

# PROSALES

	Primary Business Emphasis*	2018 Pro Sales (\$ millions)	As % of Total 2018 Sales	2018 Total Sales (\$ Millions)	2017 Total Sales (\$ Millions)	Total Sales % Change (2018 vs. 2017)	Total Number of Locations at Year-end		Total Number of Employees at Year-end	
							2018	2017	2018	2017
1	ABC Supply, Beloit, WI	\$10,436.5	99%	\$10,541.9	\$9,329.2	13.0%	764	716	14,220	13,269
2	Builders FirstSource, Dallas, TX	\$6,952.3	90%	\$7,724.8	\$7,034.2	9.8%	401	402	15,000	15,000
3	Beacon Roofing Supply, Herndon, VA **	\$6,705.1	98%	\$6,841.9	\$4,315.0	58.6%	526	361	8,356	5,406
4	84 Lumber, Eighty Four, PA	\$3,666.6	95%	\$3,859.6	\$3,301.8	16.9%	265	271	5,529	5,393
5	BMC Stock Holdings, Raleigh, NC	\$3,498.3	95%	\$3,682.4	\$3,365.9	9.4%	155	148	9,500	9,100
6	US LBM, Buffalo Grove, IL	\$3,248.0	97%	\$3,348.4	\$3,091.9	8.3%	251	237	8,100	7,500
7	SRS Distribution, McKinney, TX	\$2,723.0	99%	\$2,750.5	\$2,312.0	19.0%	248	200	3,750	3,200
8	GMS, Tucker, GA ***	\$2,444.9	92%	\$2,657.5	\$2,490.6	6.7%	216	212	4,642	4,600
9	Foundation Building Materials, Tustin, CA	\$1,983.0	97%	\$2,044.3	\$1,791.1	14.1%	175	154	3,486	3,517
10	Carter-Jones Lumber, Kent, OH	\$1,393.1	94%	\$1,482.0	\$1,365.0	8.6%	153	147	3,457	3,377
11	Kodiak Building Partners, Highlands Ranch, CO	\$1,121.3	100%	\$1,121.3	\$748.7	49.8%	80	54	2,480	1,694
12	McCoy's Building Supply, San Marcos, TX	\$636.8	72%	\$884.4	\$827.8	6.8%	91	90	2,545	2,523
13	Lansing Building Products, Richmond, VA	\$574.3	100%	\$574.3	\$522.4	9.9%	77	78	947	872
14	American Construction Source, Springfield, MO ****	\$509.7	90%	\$566.3	\$0.0	N/A	73	0	1,500	0
15	Harvey Building Products, Waltham, MA	\$491.8	70%	\$702.5	\$537.8	30.6%	49	43	2,350	1,525
16	Parr Lumber, Hillsboro, OR	\$460.3	85%	\$541.5	\$480.6	12.7%	34	34	834	796
17	Matheus Lumber, Woodinville, WA	\$428.6	98%	\$437.3	\$342.2	27.8%	8	8	120	114
18	Foxworth-Galbraith Lumber, Plano, TX	\$425.7	90%	\$473.0	\$409.0	15.6%	32	30	1,075	1,000
19	Ganahl Lumber, Anaheim, CA	\$408.8	92%	\$444.3	\$384.5	15.6%	11	11	912	872
20	Alpine Lumber, Westminster, CO	\$353.2	99%	\$356.8	\$312.2	14.3%	20	20	572	544
21	National Lumber, Mansfield, MA	\$317.7	94%	\$338.0	\$316.0	7.0%	14	14	725	700
22	Professional Builders Supply, Morrisville, NC	\$303.7	99%	\$306.7	\$273.5	12.2%	8	8	341	324
23	Riverhead Building Supply, Calverton, NY	\$281.9	81%	\$348.0	\$317.0	9.8%	18	14	704	585
24	Shelter Products, Milwaukie, OR	\$279.2	93%	\$300.3	\$269.1	11.6%	6	6	82	84
25	Hammond Lumber, Belgrade, ME	\$239.4	95%	\$252.0	\$163.0	54.6%	21	13	800	480
26	E.C. Barton & Co., Jonesboro, AR	\$233.3	75%	\$311.0	\$296.0	5.1%	103	104	710	680



