

Conklin Bros. on the move

BY JANET HERLIHY

[San José, Calif.] After its best year ever in 2015, Conklin Bros. is taking business to the next level. "This is our time," stated Rick Oderio, president of the retail-based operation that serves the San Francisco Bay area from locations in San José, Fremont and San Mateo, Calif. Conklin Bros. is ranked 40th in *ENR's* 2016 Top 50 Retailers report.

Looking to diversify, on March 16, Conklin Bros. acquired CK Flooring Distribution in Hayward, Calif. CK sells materials only and maintains the largest in stock inventory in the entire Bay Area to the market including about 400 rolls of carpet, according to Oderio.

"CK has the lowest prices in the Bay Area. That's why over 1,500 installers, more than 200 local retailers and 150 property managers and designers purchase their carpet and floor covering products from CK," he added.

Bill Clemon and Jim Kappan, former owners of CK, are long time friends of Oderio. "We've always said that if they were ever interested in selling, we would be interested in buying the business so when they wanted to retire, it came together," Oderio noted.

Jim Waters, former regional vice president for Mohawk, has joined Conklin Bros. as president of CK Flooring Distribution and vice president of Conklin Bros. Greg Nourie will expand his responsibilities as vice president and COO of Conklin Bros. to include the CK operation. Oderio, Waters and Nourie are good friends who bring a wealth of experience to the business. "We are having a good time," Oderio stressed. "It's fun to change things up."

The acquisition of CK is only the beginning of

Conklin Bros.' expansion plans. A new concept, high-end retail store is planned to open in Menlo Park, Calif. in the fourth quarter and a second CK location, dubbed CK2, will begin operations in San José in three to six months, Oderio reported. "We

haven't named the new high-end concept store yet," he added. "We will start the new locations as we are ready. We are super excited and could have five or six stores total and be doing \$60 million in sales by the end of the year."



Conklin Bros.' executive team — Jim Waters, Rick Oderio and Greg Nourie — are ready to grow the business from its flagship store in San José, Calif.

2015 Rank	2014 Rank	Company	Home Base	2015 Sales (in millions)	2014 Sales (in millions)	% Change	Locations 2015	Locations 2014
1	1	Lumber Liquidators	Toano, VA	\$978.8	\$1,047.4	-7.0%	374	387
2	2	Empire Home Services/Imperial Carpets	Northlake, IL	\$642.0	\$642.0	0.0%	3	3
3	3	Floor & Decor	Kennesaw, GA	\$682.0*	\$396.4*	9.4%	55	51
4	N/A	The Tile Shop	Plymouth, MN	\$293.0	\$27.2	13.9%	115	115
5	4	Rite Rug	Columbus, OH	\$290.0	\$207.0	11.1%	32	32
6	5	Redi Carpet	Houston, TX	\$215.0	\$203.0	5.9%	23	23
7	6	ABC Carpet & Home	New York, NY	\$145.0	\$150.0	-3.3%	4	4
8	7	Great Floors	Coeur d'Alene, ID	\$127.3	\$115.0	10.7%	19	18
9	9	Nebraska Furniture Mart	Omaha, NE	\$118.3	\$98.6	20.0%	4	5
10	8	Avalon Flooring	Cherry Hill, NJ	\$107.0	\$100.0*	7.0%	14	14
11	10	Carpet Exchange/GSO Investments	Denver, CO	\$92.0	\$89.5	10.2%	19	19
12	13	Contract Furnishings Mart	Portland, OR	\$75.3	\$69.7	18.2%	12	11
13	11	Bode Floors/CB Flooring	Columbia, MD	\$75.0	\$71.6*	4.8%	2	2

