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PrimeSource Inc. began operations in January 1990, as a result of the combination of Grip-Rite, a group of four companies, and Sequoia Supply, Inc. Both had a long history as wholesale suppliers to the building material industry. Sequoia traces its beginning to 1938, when Harbor Plywood opened its first distribution center in Georgia. By 1976, Harbor had grown to 35 locations and had been renamed Sequoia Supply, with a product mix concentrated on commodity and specialty wood products. Meanwhile, in 1956, Grip-Rite was founded in New York, with business centered on roofing, sheet metal and nail sales. Grip-Rite eventually grew to 14 locations and became a preeminent nail and screw supplier in the U.S. With product assortments keyed to niche markets, both companies focused on opportunities within retail lumberyards and home centers.

While each company had its own distinct product assortment, Sequoia and Grip-Rite both served similar customers. Therefore, a plan was developed to take advantage of the widespread geographic coverage, blended product mix and optimized operating efficiencies, which led to the merger of 1990. The five operating businesses (the Grip-Rite group of four plus Sequoia) became wholly owned subsidiaries of the new company, PrimeSource Building Products, Inc.

On a parallel path, Itochu Corporation, a trading company over 100 years old with operations throughout the world, established Itochu Building Products in 1978 as their first entry into U.S. building products distribution. Through internal growth and a series of strategic acquisitions, Itochu Building Products grew to over 100 million dollars in sales by 1997. In a move that changed the landscape of building products distribution in the U.S. forever, Itochu International, Inc., purchased PrimeSource Building Products, Inc. in March 1998.

This merger combined the international purchasing strength and expertise of Itochu with the market leadership and dominance of PrimeSource, resulting in a stronger, more efficient, and more effective organization - PrimeSource Building Products, Inc., an Itochu Company.

PrimeSource acquired Prudential Building Products and its PRU-FAST brand in 1999, further strengthening a position of industry leadership with nails, screws and collated fasteners. Directed by a senior management team with 155 years of combined experience, PrimeSource today is the largest full service wholesale distributor of building materials specializing in fasteners in the U.S.