Home Channel News
News and Analysis for the home improvement retail industry

TOP 500

Right. Excerpts from the article that accompanied the rankings featuring our Great Floors CEO.

Also benefiting tremendously from new home construction and remodeling is Great Floors, a 12-unit flooring retailer based in Idaho. The company grew 38.6 percent, going from $83 million to $115 million in 2005, with most growth coming from hard surfaces, including ceramic tile, porcelain, and hardwood and laminate flooring.

"All natural stone looks were also very popular in 2005, including limestone, sandstone, granite, marble, travertine and slate," said Doug Chadderdon, CEO and president of Great Floors. "Natural, upscale products is the trend, and the baby boomers are willing to pay more per square foot to get these natural surfaces into their homes."

Looking ahead to the remainder of 2006, the NAHB predicts that with interest rates continuing to rise, the housing market is in for a "soft landing." With new home construction leveling off, some of the areas expected to experience significant corrections — which would show more than 10 percent high-to-low declines — are the Northeast and Mid-Atlantic regions, as well as Florida, California, parts of Arizona and Las Vegas.

Despite these economic indicators, Chadderdon remains bullish about 2006. "As new construction slows down with the rise of interest rates, we'll see a shift with people remodeling, spending more for quality products," he said. "If you've been in a $400,000 house and were going to move to a $600,000 house and interest rates go up, you might decide to stay and put money into your home — like wool carpet in the bedroom. You're going to do what you can to enhance your current situation."

As for the "softness" predicted in the housing market, 84 Lumber's Magerko says, "They've b
talking about the housin

101-150

In 2004, Top 500 sales to homeowners and DIY customers rose 9.3%; in 2005, 12.3%.

RANK 2005	RANK 2004		SALES ($ mil.) 2005	SALES 2004	SALES % chg	2005 SALES BREAKDOWN %DIY	%BT	%I/C	UNIT COUNT 2005	UNIT COUNT 2004	TOTAL AREA (000s square feet) avg	2005	2004	EMPLOYEES 2005	BUYING GROUP AFFILIATION	UNIT TYPE†
101	96	**Carpeteria,** San Leandro, Calif.	120.0	115.0	4.3%	90.0	0.0	10.0	46	42	4	202	184	310		HD
102	95	**Hamilton Farm Bureau Co-Op,** Hamilton, Mich.*	120.0	118.0	1.7%	14.0	86.0	0.0	1	2	10	10	20	42	BMA; DA; PAL; TV	PD
103	93	**Livonia Building Materials,** Livonia, Mich.	120.0	118.0	1.7%	1.0	90.0	9.0	19	19	9	171	171	230		PD
104	91	**M.G. Building Materials,** San Antonio	120.0	120.0	0.0%	20.0	80.0	0.0	8	8	15	120	120	300	BMA; HH; TV	PD
105	87	**Bailey Lumber & Supply,** Gulfport, Miss.	120.0	120.0	0.0%	15.0	75.0	10.0	9	9	20	180	180	425	LMC	PD
106	97	**Star Lumber & Supply,** Wichita, Kan.*	119.7	114.2	4.8%	16.0	57.0	24.0	8	8	11	88	88	500	BMA; DA; DiB	PD
107	136	**Great Floors,** Coeur D Alene, Idaho*	115.0	83.0	38.6%	50.0	0.0	50.0	15	16	25	370	352	375		HD
108	122	**Grossman's Bargain Outlet,** Stoughton, Mass.	114.0	94.0	21.3%	80.0	20.0	0.0	51	46	25	1,275	1,150	800		HC
109	104	**San Lorenzo Lumber,** Santa Cruz, Calif.	112.0	106.0	5.7%	30.0	70.0	0.0	6	6	8	50	50	350	Ace	PD
110	102	**Hancock Lumber,** Casco, Maine *	109.0	107.0	1.9%	5.0	75.0	20.0	14	14	2	31	31	665	LMC	PD
111	108	**Shelly's Lumber,** Bethlehem, Pa.	107.0	104.0	2.9%	20.0	70.0	10.0	7	7	24	168	168	350	LMC	PD
112	106	**Piedmont Lumber & Mill,** Pleasant Hill, Calif.	105.0	105.0	0.0%	20.0	70.0	10.0	8	8	8	64	64	570	Ace	PD
113	130	**Vista Paint,** Fullerton, Calif.	104.0	90.0	15.6%	15.0	80.0	5.0	46	46	10	451	450	534	VT	P
114	107	**Rowley Building Products,** Middletown, N.Y.	104.0	104.0	0.0%	5.0	92.0	3.0	10	11	6	60	66	240	LMC	PD
115	123	**Oso Lumber & Hardware,** Arlington, Wash.	103.0	93.0	10.8%	15.0	80.0	5.0	7	7	10	70	70	400	DiB; HH	HW
116	129	**Barr Lumber,** San Bernardino, Calif.	102.0	90.2	13.1%	19.0	66.0	15.0	6	6	9	55	55	280	DiB	PD
117	110	**Western Tool Supply,** Salem, Ore.*	102.0	100.0	2.0%	15.0	70.0	15.0	51	51	6	300	300	300		HW
118	100	**Gilcrest-Jewett,** Waukee, Iowa	102.0	111.0	-8.1%	2.0	93.0	5.0	4	4	5	18	18	200	LMC	PD
119	116	**Spahn & Rose Lumber,** Dubuque, Iowa	101.0	98.0	3.1%	30.0	70.0	0.0	25	25	5	118	118	300	DiB	PD
120	181	**Atlantic Building Material,** Fort Pierce, Fla.	100.0	63.5	57.5%	15.0	85.0	0.0	9	10	13	115	128	60		PD
121	139	**Brock White,** Saint Paul, Minn.	100.0	82.0	22.0%	15.0	80.0	5.0	15	13	4	60	48	220	ACD	HW
122	117	**Flooring Services,** Farmers Branch, Texas *	100.0	97.5	2.6%	0.0	100.0	0.0	3	3	110	330	330	350		HD
123	113	**O.C. Cluss Lumber,** Uniontown, Pa.	100.0	100.0	0.0%	15.0	80.0	5.0	8	8	17	133	133	400	LMC	PD
124	115	**Mead Lumber,** Columbus, Neb.*	100.0	100.0	0.0%	30.0	65.0	5.0	27	26	7	189	182	575	Ace; DiB	HC
125	112	**Creative Touch Interiors,** Roseville, Calif.	100.0	100.0	0.0%	10.0	90.0	0.0	20	20	5	100	100	500		HD
126	105	**Builders' General Supply,** Little Silver, N.J.	99.0	105.0	-5.7%	10.0	90.0	0.0	5	5	4	22	22	170	LMC	PD
127	119	**Standard Companies,** Grand Rapids, Mich.	98.0	95.0	3.2%	3.0	92.0	5.0	19	19	5	86	86	302	BMA; TV	PD
128	126	**Hammond Lumber,** Belgrade, Maine	96.8	91.3	6.0%	45.0	55.0	0.0	7	7	8	53	53	310	LMC	HC
129	118	**Airbase Carpet Mart,** New Castle, Del.*	96.5	[illegible]	0.5%	92.0	4.0	4.0	9	9	[illegible]	[illegible]	180	[illegible]		HD