

For flooring, wallpaper, visit Carpet Barn

The Carpet Barn offers personalized service that is impossible to get if you shop out of town, according to co-owner Al Watt. "The specialty buyer needs and deserves a personal touch, and you

lose that when you buy out of town," he said. Al joined his partner Jeff Dean about six years ago in the business on Guelph St. at the corner of Water. Recently they

have become participants in a Southern Ontario buying group called The Floor Connection, as one of 30 key retailers. They can obtain volume rebates from manufacturers, in order to compete

effectively with larger outfits. The manager of The Floor Connection is Dennis Allen of Georgetown. The Carpet Barn carries carpet made by firms such as Burlington,

Coronet and Peerless. They are the only Armstrong vinyl flooring centre in the area, and they also sell Congoleum. The business has gradually expanded to the whole building, with a

main sales floor, a bargain basement and paint and wallpaper upstairs. They employ five independent installers, serving both private and commercial customers. They try to serve vari-

ous decorating needs, with products like ceramic tiles, although carpet and flooring are their main business. The past winter has been reasonably good for business, said Al.

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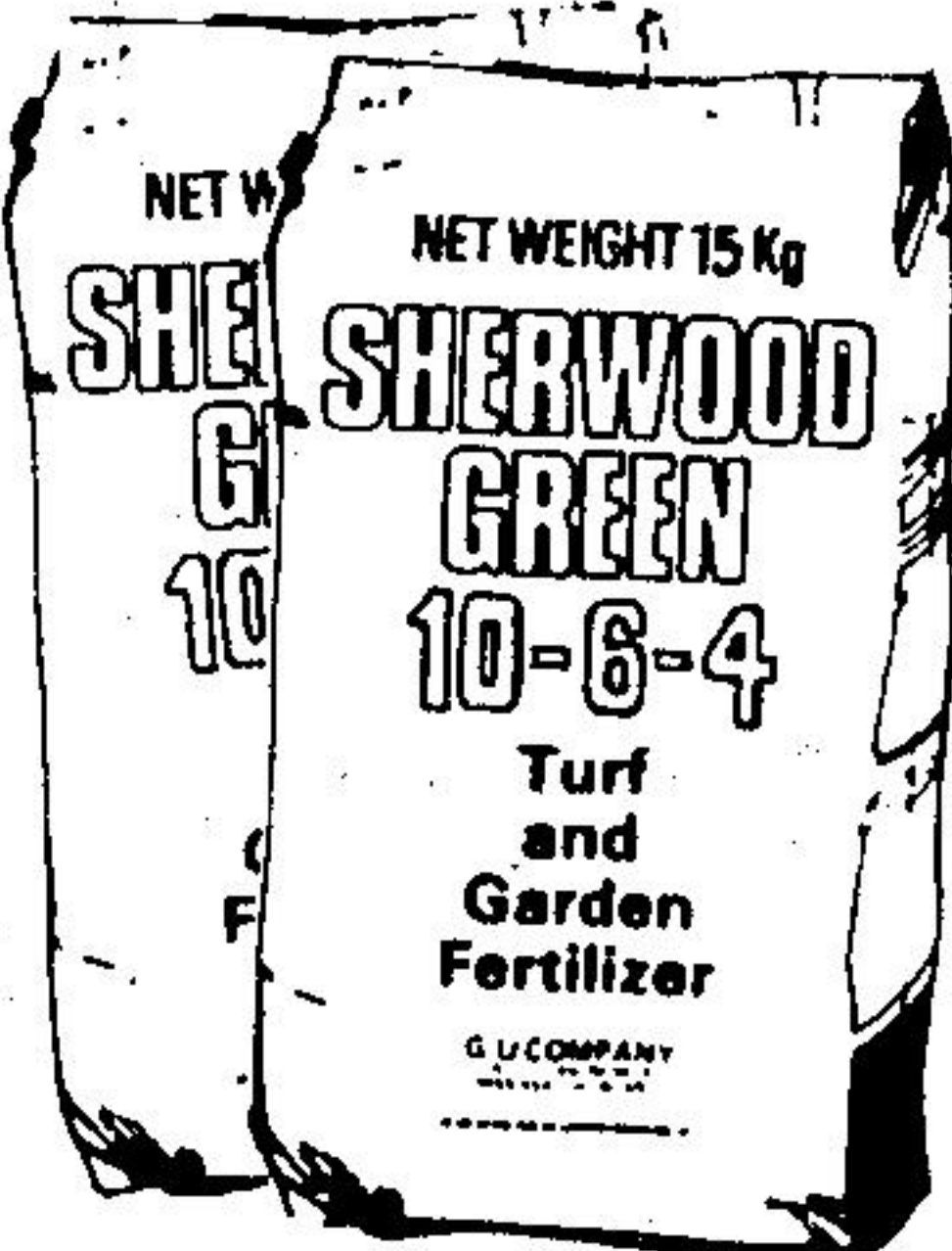
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