

ProSales

Strategies for Today's
Construction Supply Leaders

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The 2019 ProSales 100: America's Largest Pro Dealers

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100 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

2019 ProSales 100 Newcomer: American Construction Source

In less than a year, ACS went from a company that didn't exist a year ago to become the 14th largest dealer on the PS100 list.

By David Myron



Jim Drexinger, president and CEO, ACS

One way to quickly create a heavyweight pro dealer is to buy your way to the top. At least that was the plan for private investment firms Angeles Equity Partners and Clearlake Capital Group when they formed their portfolio company American Construction Source (ACS) and then went on a three-month shopping spree.

In September 2018, ACS acquired Meek's Lumber, a pro dealer with manufacturing capabilities, which ranked 22nd on last year's PS100 list. Shortly afterward, in October, ACS acquired Colorado LBM businesses Edwards Building Center and Breckenridge Building Center. In November, ACS followed up with an acquisition of Arrow Building Center, also known as Consolidated Lumber (No. 48 on last year's PS100 leaderboard).

The strategy worked with aplomb. ACS now owns 73 locations across Arkansas, California, Colorado, Minnesota, Missouri, Nevada, and Wisconsin. All told, ACS recorded a combined revenue of \$566.3 million in 2018, enabling the newly formed company to firmly land on this year's ProSales 100 board at No. 14.

While this is about as close to an overnight success that you can get in the LBM industry, Jim Drexinger, president and CEO of ACS, and his team have their work cut out for them, especially as it aims to update and standardize various operational activities. At the ProSales 100 conference in March, he stated, "The opportunities are still tremendous in lean deployment within the building material space. It's the underpinning of our strategic plan."

This, according to Drexinger, includes evaluating and, in some cases, restructuring people, processes, and technologies from its newly acquired subsidiaries. If done well, these efforts will help ACS achieve the vision it publicly stated on its website "to create a leading building products distributor with a national footprint and the industry's best customer experience."



“Perhaps the biggest head turner of the year, however, comes from veritable newcomer American Construction Source (ACS), which was formed to acquire Meek’s Lumber (No. 22 on last year’s leaderboard) in September 2018. The acquisition, along with several others by ACS, gives the company a combined revenue of \$566.3 million and enables ACS to make its debut high on the PS100 list at No. 14.”