

BEST VIEW YET

PROSALES 100
COMPANIES
REACH
**RECORD
HEIGHTS**

ILLUSTRATION BY
MUTI/FOLIO ART



ProSales 100 list
sponsored by

EPICOR

 Weyerhaeuser

	Primary Business Emphasis*	2017 pro sales (\$ millions)	As % of total 2017 sales	2017 total sales (\$ millions)	2016 total sales (\$ millions)	Total sales % change (2017 vs. 2016)	Total number of locations at year-end		Total number of employees at year-end	
							2017	2016	2017	2016
1 ABC Supply , Beloit, WI	S	\$9,235.7	99%	\$9,329.0	\$7,172.0	30.1%	716	715	13,269	12,144
2 Builders FirstSource , Dallas, TX	M	\$6,330.8	90%	\$7,034.2	\$6,367.3	10.5%	402	400	15,000	14,000
3 Beacon Roofing Supply , Herndon, VA ** ***	S	\$4,315.0	100%	\$4,315.0	\$3,978.0	8.6%	361	349	5,406	5,000
4 BMC Stock Holdings , Atlanta, GA	M	\$3,197.7	95%	\$3,366.0	\$3,093.7	8.8%	148	150	9,100	9,000
5 84 Lumber , Eighty Four, PA	M	\$3,136.7	95%	\$3,301.8	\$2,873.4	14.9%	271	264	5,393	5,118
6 US LBM , Buffalo Grove, IL	M	\$2,999.2	97%	\$3,092.0	\$2,664.1	16.1%	237	240	7,500	7,040
7 Allied Building Products , East Rutherford, NJ	S	\$2,514.1	95%	\$2,646.4	\$2,562.5	3.3%	208	198	3,972	3,889
8 GMS , Tucker, GA ****	S	\$2,291.4	92%	\$2,490.6	\$2,231.3	11.6%	212	204	4,600	4,447
9 SRS Distribution , McKinney, TX	S	\$2,288.9	99%	\$2,312.0	\$1,920.0	20.4%	200	170	3,200	2,600
10 Foundation Building Materials , Tustin, CA	S	\$1,772.6	97%	\$1,827.4	\$1,305.5	40.0%	192	181	3,330	3,150
11 Carter-Jones Lumber , Kent, OH	M	\$1,283.1	94%	\$1,365.0	\$1,241.8	9.9%	147	145	3,377	3,237
12 Kodiak Building Partners , Highlands Ranch, CO	S	\$748.7	100%	\$748.7	\$513.9	45.7%	53	36	1,694	1,050
13 McCoy's Building Supply , San Marcos, TX	M	\$579.5	70%	\$827.8	\$762.1	8.6%	90	89	2,532	2,261
14 Harvey Building Products , Waltham, MA	M	\$545.0	100%	\$545.0	\$530.0	2.8%	40	40	1,455	1,450
15 Lansing Building Products , Richmond, VA	S	\$522.4	100%	\$522.4	\$452.2	15.5%	78	78	872	835
16 Parr Lumber , Hillsboro, OR	M	\$408.5	85%	\$480.6	\$415.8	15.6%	34	34	796	755
17 Foxworth-Galbraith Lumber , Plano, TX	M	\$368.2	90%	\$409.2	\$319.2	28.2%	29	28	950	1,000
18 Ganahl Lumber , Anaheim, CA	L	\$340.6	92%	\$370.2	\$330.2	12.1%	11	10	870	785
19 Matheus Lumber , Woodinville, WA	L	\$330.0	100%	\$330.0	\$286.0	15.4%	9	10	115	110
20 Alpine Lumber , Westminster, CO	M	\$309.1	99%	\$312.2	\$274.3	13.8%	20	21	544	518
21 National Lumber , Mansfield, MA	M	\$293.9	93%	\$316.0	\$328.0	-3.7%	14	14	662	687
22 CCM Corp. dba Meek's Lumber , Sacramento, CA	M	\$278.1	80%	\$347.6	\$316.0	10.0%	55	55	950	910
23 Professional Builders Supply , Morrisville, NC	L	\$270.7	99%	\$273.5	\$215.8	26.8%	8	7	324	273
24 Riverhead Building Supply , Calverton, NY	M	\$257.0	81%	\$317.3	\$304.1	4.3%	14	14	585	566
25 Shelter Products , Milwaukie, OR	L	\$244.9	91%	\$269.1	\$248.6	8.3%	6	5	84	84