"Building Business for Our Partners"



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27	Mead Lumber, Columbus, NE	\$232.8	80%	\$291.0	\$251.0	15.9%	44	43	900	850
28	Idaho Pacific Lumber, Meridian, ID	\$227.9	74%	\$308.0	\$230.0	33.9%	11	14	145	140
29	R. P. Lumber Co., Edwardsville, IL	\$221.6	80%	\$277.0	\$273.0	1.5%	69	69	751	758
30	Sunroc Building Materials, Orem, UT	\$209.6	96%	\$218.3	\$167.9	30.1%	11	11	326	363
31	Bridgewell Resources, Tigard, OR	\$192.8	100%	\$192.8	\$188.7	2.2%	7	6	100	91
32	Erie Materials, Syracuse, NY	\$192.7	100%	\$192.7	\$195.9	-1.6%	10	10	340	345
33	Mill Creek Lumber & Supply, Tulsa, OK	\$181.9	92%	\$197.7	\$180.3	9.7%	25	25	581	563
34	Franklin Building Supply, Boise, ID	\$177.4	90%	\$197.1	\$156.9	25.6%	14	14	560	500
35	Erickson Framing Operations, Chandler, AZ	\$173.6	100%	\$173.6	\$132.0	31.5%	4	4	878	804
36	TW Perry, Gaithersburg, MD	\$173.0	95%	\$182.1	\$173.9	4.7%	8	8	447	447
37	Hancock Lumber, Casco, ME	\$170.9	95%	\$179.9	\$166.0	8.4%	10	10	240	218
38	Drexel Building Supply, Campbellsport, WI	\$169.6	95%	\$178.5	\$163.4	9.3%	8	6	358	294
39	Curtis Lumber, Ballston Spa, NY	\$147.6	70%	\$210.9	\$197.2	6.9%	21	21	602	595
40	McCray Lumber & Millwork, Overland Park, KS	\$146.3	99%	\$147.8	\$134.0	10.3%	7	7	220	220
41	Lezzer Lumber, Curwensville, PA	\$142.3	95%	\$149.8	\$133.5	12.2%	14	14	425	425
42	Scherer Bros. Lumber, Brooklyn Park, MN	\$140.6	90%	\$156.3	\$147.1	6.2%	5	5	286	279
43	Reliable Wholesale Lumber, Huntington Beach, CA	\$140.4	72%	\$195.0	\$152.0	28.3%	2	2	144	135
44	Gilcrest/Jewett Lumber, Waukee, IA	\$139.2	98%	\$142.0	\$142.0	0.0%	5	5	310	320
45	Sims-Lohman, Cincinnati, OH	\$139.0	100%	\$139.0	\$135.0	2.9%	22	19	476	424
46	Guy C Lee Building Materials, Smithfield, NC	\$134.9	90%	\$149.9	\$147.1	1.9%	8	8	214	220
47	The Building Center, Pineville, NC	\$131.9	99%	\$133.2	\$130.3	2.2%	7	7	355	342
48	Zeeland Lumber & Supply, Zeeland, MI	\$129.1	96%	\$134.5	\$128.7	4.6%	6	6	388	407
49	Hayward Lumber, Monterey, CA	\$124.6	90%	\$138.5	\$117.2	18.2%	8	8	201	195
50	Star Lumber & Supply, Wichita, KS	\$123.5	93%	\$132.8	\$122.2	8.6%	7	7	345	332
51	Big C Lumber, Granger, IN	\$118.8	93%	\$127.7	\$112.7	13.3%	18	19	326	321
52	Koopman Lumber, Whitinsville, MA	\$118.6	90%	\$131.8	\$110.5	19.3%	9	9	289	270



