



ProBuild Expands in Chicago Market

By: Andy Carlo, PROSALES Information Service

July 14, 2009 — Activity continues to heat up in the Chicago metro market following the departure of Stock Building Supply.

ProBuild, the No. 1 ranked dealer on the ProSales 100 revealed today that it has opened a facility in Hampshire, Illinois, located about 50 miles outside of Chicago.

The 23-acre facility had been run by Stock Building Supply, which is exiting the market after emerging from Chapter 11 bankruptcy protection. Chicago is not among the list of 19 markets the second-largest U.S. pro dealer will focus on since reorganizing.

ProBuild's latest location includes a full-service yard along with truss and wall panel manufacturing capabilities.

"Chicago is an important market in ProBuild's overall business strategy," Lonnie Bernardoni, ProBuild senior vice president, manufacturing, said in a prepared statement.

"This new location provides superior positioning to better service our customers in the region," Bernardoni said. "It is an exceptional facility that strengthens our access to key markets."

ProBuild also said it is taking two other leases in the region in Chicago and Elgin: both former Stock locations. Joseph Todd, ProBuild's Northeast regional president said, "Investing now will ensure that we are well positioned throughout the area as market conditions improve."

Prior to opening the Hampshire location under the ProBuild banner, the dealer had two locations within the Chicagoland area including sites in Wheaton and Yorkville.

The Hampshire, Elgin, and Chicago facilities are leased from the Seigle family, which formerly owned Seigle's Home and Building Center before selling the company to Stock four years ago.

Seigle's has since re-entered the picture and has bought back an Elgin, Ill. cabinet showroom and shop from Stock while incorporating in the state under the name Seigle's Cabinet Center LLC.

Seigle's Home and Building Centers operated 11 locations in the metro-Chicago area with about 1,300 employees, and nearly \$260 million in sales. Stock bought the Elgin-based business in 2005 for roughly \$121 million in a cash deal.