

THEN AND NOW

The home centers, category killers, warehouse clubs and discount chains have risen to the top of the list in the last 25 years. Unfortunately, the number of specialty independent flooring

retailers have dropped to eight on this list and to below 12,000 nationwide. A few other noteworthy shifts are the rise in in-home sales (Empire) and e-commerce only stores (Wayfair).

TOP TWENTY RETAILERS: 1992

(U.S. sales in millions of dollars)

1. COLOR TILE AND CARPET— FORT WORTH, TX	\$586
2. NEW YORK CARPET WORLD— SOUTHFIELD, MI	\$385
3. SEARS— HOFFMAN ESTATES, IL	\$310
4. HOME DEPOT— ATLANTA, GA	\$240
5. CARPETLAND USA— MUNSTER, IN	\$143
6. SHERWIN WILLIAMS— CLEVELAND, OH	\$131
7. CARPETERIA— VALENCIA, CA	\$85
8. MENARDS— EAU CLAIRE, WI	\$82
9. BUILDERS SQUARE— SAN ANTONIO, TX	\$80
10. CARPET EXCHANGE— SEATTLE, WA	\$73
11. LOWES COMPANIES— NORTH WILKESBORO, NC	\$66
12. ABC CARPET AND HOME— NEW YORK, NY	\$60
13. GEORGIA CARPET OUTLETS— MONTGOMERY, AL	\$51
14. GIANT CARPET— MOONACHIE, NJ	\$50
15. PAYLESS/CASHWAYS— KANSAS CITY, MO	\$50
16. DEAN'S FLOORCOVERING— ROCKAWAY, NJ	\$48
17. KMART— TROY, MI	\$48
18. AIRBASE CARPET MART— NEW CASTLE, DE	\$46
19. DAYTON-HUDSON/TARGET— MINNEAPOLIS, MN	\$40
20. FLOORCOVERINGS INTERNATIONAL— FOREST PARK, GA	\$36
21. DALTON CARET OUTLET— CINCINNATI, OH	\$36
22. DON'S CARPET BARN— INDEPENDENCE, OH	\$35
23. HOME VALUE/DREXEL— FRIDLEY, MN	\$35
24. WAL-MART— BENTONVILLE, AR	\$35
25. CENTURY SUPPLY COMPANY— LOMBARD, IL	\$34

TOP TWENTY RETAILERS: 2017*

(U.S. sales in millions of dollars)

1. HOME DEPOT— ATLANTA, GA	\$4,550
2. LOWE'S— MOORESVILLE, NC	\$3,475
3. LUMBER LIQUIDATORS— TOANA, VA	\$942
4. FLOOR & DÉCOR OUTLETS OF AM.— ATLANTA, GA	\$651
5. WAL-MART/SAM'S CLUBS— BENTONVILLE, AR	\$520
6. SHERWIN WILLIAMS— CLEVELAND, OH	\$452
7. EMPIRE TODAY— CHICAGO, IL	\$365
8. RITE RUG— COLUMBUS, OH	\$251
9. THE TILE SHOP— PLYMOUTH, MN	\$246
10. COSTCO— ISSAQUAH, WA	\$241
11. BED BATH AND BEYOND— UNION, NJ	\$205
12. MENARDS— EAU CLAIRE, WI	\$199
13. TARGET— MINNEAPOLIS, MN	\$190
14. KOHL'S— MENOMONEE FALLS, WI	\$182
15. MACY'S— CINCINNATI, OH	\$174
16. NEBRASKA FURNITURE MART— OMAHA, NE	\$155
17. GREAT FLOORS— COEUR D'ALENE, ID	\$154
18. REDI-FLOORS— MARIETTA, GA	\$140
19. ABC CARPET AND HOME— NEW YORK, NY	\$124
20. WAYFAIR— BOSTON, MA	\$120
21. AVALON CARPET— MANAHAWKIN, NJ	\$110
22. CARPET EXCHANGE— DENVER, CO	\$93
23. OLLIES— HARRISBURG, PA	\$91
24. ATLANTA FLOORING DESIGN CENTER— SUWANNEE, GA	\$90
25. CONTRACT FURNISHING MART— PORTLAND, OR	\$83

* 2016 U.S. calendar year sales

TOP U.S. CONTRACTORS: 1992

(U.S. sales in millions of dollars)

COMMERCIAL

1. MSA INDUSTRIES— SAN FRANCISCO, CA	\$192
2. THE PINK COMPANIES— MINNEAPOLIS, MN	\$40
3. BELL-MANN— ATLANTA, GA	\$36
4. COMMERCIAL FLOORING SYS.— MONTGOMERYVILLE, PA	\$34
5. CONKLIN BROTHERS— SAN FRANCISCO, CA	\$29
6. B. SHAHADI & SONS— WHIPPANY, NJ	\$28
7. BONITZ CONTRACTING— GREENVILLE, SC	\$27
8. MORTON FLOORS— LINCOLNWOOD, IL	\$24
9. REDI-CARPET— STAFFORD, TX	\$24
10. SUPERIOR CARPET— DALLAS, TX	\$22

RESIDENTIAL

1. COLEMAN FLOOR— ROLLING MEADOWS, IL	\$39
2. FLOORS INC.— LANDOVER, MD	\$39
3. WISENBAKER— HOUSTON, TX	\$36
4. BODE FLOORING— COLUMBIA, MD	\$26
5. L&L FLOORING— CHANTILLY, VA	\$21

TOP U.S. CONTRACTORS: 2017

(U.S. sales in millions of dollars)

COMMERCIAL

1. SHAW SPECTRA— DALTON, GA	\$395
2. BONITZ FLOORING GROUP— GREENVILLE, SC	\$200
3. PYRAMID FLOOR COVERING— PORT WASHINGTON, NY	\$150
4. CONSOLIDATED CARPET— NEW YORK, NY	\$100
5. DFS FLOORING— VAN NUYS, CA	\$95
6. CB FLOORING— COLUMBIA, MD	\$85
7. RUBENSTEINS— SEATTLE, WA	\$83
8. GREAT FLOORS— COEUR D'ALENE, ID	\$75
9. ALLEGHENY FLOORS— WINCHESTER, MA	\$73
10. ACOUSTI— IRVINE, CA	\$50

RESIDENTIAL

1. INTERIOR SPECIALISTS— CARLSBAD, CA	\$515
2. REDI CARPET— HOUSTON, TX	\$230
3. RESIDENTIAL DESIGN SERVICES— ANAHEIM, CA	\$192
4. WISENBAKER— HOUSTON, TX	\$143
5. FLOORING SERVICES— DALLAS, TX	\$112

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