

2008 Home Channel News Top 150 Distribution Scoreboard

Rank					Wholesale Sales
2007	Type	Company	City	St	'07
1	H-CO-OP	Ace Hardware	Oak Brook	IL	3,970.0
2	BLDG	Forest City Trading Group	Portland	OR	3,900.0
3	BLDG	BlueLinx Holdings	Atlanta	GA	3,833.9
4	BLDG	Weyerhaeuser	Federal Way	WA	3,700.0
5	B-CO-OP	Lumbermens Merchandising Co	Wayne	PA	3,200.0
6	H-CO-OP	Do it Best	Fort Wayne	IN	2,808.4
7	BLDG	Boise Cascade	Boise	ID	2,566.5
8	BLDG	Universal Forest Products	Grand Rapids	MI	2,531.3
9	BLDG	Guardian Building Products	Greer	SC	2,500.0
10	H-CO-OP	True Value	Chicago	IL	2,060.0
11	BLDG	PrimeSource Building Products	Carrollton	TX	1,700.0
12	BLDG	North Pacific	Portland	OR	1,100.0
13	HDLN	Orgill	Memphis	TN	1,077.4
14	B-CO-OP	ENAP	New Windsor	NY	901.6
15	BLDG	Huttig Building Products	Saint Louis	MO	874.8
16	BLDG	Hampton Lumber Sales	Portland	OR	855.4
17	BLDG	Cedar Creek	Broken Arrow	OK	578.0
18	B-CO-OP	Allied Building Stores	Monroe	LA	504.0
19	BLDG	Mid-States Distributing	Saint Paul	MN	500.0
20	BLDG	Lumber Products	Tualatin	OR	460.0
21	BLDG	Parksite Plunkett-Webster	Batavia	IL	451.0
22	HDLN	Hillman Group	Cincinnati	OH	420.3
23	BLDG	OrePac Building Products	Wilsonville	OR	400.0
24	BLDG	Empire Wholesale Lumber	Akron	OH	375.0
25	B-CO-OP	Independent Builders Supply A	Smithfield	NC	360.0
26	BLDG	Seven D Wholesale	Altoona	PA	350.0
27	BLDG	Capital Lumber	Phoenix	AZ	340.0
28	BLDG	Dixie Plywood & Lumber	Savannah	GA	336.0
29	BLDG	Tumac Lumber	Portland	OR	334.0
30	B-CO-OP	Progressive Affiliated Lumber	Grand Rapids	MI	333.0
31	BLDG	U.S. Lumber Group	Duluth	GA	322.0
32	BLDG	Idaho Timber	Boise	ID	311.1
33	BLDG	Roberts & Dybdahl	West Des Moines	IA	300.0
34	BLDG	Black Millwork	Allendale	NJ	270.0
35	BLDG	Building Material Distributors	Galt	CA	270.0
36	BLDG	Wausau Supply	Schofield	WI	249.0
37	BLDG	Weekes Forest Products	Saint Paul	MN	240.0
38	BLDG	New South	Myrtle Beach	SC	238.5
39	BLDG	Hager Group	Grand Rapids	MI	234.6
40	H-CO-OP	Handy Hardware Wholesale	Houston	TX	233.0
41	BLDG	Futter Lumber	Rockville Centre	NY	231.3
42	BLDG	Empire	Zeeland	MI	230.0
43	BLDG	Snavelly Forest Products	Pittsburgh	PA	225.6
44	BLDG	Wolf Distributing	York	PA	223.7

