

## ABOUT 84 LUMBER

Founded in 1956 and headquartered in Eighty Four, Pennsylvania, 84 Lumber is the nation's leading privately held supplier of building materials, manufactured components and industry-leading services for single- and multi-family residences and commercial buildings.

Under the leadership of its president Maggie Hardy, 84 Lumber operates more than 250 stores, component manufacturing plants, custom door shops, custom millwork shops and engineered wood product centers in 30-plus states. 84 Lumber also offers turnkey installation services for a variety of products, including framing, insulation, siding, windows, roofing, decking and drywall.

84 Lumber is nationally certified through the Women's Business Enterprise National Council as a woman-owned and -operated business, and was named one of America's Largest Private Companies in 2018 by *Forbes* and a Top Workplace in the Greater Pittsburgh region in 2018 by the *Pittsburgh Post-Gazette*.

The company employs roughly 5,500 associates across the country.

### PRODUCTS AND SERVICES

**Product Inventory** — We carry more than 10,000 products for both professional builders and do-it-yourselfers. We will special-order any product that we don't carry in stock, and can deliver materials directly to a project site.

**Government Sales** — The 84 Lumber Government Sales Department offers federal, state and local agencies contract pricing on thousands of products. 84 Lumber has been awarded a GSA 51V MAS contract, an NCPA cooperative purchasing contract, PA COSTARS 8-MRO and 9-SIGNS, numerous local government contracts, and supports a wide network of distributors and government contractors.

**National Sales** — The National Sales division is dedicated to serving multi-state commercial builders on a variety of projects, including multi-family, assisted living, and hotel or motel structures. We offer one-on-one account management, with a dedicated representative handling communications with all vendors, as well as all delivery needs. In addition, a national sales estimator will perform the necessary takeoffs from your blueprints.

### SPOTLIGHT:

**Team HQ:** Eighty Four, Pennsylvania

**President:** Maggie Hardy

**Number of Stores:** 250+

**Number of U.S. States With  
84 Lumber Locations:** 30+

**Associates Nationwide:**  
Approximately 5,500

**2018 Sales Revenue:** \$3.86 billion

**2018 Total Charitable Donations:**  
\$1.2 million

#### Award Recognitions:

- Recognized as one of America's 250 Best Midsize Employers in 2016 and 2017 by *Forbes*
- Named one of America's Largest Private Companies in 2018 by *Forbes*
- Named a Top Workplace in the Greater Pittsburgh region in 2018 by the *Pittsburgh Post-Gazette*

Certified by the Women's Business Enterprise National Council





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**Installed Sales** — We provide turnkey installation for a variety of building materials and relieve the residential or commercial builder from the everyday challenges associated with the coordination of materials and labor.

**International Sales** — 84 World Trade was created to service builders and developers around the globe. We're a single purchasing source for all building materials and have in-house capabilities and expertise to coordinate shipments worldwide.

**Kitchen and Bath Design Services** — We have more than 30 Kitchen and Bath Design Studios and showrooms inside select 84 Lumber locations across the U.S. We are a single source for a full spectrum of kitchen and bath design services and products, including cabinetry, hardware, fixtures and finishes.

**Tiny Living** — Tiny Living by 84 Lumber is our line of portable tiny homes. We are the first-ever major retailer to offer competitively priced custom-built houses under 250 square feet. 84 Lumber currently offers four tiny home models under three packages to accommodate dedicated do-it-yourselfers who want to build their own houses, those who want a move-in-ready home, and everyone in between.

**Delivery Services** — A fleet of more than 2,000 dedicated trucks deliver our quality building materials nationwide.

**Disaster Relief** — 84 Lumber is prepared to source and deliver essential products in the event of hurricanes, floods, power outages and more.

### PHILANTHROPY

**Building Hope** — Being a good corporate citizen goes beyond donating money and materials — it means helping individuals and organizations that are most in need, and always striving to have a positive impact within communities where we live and work. Through our Building Hope program, 84 Lumber has actively supported local, regional and national charitable organizations such as volunteer fire departments, chapters of the Red Cross and United Way, Habitat for Humanity and more.

