

## 1928

- Establishment of Beacon as "Beacon Sales Company" in Charlestown, MA



**1928**

## 1953

- Built state-of-the-art facility in Somerville, MA
- 25th Anniversary at the Somerset Hotel



**1928**

## 1970

- Company expands to Lewiston, Maine and Worcester, MA

## 1978

- 50th Anniversary

## 1993

- Dealer's Choice founded by JGA in order to sell to lumber yards



**1997 | \$72M**

## 1997

- 7 Branches generated \$72 million in annual sales
- Code, Hennessy & Simmons purchase majority interest
- Beacon Roofing Supply is formed

## 1998

- 14 Branches
- Quality Roofing Supply in PA is Beacon's first major acquisition with \$51 million in sales



## 1999

- 21 Branches
- Beacon Roofing Supply Canada established through Groupe Bedard and Exeltherm Supply

## 2000

- 38 Branches
- Acquired Best Distributing in the Carolinas
- Increased size of Beacon by 67%

## 2001

- 60 Branches
- Acquired Roof Center & West End Lumber
- Grew Beacon's size by another 60%



## 2002

- Beacon surpassed \$500 million in revenues

## 2003

- Robert Buck appointed President & CEO

## 2004

- Beacon (BECN) becomes public with IPO and sales of \$560 million
- 67 Branches
- Acquired JGA Corp with sales of \$74 million



## 2005

- 137 Branches
- Acquired Shelter Distribution with \$313 million in sales
- Over 50 branches in Midwestern and Southern states acquired
- Sales surpass \$850 million



## 2006

- 156 Branches
- Acquired Pacific Supply, Mississippi Roofing Supply and Alabama Roofing Supply
- Acquired Roof Depot of Minnesota and RSM Supply
- Achieved \$1 billion in net sales



## 2007

- Robert Buck appointed Chairman of the Board
- Acquired North Coast Roofing Systems
- Beacon named to Boston Globe 100

## 2010

- Paul Isabella appointed President & CEO
- Acquired Independent Building Materials, Phoenix Sales, Inc., Louisiana Roofing Supply of Baton Rouge, Posi-Slope Enterprises, Inc.



**2012 | \$2B**

## 2011

- Acquired The Roofing Connection and Fowler & Perth, Inc.



## 2012

- Achieved \$2 billion in net sales

## 2015

- Peak private label launched and later merged into TRI-BUILT
- Acquired Roofing Supply Group (RSG)



**2016 | \$4B**

## 2016

- Achieved \$4 billion in net sales

## 2017

- Beacon Pro+ and Beacon 3D+ launched to support customers digitally

**BEACON PRO+  
BEACON 3D+**

## 2018

- Acquired Allied Building Products
- Beacon Track launched to support customer delivery tracking



**2019 | \$7.1B  
TO PRESENT**

## 2019

- Beacon named to Fortune 500
- Julian Francis appointed President & CEO
- Beacon of Hope contest launched to benefit military Veterans

## 2020

- Philip Knisely appointed Chairman of the Board
- Branding updated to Beacon Building Products for Exteriors product locations
- Frank Lonergo appointed Executive Vice President & CFO