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45	BLDG	Ivy Hill Supplies	Farmingdale	NY	214.2
46	BLDG	DW Distribution	Desoto	TX	209.4
47	BLDG	Spartanburg Forest Products	Greer	SC	203.0
48	BLDG	Diamond Hill Plywood	Darlington	SC	199.8
49	BLDG	Redwood Empire	San Jose	CA	195.0
50	BLDG	Sherwood Lumber	Islandia	NY	195.0
51	BLDG	Louisiana-Pacific	Nashville	TN	188.8
52	BLDG	Robert Weed Plywood	Bristol	IN	187.0
53	H-CO-OP	United Hardware Distributing	Plymouth	MN	184.8
54	HDLN	Howard Berger	Monroe Township	NJ	181.2
55	HDLN	Moore-Handley	Pelham	AL	168.0
56	BLDG	Amerhart	Green Bay	WI	167.4
57	BLDG	Jim White Lumber Sales	Saginaw	MI	166.4
58	BLDG	Palmer-Donavin	Columbus	OH	166.0
59	BLDG	McEwen Group	Hattiesburg	MS	165.0
60	HDLN	Worldwide Distributors	Kent	WA	162.0
61	BLDG	Mid-State Lumber	Branchburg	NJ	160.0
62	BLDG	Robbins Manufacturing	Tampa	FL	160.0
63	BLDG	Klumb Lumber	Jackson	MS	156.0
64	BLDG	Babcock Lumber	Pittsburgh	PA	150.1
65	BLDG	East Coast Millwork Distributor	North Wilkesboro	NC	146.0
66	BLDG	All-Coast Forest Products	Chino	CA	144.4
67	BLDG	Milliken Millwork	Sterling Heights	MI	142.5
68	BLDG	Emery-Waterhouse	Portland	ME	142.0
69	BLDG	Dairyman's Supply	Mayfield	KY	140.0
70	BLDG	Mid-Am Building Supply	Moberly	MO	138.6
71	BLDG	J.M. Thomas Forest Products	Ogden	UT	135.0
72	BLDG	Lake States Lumber	Aitkin	MN	134.0
73	HDLN	Jensen Distribution Services	Spokane	WA	130.0
74	HDLN	Five Star Group	East Hanover	NJ	130.0
75	HDLN	Louis and Company	Brea	CA	127.6
76	HDLN	Baer Supply	Vernon Hills	IL	127.0
77	BLDG	Building Products	Watertown	SD	117.9
78	HDLN	Wallace Hardware	Morristown	TN	117.0
79	HDLN	Porteous Fastener	Carson	CA	112.0
80	HDLN	House-Hasson Hardware	Knoxville	TN	106.0
81	BLDG	Woodford Plywood	Albany	GA	105.0
82	BLDG	Lumbermen's	Grand Rapids	MI	105.0
83	B-CO-OP	Philadelphia Reserve Supply	Croydon	PA	103.5
84	HDLN	Blonder Home Accents	Cleveland	OH	102.0
85	BLDG	Bloch Lumber	Chicago	IL	102.0
86	HDLN	Bostwick-Braun	Toledo	OH	100.0
87	BLDG	Western Woods	Chico	CA	100.0
88	BLDG	Radford	Oshkosh	WI	100.0

