



Builders FirstSource Acquires Bianchi & Company

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Builders FirstSource (BFS) has purchased the assets of millwork supplier and installer Bianchi & Company in Charlotte, N.C. Bianchi has an annual revenue of approximately \$30 million. The terms of the acquisition were not publicly disclosed.

Bianchi & Company offers interior and exterior doors, crown moldings, open stair rail, chair rail, wainscoting, commercial hollow metal frames and doors, and other custom millwork installation. In addition to fitting residential homes, Bianchi & Company also supplies installed millwork to multifamily residential apartments, condominiums, and senior living facilities. Scott Bianchi, the founder and president of Bianchi & Company, will maintain his current responsibilities running the business after the acquisition closes, according to BFS.

“I am very happy to welcome Scott Bianchi and all of his employees to Builders FirstSource. The addition of installed millwork represents another vertically-integrated, value-added service capability that we can provide to our customers and potentially expand across other markets,” Chad Crow, CEO of BFS, said in a public statement. “This acquisition directly aligns with our next-generation growth strategy to more closely partner and integrate with customers to streamline the construction process.”

The purchase of Bianchi & Company is BFS’s fifth tuck-in acquisition in the past six months. The five acquisitions will provide Dallas-based BFS will more than \$200 million in annual value-added net sales, according to Crow.

Builders FirstSource supplies building products, prefabricated components, and value-added services and has operations in 40 states, with approximately 400 locations. The company has a market presence in 77 of the top 100 U.S. metropolitan statistical areas. BFS ranked second on the 2019 ProSales 100 list.