

## The Top 25 contractors

### Newcomers abound on Top 25 list

For FCW's annual Top 25 commercial flooring contractors list, there are many surprises — most notably the inclusion of eight new companies. In addition to the newcomers, we decided to change the format of the list. Similar to the Top 50 U.S. Specialty Flooring Retailers, our Top 25 groups the companies based on their total volume sales and no longer includes their major markets or product categories. We have opted instead to focus on the percentage changes in sales.

While we believe the changes will improve upon the integrity of the list, we realize that some of you in the commercial contractor industry might look at the results differently. One person in

particular, David Searles from El Dorado Hills, Calif.-based Central Valley Floor Design, prefers to use customer satisfaction and quality workmanship as primers upon which to compare contractors. "I wanted to let you know that I went to a 'big' and well-known local commercial building contractor's headquarters at a business park, which, also has other well-known businesses within the building," he wrote to us in an e-mail. "One of these \$12-million-in-excess-sales commercial flooring contractors probably installed the carpeting there. You could trip over the carpet seams! I know that we don't qualify for the 'in excess of \$12 million in

| The Top 25 contractors |   |                                 |           |                       |    |    |  |
|------------------------|---|---------------------------------|-----------|-----------------------|----|----|--|
| Rank in '06            | Company   | Sales (in millions) '06 vs. '05 | % Change  | Locations '07 vs. '06 |    |    |  |
| 1                      | 1 Bonitz Flooring Group<br>Greenville, S.C.               | \$166                           | \$150     | +10.7                 | 15 | 15 |  |
| 2                      | 4 Consolidated Carpet<br>New York, N.Y.                   | \$55                            | \$40      | +37.5                 | 3  | 3  |  |
| 3                      | N/A Pyramid Floor Covering, Inc.<br>Port Washington, N.Y. | \$50*                           | N/A       | 0                     | 4  | 4  |  |
| 4                      | 2 CB Flooring<br>Columbia, Md.                            | \$46                            | \$42**    | +9.5                  | 3  | 3  |  |
| 5                      | 3 Rubensteins<br>Seattle, Wash.                           | \$46                            | \$40-\$45 | +15-+2                | 5  | 5  |  |
| 6                      | N/A Welker Bros.<br>Milpitas, Calif.                      | \$46                            | \$38      | +21                   | 1  | 1  |  |
| 7                      | N/A SCS Flooring Systems<br>Los Angeles, Calif.           | \$44                            | \$40.5    | +8.6                  | 3  | 3  |  |
| 8                      | 5 Legacy Commercial Flooring<br>Columbus, Ohio            | \$42                            | \$38      | +10.5                 | 5  | 5  |  |
| 9                      | 6 DFS Flooring<br>Los Angeles, Calif.                     | \$38.5                          | \$36      | +6.9                  | 3  | 3  |  |
| 10                     | 7 H.J. Martin & Son<br>Green Bay, Wis.                    | \$38                            | \$36      | +5.6                  | 2  | 1  |  |

# FCW FLOOR COVERING WEEKLY

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sales' — but I know that the crews that we use for our commercial installation of floor coverings are top notch [with] no call backs, no excuses [and are] done right the first time! So I think we qualify for one of the Top 25.”

A note on our methodology: In addition to asking for input from industry manufacturing executives from the StarNet cooperative, we also included members from the Resource Commercial Flooring Network. Thank you to everyone who contacted us with their numbers. While our initial cut-off point was \$12 million, we had so many responses that we could not include all of you. In fact, we had

13 extra flooring contractors who exceeded \$12 million. Honorable mentions include Wood Dale, Ill.–based Noland Sales Corp., which had 2006 sales of \$22 million and 2005 sales of \$20 million; and Jacksonville, Fla.–based Dixie Contract Carpet — a regular of the Top 25 list, but with a range of \$20–\$25 million, was not able to make it onto the list. For next year’s list, we encourage all flooring contractors to be as accurate as possible with their numbers so that we can maintain the integrity of the list. We hope to someday expand this list to 50 commercial flooring contractors.

— FCW staff

## The Top 25 contractors

| Rank in '06 | Company   | Sales (in millions)<br>'06 vs. '05 | %<br>Change | Locations<br>'07 vs. '06 |     |
|-------------|---|------------------------------------|-------------|--------------------------|-----|
| <b>11</b>   | N/A Flooring Resources Corp.<br>Elk Grove Village, Ill. | <b>\$37</b>                        | \$30        | <b>+23.3</b>             | 1 1 |
| <b>12</b>   | 8 Allegheny Contract Flooring<br>Winchester, Mass.      | <b>\$34</b>                        | \$34.7      | <b>-2</b>                | 2 2 |
| <b>13</b>   | 10 BT Mancini Co.<br>Milpitas, Calif.                   | <b>\$34</b>                        | \$29.9      | <b>+13.7</b>             | 3 3 |
| <b>14</b>   | 9 Metropolitan Contract Carpets<br>Cherry Hill, N.J.    | <b>\$32</b>                        | \$32.3      | <b>-9</b>                | 1 1 |
| <b>15</b>   | 12 The Rouse Co.<br>Rancho Dominguez, Calif.            | <b>\$31</b>                        | \$26.5      | <b>+17</b>               | 1 1 |
| <b>16</b>   | 11 Commercial Carpets of America<br>Alexandria, Va.     | <b>\$30</b>                        | \$27.6      | <b>+8.7</b>              | 3 3 |
| <b>17</b>   | 19 Wholesale Floors<br>Phoenix, Ariz.                   | <b>\$30</b>                        | \$20        | <b>+50</b>               | 1 1 |
| <b>18</b>   | N/A Fromkin Brothers<br>Edison, N.J.                    | <b>\$28</b>                        | \$25        | <b>+12</b>               | 1 1 |
| <b>19</b>   | N/A Flooring Systems<br>St. Louis, Mo.                  | <b>\$26.7</b>                      | \$23.2      | <b>+15.1</b>             | 1 1 |
| <b>20</b>   | 18 Intertech Flooring<br>Austin, Texas                  | <b>\$25.8</b>                      | \$20        | <b>+29</b>               | 4 2 |
| <b>21</b>   | N/A Premier Contract Carpet Inc.<br>Tucker, Ga.         | <b>\$24.5</b>                      | \$23        | <b>+6.5</b>              | 1 1 |
| <b>22</b>   | N/A McCoy, Inc.<br>Houston, Texas                       | <b>\$23</b>                        | \$24        | <b>-4.2</b>              | 1 1 |
| <b>23</b>   | 15 Paul G. White Tile Co.<br>Portland, Maine            | <b>\$22.9</b>                      | \$21        | <b>+9</b>                | 4 4 |
| <b>24</b>   | 13 Howard's Rug Co.<br>San Diego, Calif.                | <b>\$22.5</b>                      | \$22.5      | <b>0</b>                 | 1 1 |
| <b>25</b>   | 14 Business Interiors Flooring<br>Woburn, Mass.         | <b>\$22</b>                        | \$22        | <b>0</b>                 | 1 1 |

\* Estimated

\*\* 2005 figure includes sales from retail division