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53	U.S. Fence Solutions, Littleton, CO	\$113.1	89%	\$127.0	\$118.7	7.0%	12	11	275	308
54	Central Valley, Napa, CA	\$110.2	79%	\$138.9	\$117.1	18.6%	9	6	168	147
55	Bloedorn Lumber, Torrington, WY	\$104.1	80%	\$130.1	\$125.0	4.1%	26	26	360	360
56	Tibbetts Lumber, St. Petersburg, FL	\$95.5	97%	\$98.5	\$86.4	14.0%	5	5	268	260
57	Western Building Center, Kalispell, MT	\$95.0	90%	\$105.6	\$78.8	34.0%	14	14	335	281
58	Homewood Holdings, Loomis, CA	\$94.4	90%	\$104.9	\$94.3	11.2%	6	5	223	185
59	Jackson Lumber & Millwork, Lawrence, MA	\$92.7	90%	\$103.0	\$84.6	21.7%	5	5	201	194
60	Spahn & Rose Lumber, Dubuque, IA	\$89.7	75%	\$119.6	\$120.2	-0.5%	24	25	275	270
61	Central Network Retail Group, Collierville, TN	\$87.7	25%	\$350.9	\$320.5	9.5%	104	91	2,053	1,966
62	Your Building Centers, Altoona, PA	\$80.8	90%	\$89.8	\$90.9	-1.1%	16	17	330	315
63	Gutherie Lumber, Livonia, MI	\$80.1	100%	\$80.1	\$70.8	13.1%	1	1	96	90
64	Stine, Sulphur, LA	\$79.8	42%	\$192.4	\$201.4	-4.5%	11	12	736	778
65	HPM Building Supply, Keaau, HI	\$78.0	65%	\$120.0	\$111.0	8.1%	8	8	330	325
66	Graves Lumber, Akron, OH	\$77.6	95%	\$81.7	\$64.6	26.5%	1	1	95	90
67	Mans Lumber & Millwork, Trenton, MI	\$74.9	84%	\$89.2	\$77.7	14.8%	2	2	137	130
68	Harbin Lumber Company Lavonia, GA	\$74.1	97%	\$76.3	\$63.7	19.9%	7	6	211	200
69	NorCal Lumber Company, Marysville, CA	\$73.4	100%	\$73.4	\$59.4	23.5%	1	1	265	275
70	Building Component Supply, Jacksonville, FL	\$72.8	100%	\$72.8	\$53.9	35.1%	2	2	201	187
71	Jennings Builders Supply and Hardware, Cashiers, NC	\$70.1	92%	\$76.2	\$69.9	9.1%	4	4	166	158
72	Christensen Lumber, Fremont, NE	\$69.1	94%	\$73.5	\$69.2	6.2%	2	2	227	267
73	The Lester Group, Martinsville, VA	\$68.0	99%	\$68.7	\$67.9	1.2%	5	5	116	134
74	Timberland Lumber, Brazil, IN	\$67.5	95%	\$71.0	\$57.9	22.6%	3	3	141	140
75	Oldham Lumber, Dallas, TX	\$64.5	100%	\$64.5	\$66.9	-3.6%	1	1	56	56
76	Buck Lumber & Building Supply, Charleston, SC	\$64.0	95%	\$67.4	\$57.0	18.1%	1	1	73	70
77	Arlington Coal & Lumber, Arlington, MA	\$63.9	95%	\$67.3	\$61.3	9.8%	5	5	97	101
78	Tindell's Building Materials, Knoxville, TN	\$62.7	95%	\$66.0	\$63.5	3.9%	8	8	212	211