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89	BLDG	Stringfellow Lumber	Birmingham	AL	100.0
90	BLDG	T & A Supply	Kent	WA	99.0
91	BLDG	Russin Lumber	Montgomery	NY	92.2
92	BLDG	Kelleher	San Rafael	CA	90.3
93	BLDG	Aetna Plywood	Maywood	IL	90.0
94	BLDG	Commonwealth Wood Preserve	Hampton	VA	87.2
95	BLDG	E.B. Bradley	Los Angeles	CA	85.5
96	BLDG	Belco Forest Products	Tacoma	WA	80.8
97	HDLN	Amarillo Hardware	Amarillo	TX	80.0
98	BLDG	Arling Lumber	Cincinnati	OH	79.4
99	HDLN	National Nail	Grand Rapids	MI	78.0
100	BLDG	Eastex Forest Products	Houston	TX	77.4
101	BLDG	United Forest Products	Spartanburg	SC	75.0
102	BLDG	Cook County Lumber	Chicago	IL	75.0
103	BLDG	Glesby Building Materials	Van Nuys	CA	75.0
104	BLDG	Hutchison	Commerce City	CO	74.7
105	BLDG	Jewett Cameron Lumber	North Plains	OR	70.5
106	BLDG	Lawrence R. McCoy and Co.	Worcester	MA	70.2
107	HDLN	Blish-Mize	Atchison	KS	70.0
108	BLDG	Tri-State Lumber	Fulton	MS	69.0
109	BLDG	Continental Timber	Valley Center	KS	67.0
110	BLDG	McQuesten Group	North Billerica	MA	66.5
111	BLDG	Patrick Lumber	Portland	OR	66.0
112	BLDG	Atlanta Hardwood	Mableton	GA	65.3
113	BLDG	Lumbermen Associates	Bristol	PA	63.8
114	HDLN	Hardware Distribution Warehouse	Shreveport	LA	62.1
115	HDLN	Prince	Marshfield	WI	61.6
116	BLDG	Gabbert-Edwards Lumber Sales	Sacramento	CA	61.3
117	BLDG	Fessenden Hall	Pennsauken	NJ	60.0
118	HDLN	Buttery Co.	Llano	TX	60.0
119	HDLN	Right-Way Dealer Warehouse	Brooklyn	NY	60.0
120	BLDG	Robinson Lumber	New Orleans	LA	60.0
121	BLDG	Vaughan & Sons	San Antonio	TX	59.4
122	BLDG	Hankins Lumber	Grenada	MS	59.0
123	BLDG	Dealers Choice	Atlanta	GA	57.0
124	HDLN	Monroe Hardware	Monroe	NC	55.0
125	BLDG	Intermountain-Orient	Boise	ID	53.0
126	HDLN	Persinger Supply	Prichard	WV	52.1
127	BLDG	Epperson Lumber Sales	Statesville	NC	51.7
128	BLDG	Lumber Yard Supply	Great Falls	MT	51.0
129	HDLN	CC Distributors	Corpus Christi	TX	50.5
130	BLDG	Alamo Forest Products	San Antonio	TX	48.9
131	HDLN	Golden Eagle Distributing	Rocklin	CA	47.3
132	HDLN	Aaron and Company	Piscataway	NJ	46.0

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133	BLDG	Forest Products Group	Columbus	OH	43.7
134	BLDG	Diablo Timber	American Canyon	CA	43.0
135	BLDG	Lavelle	Fargo	ND	42.3
136	HDLN	House of Threads	Birmingham	AL	41.0
137	BLDG	Minot Builders Supply	Minot	ND	41.0
138	BLDG	Marks Forest Products	Birmingham	AL	40.9
139	BLDG	Jeld Wen	Tampa	FL	40.0
140	BLDG	Holbrook Lumber	Albany	NY	40.0
141	BLDG	United Plywoods & Lumber	Birmingham	AL	39.0
142	BLDG	Cushman Lumber	Bethel	VT	38.7
143	BLDG	Capitol Plywood	Sacramento	CA	38.1
144	HDLN	Builders Hardware & Supply	Seattle	WA	35.9
145	BLDG	South-East Lumber	Kernersville	NC	32.0
146	BLDG	Newman Lumber	Gulfport	MS	31.6
147	BLDG	East Side Lumberyard Supply	Herrin	IL	30.1
148	BLDG	Middle Atlantic Wholesale Lum	Owings Mills	MD	30.0
149	BLDG	Design Works	Tampa	FL	27.0
150	BLDG	Babb Lumber	Ringgold	GA	25.0
		Total Wholesale Sales	All Top 150		57,049.0
		Notes:			
		Sales are in millions of dollars			
		Types: HDLN = Hardlines; BLDG = Building materials			
		COOP = Cooperative buying/marketing group			
		The companies on this list are the largest traditional wholesale (two-step) distributors of hardlines and LBM in the United States. It does not include distribution companies that sell product directly to large builders, contractors, and other end users.			
		Source: Home Channel News and Chain Store Guides.			
		http://www.homechannelnews.com			