2015 Rank	2014 Rank	Company	Home Base	2015 Sales (in millions)	2014 Sales (in millions)	% Change	Locations 2015	Locations 2014
14	N/A	Atlanta Flooring Design	Sowance, GA	\$72.3	\$61.9	16.8%	5	5
15	12	America's Floor Source	Columbus, OH	\$65.8	\$64.5	2.0%	6	6
16	14	R.C. Willey Home Furnishings	Salt Lake City, UT	\$65.0	\$60.0	8.3%	11	11
17	15	House of Floors	Longwood, FL	\$58.2	\$53.2*	9.4%	5	5
18	17	Carpet & Tile Mart	New Castle, DE	\$55.3	\$53.1	4.1%	12	12
19	18	KW Flooring	Cincinnati, OH	\$53.5	\$50.0	7.0%	18	17
20	16	CAP Carpet, Inc.	Wichita, KS	\$51.8	\$53.2	-2.6%	16	16
21	20	McSwain Carpets & Floors	Cincinnati, OH	\$51.3	\$46.9*	9.4%	11	11
22	19	Norn's Design Showplace	Middleton, WI	\$51.0	\$47.0	8.5%	3	3
23	23	PS Wholesale Floors	Baton Rouge, LA	\$50.6	\$45.0	12.5%	9	9
24	34	Carpets N More	Las Vegas, NV	\$48.0	\$35.0*	37.1%	6	5
25	21	Floor Covering Associates	Shorewood, IL	\$46.0	\$46.0	0.0%	7	7
25	22	Carpet Weavers	Bloomington, IL	\$46.0	\$45.4	1.3%	15	14
25	23	Mill Creek Carpet & Tile	Tulsa, OK	\$46.0	\$45.0	2.2%	15	15
26	26	Suttons Western Wholesale Flooring, Inc.	Salt Lake City, UT	\$45.5	\$42.0	8.3%	15	14
29	27	Manasota Flooring	Palmetto, FL	\$43.0	\$41.0	4.9%	3	3
30	36	S&G Discount	Rocklin, CA	\$42.3	\$33.6	25.9%	9	7
31	28	Flooring Liquidators	Modesto, CA	\$41.6	\$38.1	9.2%	12	12
32	30	Dillon Carpet One	Atlanta, GA	\$40.5*	\$37.0	9.4%	1	1
33	31	Mike's Flooring Companies	Chantilly, VA	\$39.3*	\$35.9*	9.4%	8	8
34	32	My Flooring/Texas, LLC	Webster, TX	\$38.4*	\$35.0*	9.7%	9	9
35	33	Blakey's Designer Floors	Carmel, IN	\$36.7	\$34.5	6.5%	2	2
36	37	L&L Company	Manassas, VA	\$36.1	\$33.0	9.4%	8	8
37	29	Star Flooring & Decorating	Wichita, KS	\$35.8	\$37.8	-5.3%	2	2
38	34	H.J. Marlin	Green Bay, WI	\$35.0	\$32.0	9.4%	2	2
38	38	Century Tile & Carpet	Lombard, IL	\$35.0*	\$32.0	9.4%	12	12
38	40	TF Andrew Carpet	New Rochelle, NY	\$35.0	\$25.5*	32.1%	6	5
41	44	Sergeniens Floor Coverings	Madison, WI	\$34.1	\$28.8	18.4%	4	4
42	38	Pierce Flooring & Design	Billings, MT	\$34.0	\$32.0	6.3%	7	7
43	41	Bob's Carpet Mart	Clearwater, FL	\$32.1*	\$29.9*	9.4%	17	17
44	42	Sid's Carpet Barn, Inc.	National City, CA	\$32.0	\$29.0	10.3%	4	4
45	42	Worldwide Wholesale Floor Covering	Edison, NJ	\$30.0	\$29.0	3.5%	3	3
46	N/A	Conklin Bros. of San José, Inc.	San José, CA	\$27.0	\$17.0	58.8%	6	4
47	46	Hadlinger Flooring	Naples, FL	\$26.8	\$24.4	9.8%	1	1
48	47	Cokes Fine Flooring	San Diego, CA	\$26.3*	\$24.0	9.4%	7	7
49	48	Yates Flooring	Lubbock, TX	\$25.5*	\$23.2	10%	2	2
50	49	Levi's 4 Floors	Columbus, OH	\$25.3*	\$25.1*	0.4%	8	8