		Primary Business Emphasis*	2017 pro sales (\$ millions)	As % of total 2017 sales	2017 total sales (\$ millions)	2016 total sales (\$ millions)	Total sales % change (2017 vs. 2016)	Total number of locations at year-end		Total number of employees at year-end	
								2017	2016	2017	2016
26	Idaho Pacific Lumber , Meridian, ID	L	\$230.0	100%	\$230.0	\$194.0	18.6%	14	14	140	126
27	E.C. Barton & Co. , Jonesboro, AR	L	\$222.0	75%	\$296.0	\$270.0	9.6%	104	105	680	660
28	R.P. Lumber Co. , Edwardsville, IL	M	\$204.8	75%	\$273.0	\$242.0	12.8%	69	65	758	706
29	Mead Lumber , Columbus, NE	M	\$200.8	80%	\$251.0	\$251.0	0.0%	43	40	850	825
30	Erie Materials , Syracuse, NY	S	\$195.9	100%	\$195.9	\$188.6	3.9%	10	10	344	350
31	Bridgewell Resources , Tigard, OR	M	\$188.7	100%	\$188.7	\$157.1	20.1%	5	5	93	56
32	TW Perry , Gaithersburg, MD	M	\$165.2	95%	\$173.9	\$161.2	7.9%	8	9	431	435
33	Mill Creek Lumber & Supply , Tulsa, OK	M	\$162.3	90%	\$180.3	\$168.0	7.3%	25	22	563	531
34	Sunroc Building Materials , Orem, UT	M	\$161.5	96%	\$168.2	\$139.6	20.5%	11	10	478	435
35	Drexel Building Supply , Campbellsport, WI	L	\$155.2	95%	\$163.4	\$152.8	6.9%	6	6	294	276
36	Hammond Lumber , Belgrade, ME	M	\$154.9	95%	\$163.0	\$151.0	7.9%	13	13	480	465
37	Hancock Lumber , Casco, ME	M	\$146.1	88%	\$166.0	\$156.9	5.8%	10	10	218	206
38	MG Building Materials , San Antonio, TX	M	\$144.0	80%	\$180.0	\$175.0	2.9%	7	7	300	300
39	Kuiken Brothers , Fair Lawn, NJ	L	\$142.7	91%	\$156.8	\$155.1	1.1%	8	8	299	292
40	Franklin Building Supply , Boise, ID	M	\$141.2	90%	\$156.9	\$134.4	16.7%	16	16	429	368
41	Gilcrest/Jewett Lumber , Waukee, IA	M	\$139.2	98%	\$142.0	\$132.0	7.6%	5	5	320	300
42	Sims-Lohman , Cincinnati, OH	S	\$135.0	100%	\$135.0	\$125.1	7.9%	19	19	424	470
43	Scherer Bros. Lumber , Minneapolis, MN	M	\$132.4	90%	\$147.1	\$129.5	13.6%	5	5	279	276
44	Guy C. Lee Building Materials , Smithfield, NC	M	\$131.8	90%	\$146.4	\$127.6	14.7%	8	8	214	189
45	The Building Center , Pineville, NC	M	\$130.1	99%	\$131.4	\$120.7	8.9%	6	6	342	316
46	Lezzer Lumber , Curwensville, PA	M	\$128.2	96%	\$133.5	\$130.7	2.1%	14	13	425	425
47	McCray Lumber & Millwork , Overland Park, KS	M	\$127.3	95%	\$134.0	\$118.0	13.6%	7	7	224	219
48	Consolidated Lumber , Stillwater, MN	L	\$127.2	84%	\$151.4	\$111.2	36.1%	17	17	275	261
49	Honsador Group , Kapolei, HI	M	\$121.1	80%	\$151.4	\$151.3	0.0%	15	15	267	270
50	Curtis Lumber , Ballston Spa, NY	M	\$118.3	60%	\$197.2	\$191.1	3.2%	21	21	603	577