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79	Garris Evans Lumber, Greenville, NC	M	\$61.9	90%	\$68.8	\$63.7	8.0%	5	5	143	134
80	Moynihan Lumber, North Reading, MA	M	\$59.4	90%	\$66.0	\$66.0	0.0%	3	3	153	152
81	Yoder's Building Supply, Fair Play, SC	L	\$58.7	95%	\$61.8	\$51.4	20.2%	1	1	137	112
82	Russell Do it Centers, Alexander City, AL	L	\$57.4	74%	\$77.5	\$68.7	12.9%	9	9	200	195
82	Wilson Lumber, Huntsville, AL	M	\$56.8	97%	\$58.6	\$47.5	23.4%	2	2	223	185
84	Ashby Lumber, Concord, CA	L	\$56.1	65%	\$86.3	\$83.9	2.9%	2	2	185	171
85	Zuern Building Products, Allenton, WI	L	\$54.4	85%	\$64.0	\$63.0	1.6%	4	4	140	130
86	PMC Building Materials, Marietta, GA	L	\$49.6	98%	\$50.6	\$41.0	23.4%	3	2	102	96
87	Higginbotham Brothers, Comanche, TX	L	\$49.3	60%	\$82.1	\$76.0	8.0%	38	38	350	350
88	Gillman Home Center, Batesville, IN	L	\$47.9	70%	\$68.4	\$56.0	22.1%	12	10	295	250
89	Builders Supply, Lancaster, SC	M	\$47.2	100%	\$47.2	\$40.3	17.3%	1	1	75	65
90	Louis J. Grasmick Lumber, Baltimore, MD	M	\$46.7	90%	\$51.9	\$48.5	7.0%	1	1	62	60
91	Concord Lumber, Littleton, MA	M	\$46.6	85%	\$54.7	\$46.6	17.2%	10	10	135	140
92	Howard Lumber & Hardware, Statesboro, GA	L	\$45.8	98%	\$46.7	\$39.0	19.6%	2	1	63	50
93	Potter's Ace Home Center, Jamestown, TN	L	\$44.4	80%	\$55.5	\$53.1	4.6%	21	21	235	235
94	Virginia Contractors Supply, Manassas Park, VA	S	\$42.1	95%	\$44.3	\$39.4	12.4%	2	1	31	26
95	Thrifty Building Supply, Collierville, TN	M	\$39.5	95%	\$41.5	\$37.7	10.2%	4	4	79	72
96	Lumms Supply, Atlanta, GA	L	\$36.0	90%	\$40.0	\$40.0	0.0%	5	5	85	85
97	Goldsboro Builders Supply, Goldsboro, NC	L	\$33.5	80%	\$41.9	\$39.3	6.6%	6	5	83	75
98	Chicago Lumber Company, Omaha, NE	M	\$23.8	70%	\$34.1	\$32.6	4.4%	11	11	107	104
99	North Georgia Building Supply, Buford, GA	L	\$20.8	80%	\$26.0	\$25.0	4.0%	1	1	43	47
100	Heister House Millworks, Mt. Pleasant Mills, PA	S	\$15.7	90%	\$17.5	\$16.9	3.2%	2	2	90	86

\* L=Pro dealer without manufacturing capabilities; M=Pro dealer with manufacturing capabilities; S=Specialty dealer/distributor

\*\* Beacon's fiscal year ends Sept. 30. Its figures are adjusted to combine the second through fourth quarters (i.e., Jan. 1–Sept. 30) of each Beacon fiscal year with the first quarter (i.e., Oct. 1–Dec. 31) of the following year. Only revenues from U.S. operations were counted. The facility counts are as of Oct. 31, 2018 and Sept. 30, 2017, respectively. The employee counts also are as of Sept. 30 but include Beacon's Canadian employees. All numbers were taken from SEC filings.

\*\*\* GMS' fiscal year ends April 30. Its 2018 and 2017 revenue numbers come from SEC filings for the 12-month periods ending Jan. 31, 2018 and 2017, respectively. Branch and employee numbers are from GMS reports.

\*\*\*\* American Construction Source, a portfolio company that owns several subsidiaries, was founded in 2018 after its acquisition of Meek's Lumber, so it does not yet have an annual growth percentage.

