58.8	98%	\$60.0	\$58.7	2.3%	8	8	265	261
74 Tibbetts Lumber , St. Petersburg, FL	M	\$58.4	95%	\$61.5	\$57.0	7.9%	5	5	215	223
75 Moynihan Lumber , North Reading, MA	M	\$58.1	90%	\$64.5	\$60.4	6.8%	3	3	141	130

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76 The Lester Group , Martinsville, VA	L	\$57.5	98%	\$58.7	\$54.0	8.7%	4	3	122	98
77 Western Building Center , Kalispell, MT	M	\$57.3	90%	\$63.6	\$58.6	8.6%	12	12	206	205
78 Ellsworth Builders Supply , Ellsworth, ME	L	\$55.5	75%	\$74.0	\$72.4	2.2%	10	10	260	250
79 Guthrie Lumber , Livonia, MI	M	\$53.1	100%	\$53.1	\$57.7	-8.0%	1	1	82	81
80 Building Solutions , Tulsa, OK	M	\$51.7	90%	\$57.4	\$60.4	-4.9%	3	3	152	154
81 Jennings Builders Supply and Hardware , Cashiers, NC	M	\$46.8	90%	\$52.0	\$44.9	15.8%	4	3	115	93
81 Texas Plywood & Lumber , Grand Prairie, TX	MW	\$46.8	100%	\$46.8	\$42.5	10.0%	1	1	151	141
83 Ashby Lumber , Berkeley, CA	L	\$43.5	70%	\$62.2	\$52.4	18.8%	3	2	140	127
84 Russell Do it Center and Building Supply , Alexander City, AL	L	\$42.9	70%	\$61.3	\$60.1	2.0%	9	9	195	185
85 Uresco Construction Materials , Kent, WA	L	\$42.5	99%	\$42.9	\$45.7	-6.2%	4	4	72	70
86 Louis J. Grasmick Lumber , Baltimore, MD	M	\$41.6	90%	\$46.2	\$43.4	6.4%	1	1	60	60
87 Garris Evans Lumber , Greenville, NC	M	\$41.4	95%	\$43.6	\$47.7	-8.7%	6	6	111	117
88 Timberland Lumber , Brazil, IN	L	\$40.9	95%	\$43.0	\$37.5	14.7%	3	3	135	135
89 Zuern Building Products , Allenton, WI	L	\$40.8	85%	\$48.0	\$46.0	4.3%	4	4	108	100
90 River City Building Supply , Sacramento, CA	S	\$40.3	97%	\$41.5	\$31.5	31.7%	4	3	65	60
91 Oldham Lumber , Dallas, TX	L	\$39.0	95%	\$41.0	\$40.0	2.5%	1	1	42	38
92 Buck Lumber & Building Supply , Charleston, SC	L	\$38.4	90%	\$42.6	\$32.4	31.4%	1	1	55	44
93 Higginbotham Brothers , Comanche, TX	L	\$38.0	50%	\$76.0	\$76.0	0.0%	37	37	325	310
94 Yoder's Building Services , Fair Play, SC	L	\$37.9	99%	\$38.3	\$34.0	12.7%	1	1	106	95
95 Forge Lumber , Erlanger, KY	M	\$37.6	99%	\$38.0	\$37.5	1.3%	3	3	93	93
96 Potter's Ace Home Center , Jamestown, TN	L	\$35.8	80%	\$44.7	\$41.8	7.1%	20	19	225	225
97 Harbin Lumber , Lavonia, GA	M	\$34.3	96%	\$35.7	\$34.2	4.6%	5	5	144	129
98 B.R. Johnson , East Syracuse, NY	S	\$33.7	98%	\$34.4	\$29.6	16.1%	2	2	83	83
99 Prince Lumber , New York, NY	L	\$33.6	93%	\$36.3	\$33.8	7.3%	3	3	61	58
100 Gillman Home Centers , Batesville, IN	L	\$33.2	75%	\$44.3	\$38.3	15.7%	8	7	200	180

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