		Primary Business Emphasis*	2017 pro sales (\$ millions)	As % of total 2017 sales	2017 total sales (\$ millions)	2016 total sales (\$ millions)	Total sales % change (2017 vs. 2016)	Total number of locations at year-end		Total number of employees at year-end	
								2017	2016	2017	2016
51	Star Lumber & Supply , Wichita, KS	M	\$116.7	96%	\$122.2	\$121.8	0.3%	7	7	332	329
52	Reliable Wholesale Lumber , Huntington Beach, CA	L	\$108.4	70%	\$154.8	\$142.5	8.7%	2	2	145	130
53	Hayward Lumber , Monterey, CA	M	\$105.5	90%	\$117.2	\$106.3	10.3%	8	8	195	187
54	Big C Lumber , Granger, IN	M	\$104.8	93%	\$112.7	\$105.2	7.2%	19	19	317	310
55	US Fence Solutions , Denver, CO	S	\$104.4	87%	\$120.0	\$101.6	18.1%	11	10	308	243
56	Spahn & Rose Lumber , Dubuque, IA	L	\$101.6	85%	\$119.6	\$114.5	4.5%	25	25	277	273
57	Bloedorn Lumber , Torrington, WY	M	\$100.0	80%	\$125.0	\$117.2	6.7%	26	24	360	336
58	Koopman Lumber , Whitinsville, MA	L	\$99.4	90%	\$110.5	\$103.1	7.1%	9	8	270	251
59	Central Valley , Napa, CA	L	\$92.4	79%	\$117.0	\$112.0	4.4%	5	5	228	219
60	Central Network Retail Group , Collierville, TN	L	\$86.5	27%	\$320.5	\$251.9	27.3%	91	82	1,966	1,572
61	Tibbetts Lumber , St. Petersburg, FL	M	\$86.4	97%	\$89.1	\$71.3	25.0%	5	5	260	230
62	Your Building Centers , Altoona, PA	M	\$81.8	90%	\$90.9	\$79.3	14.6%	15	16	326	311
63	Stine , Sulphur, LA	L	\$81.1	40%	\$202.7	\$202.4	0.2%	12	12	800	700
64	Jackson Lumber and Millwork , Lawrence, MA	M	\$76.2	90%	\$84.6	\$85.2	-0.7%	4	3	198	177
65	HPM Building Supply , Keaau, HI	M	\$73.1	65%	\$112.5	\$105.0	7.1%	8	8	315	320
66	Western Building Center , Kalispell, MT	M	\$70.9	90%	\$78.8	\$66.7	18.0%	14	12	281	228
67	Gutherie Lumber , Livonia, MI	M	\$70.8	100%	\$70.8	\$57.3	23.5%	1	1	90	83
68	Cassity Jones Lumber , Longview, TX	M	\$70.7	99%	\$71.4	\$61.6	16.0%	13	15	145	140
69	Christensen Lumber , Fremont, NE	M	\$70.2	100%	\$70.2	\$56.9	23.5%	2	2	278	249
70	The Lester Group , Martinsville, VA	M	\$67.9	98%	\$69.3	\$63.2	9.7%	5	5	134	139
71	Mans Lumber , Trenton, MI	M	\$67.6	87%	\$77.7	\$78.5	-1.0%	2	2	135	129
72	Oldham Lumber , Dallas, TX	L	\$63.6	95%	\$66.9	\$53.1	26.0%	1	1	56	45
73	Jennings Builders Supply & Hardware , Cashiers, NC	M	\$63.2	90%	\$70.2	\$60.3	16.4%	4	4	161	145
74	Viking , Belfast, ME	L	\$62.9	80%	\$78.6	\$78.0	0.7%	9	9	215	210
75	Harbin Lumber , Lavonia, GA	M	\$62.4	98%	\$63.7	\$47.5	34.2%	6	5	200	160

