As president of 84 Lumber, Maggie Hardy Knox oversees day-to-day operations of the company and its approximately 250 stores, component manufacturing plants, custom door shops, custom millwork shops and engineered wood product centers nationwide.

Maggie’s energetic approach and aggressive goals have been critical success factors in 84 Lumber’s operation and growth. After taking over the business from her father — company founder Joe Hardy — in 1992, she refocused concentration on the professional market. Her decision helped 84 Lumber top $1 billion in sales for the first time in 1993 and $2 billion in 2002. Today, the company is the leading privately held building materials supplier in the U.S. and is also a certified women’s business enterprise.

Maggie strikes a delicate balance between maintaining the company’s traditional approach to doing business and adapting to meet ever-changing customer needs. Her real training began at an early age when she accompanied her father on countless business outings. It wasn’t unusual to find a seven-year-old Maggie with her father at the lumberyard, a store grand opening or a board meeting. She and her father had a unique bond that continues to this day.

Maggie assumed leadership of 84 Lumber when she was just 26, an age when most people are just starting a career. Even then, she was showing her business smarts and proving her toughness. She maintains those qualities today and continues to find new ways to make the company an industry stand-out. In 2018, 84 Lumber reached $3.86 billion in sales, its second-highest annual revenue to date.

In her personal time, Maggie enjoys traveling, outdoor activities, and spending time with her husband Shawn and son P.J.