	Primary Business Emphasis*	2017 pro sales (\$ millions)	As % of total 2017 sales	2017 total sales (\$ millions)	2016 total sales (\$ millions)	Total sales % change (2017 vs. 2016)	Total number of locations at year-end		Total number of employees at year-end	
							2017	2016	2017	2016
76 Tindell's Building Materials , Knoxville, TN	M	\$62.1	97%	\$64.0	\$45.6	40.3%	6	6	211	197
77 Zeeland Lumber & Supply , Zeeland, MI	M	\$61.8	48%	\$128.7	\$97.0	32.7%	6	5	407	312
78 Homewood Holdings , Loomis, CA	M	\$61.4	90%	\$68.2	\$59.0	15.6%	5	3	185	105
79 Graves Lumber , Copley, OH	L	\$61.3	95%	\$64.6	\$64.0	0.9%	1	1	92	88
80 Ellsworth Builders Supply , Ellsworth, ME	L	\$60.4	75%	\$80.6	\$78.8	2.3%	10	10	280	270
81 Arlington Coal & Lumber , Arlington, MA	L	\$59.6	98%	\$60.8	\$63.7	-4.6%	5	5	98	102
82 NorCal Lumber , Marysville, CA	M	\$59.4	100%	\$59.4	\$41.9	41.9%	1	1	275	255
82 Moynihan Lumber , North Reading, MA	M	\$59.4	90%	\$66.0	\$65.0	1.5%	3	3	131	125
84 Big Creek Lumber , Davenport, CA	L	\$57.0	85%	\$67.0	\$54.0	24.1%	5	5	103	112
85 Garris Evans Lumber , Greenville, NC	M	\$55.5	90%	\$61.7	\$51.4	19.9%	5	5	125	117
86 Timberland Lumber , Brazil, IN	M	\$55.0	95%	\$57.9	\$45.0	28.6%	3	3	140	130
87 Bailey Lumber & Supply , Gulfport, MS	M	\$54.4	98%	\$55.5	\$51.8	7.1%	7	8	225	260
88 Buck Lumber & Building Supply , Charleston, SC	L	\$54.2	95%	\$57.0	\$48.0	18.9%	1	1	70	62
89 Building Component Supply , Jacksonville, FL	M	\$53.9	100%	\$53.9	\$26.3	104.8%	2	2	187	124
90 Zuern Building Products , Allenton, WI	L	\$53.6	85%	\$63.0	\$54.0	16.7%	4	4	130	130
91 Ashby Lumber , Concord, CA	L	\$50.3	60%	\$83.9	\$68.0	23.4%	2	2	171	157
92 Russell Do it Centers , Alexander City, AL	L	\$48.2	70%	\$68.8	\$66.0	4.3%	9	9	195	190
93 Yoder's Building Supply , Fair Play, SC	L	\$46.3	90%	\$51.4	\$43.3	18.8%	1	1	112	107
94 Higginbotham Bros. , Comanche, TX	L	\$45.7	60%	\$76.1	\$73.1	4.1%	38	38	350	340
95 Louis J. Grasmick Lumber , Baltimore, MD	M	\$43.7	90%	\$48.5	\$49.9	-2.7%	1	1	60	60
96 Wilson Lumber , Huntsville, AL	M	\$42.7	90%	\$47.5	\$42.5	11.7%	2	2	142	140
97 Potter's Ace Home Center , Jamestown, TN	L	\$42.5	80%	\$53.1	\$49.9	6.4%	21	20	250	245
98 Gillman Home Centers , Batesville, IN	L	\$41.3	75%	\$55.0	\$49.6	10.9%	10	8	250	210
99 Parks Building Supply & Interiors , Fayetteville, NC	L	\$40.4	95%	\$42.5	\$27.5	54.9%	2	2	110	62
100 Builders Supply , Lancaster, SC	M	\$40.3	100%	\$40.3	\$37.3	7.9%	1	1	72	65

* 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 Sept. 30, 2017, and Sept. 30, 2016, respectively. The employee counts also are as of Sept. 30 but include Beacon's Canadian employees. All numbers were taken from SEC filings.

*** On Jan. 2, 2018, Beacon closed its acquisition of Allied Building Products.

**** GMS's fiscal year ends April 30. Its 2017 and 2016 revenue numbers come from SEC filings for the 12-month periods ending Jan. 31, 2018, and Jan. 31, 2017, respectively. Branch and employee numbers are taken from GMS reports.