

# The Top 100 Fastest-Growing Cross-Channel Retailers

## 2011-2012

Rank	Company	2011 FY Sales	2012 FY Sales	Percentage Change
1	Michael Kors	\$226,536,000	\$362,905,000	60.20%
2	Green Mountain Coffee Roasters	\$2,650,899,000	\$3,859,198,000	45.58%
3	Francesca's	\$204,158,000	\$296,400,000	45.18%
4	Apple	\$108,249,000,000	\$156,508,000,000	44.58%
5	Charles & Colvard	\$16,033,408	\$22,412,810	39.79%
6	lululemon athletica	\$1,000,839,000	\$1,370,358,000	36.92%
7	Amazon.com	\$48,077,000,000	\$61,900,000,000	28.75%
8	Perry Ellis	\$763,884,000	\$980,592,000	28.37%
9	Genesco	\$1,789,839,000	\$2,291,987,000	28.06%
10	LeapFrog	\$455,140,000	\$581,288,000	27.72%
11	Vitacost.com	\$260,523,000	\$330,680,000	26.93%
12	Select Comfort	\$743,203,000	\$934,978,000	25.80%
13	Under Armour	\$1,472,684,000	\$1,835,000,000	24.60%
14	Joe's Jeans	\$95,420,000	\$118,642,000	24.34%
15	Steve Madden	\$968,549,000	\$1,200,000,000	23.90%
16	Gaiam	\$165,516,000	\$202,475,000	22.33%
17	eBay	\$11,651,654,000	\$14,100,000,000	21.01%
18	Zumiez	\$555,874,000	\$669,393,000	20.42%
19	hhgregg	\$2,077,651,000	\$2,493,392,000	20.01%
20	PriceSmart	\$1,675,247,000	\$2,000,046,000	19.39%
21	Lumber Liquidators	\$681,587,000	\$813,327,000	19.33%
22	rue21	\$760,302,000	\$901,900,000	18.62%
23	Polo Ralph Lauren	\$5,660,300,000	\$6,678,800,000	17.99%
24	Chico's FAS	\$2,196,360,000	\$2,581,057,000	17.52%
25	Vera Bradley	\$460,843,000	\$541,100,000	17.42%

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26	GNC	\$2,072,179,000	\$2,429,983,000	17.27%
27	Ascena Retail	\$2,914,000,000	\$3,400,000,000	16.68%
28	Tilly's	\$400,624,000	\$467,291,000	16.64%
29	Wolverine Worldwide	\$1,409,068,000	\$1,640,838,000	16.45%
30	Nike	\$20,862,000,000	\$24,128,000,000	15.66%
31	V.F. Corporation	\$9,459,232,000	\$10,900,000,000	15.23%
32	CVS	\$107,100,000,000	\$123,133,000,000	14.97%
33	Blue Nile	\$348,013,000	\$400,035,000	14.95%
34	Coach	\$4,158,507,000	\$4,763,200,000	14.54%
35	Costco	\$87,048,000,000	\$99,137,000,000	13.89%
36	Carter's	\$2,109,734,000	\$2,400,000,000	13.76%
37	Ross Stores	\$8,608,291,000	\$9,721,065,000	12.93%
38	American Apparel	\$547,336,000	\$617,310,000	12.78%
39	Crocs	\$1,000,903,000	\$1,123,301,000	12.23%
40	Nordstrom	\$10,497,000,000	\$11,762,000,000	12.05%
41	Dick's Sporting Goods	\$5,211,802,000	\$5,836,119,000	11.98%
42	Hibbett Sports	\$732,645,000	\$818,700,000	11.75%
43	Birks & Mayor	\$270,948,000	\$302,317,000	11.58%
44	DSW	\$2,024,300,000	\$2,257,778,000	11.53%
45	Dollar Tree	\$6,630,500,000	\$7,394,500,000	11.52%
46	The Finish Line	\$1,229,002,000	\$1,369,259,000	11.41%
47	The Children's Place	\$457,463,000	\$509,224,000	11.31%
48	True Religion Apparel	\$419,798,000	\$467,285,000	11.31%
49	Fossil	\$2,567,302,000	\$2,857,500,000	11.30%
50	Rocky Mountain Chocolate Factory	\$31,128,000	\$34,627,000	11.24%
51	Vitamin Shoppe	\$856,586,000	\$950,902,000	11.01%
52	Cabela's	\$2,505,733,000	\$2,778,903,000	10.90%
53	PetSmart	\$6,113,304,000	\$6,758,237,000	10.55%
54	Gordmans	\$551,476,000	\$607,692,000	10.19%
55	Tractor Supply Co.	\$4,232,743,000	\$4,664,120,000	10.19%
56	Tandy Leather Factory	\$66,102,947	\$72,720,624	10.01%
57	American Eagle Outfitters	\$3,159,818,000	\$3,475,802,000	10.00%

Rank	Company	2011 FY Sales	2012 FY Sales	Percentage Change
58	Foot Locker	\$5,623,000,000	\$6,182,000,000	9.94%
59	Pier 1 Imports	\$1,396,500,000	\$1,533,611,000	9.82%
60	Aaron's	\$2,024,049,000	\$2,222,588,000	9.81%
61	Lifetime Brands	\$444,418,000	\$486,842,000	9.55%
62	MarineMax	\$480,894,000	\$524,456,000	9.06%
63	Stage Stores	\$1,511,919,000	\$1,645,800,000	8.86%
64	The Sherwin-Williams Company	\$8,765,699,000	\$9,534,462,000	8.77%
65	Williams-Sonoma	\$3,720,895,000	\$4,042,870,000	8.65%
66	Abercrombie & Fitch	\$4,158,058,000	\$4,511,000,000	8.49%
67	Weyco Group	\$271,100,000	\$293,500,000	8.26%
68	Dollar General	\$14,807,188,000	\$16,022,128,000	8.21%
69	Guess Inc.	\$2,372,072,000	\$2,566,628,000	8.20%
70	Haverty Furniture	\$620,903,000	\$670,073,000	7.92%
71	99-Cent Only Stores	\$1,380,357,000	\$1,488,094,000	7.81%
72	Sally Beauty Supply	\$3,269,131,000	\$3,523,644,000	7.79%
73	bebe	\$493,274,000	\$530,831,000	7.61%
74	Gap	\$14,549,000,000	\$15,651,000,000	7.57%
75	Nautilus	\$180,412,000	\$193,926,000	7.49%
76	Ethan Allen Interiors	\$678,960,000	\$729,373,000	7.43%
77	ANN Inc.	\$2,212,493,000	\$2,375,509,000	7.37%
78	Zale Corp.	\$1,742,563,000	\$1,866,878,000	7.13%
79	AutoZone	\$8,072,973,000	\$8,603,863,000	6.58%
80	Bassett Furniture	\$253,208,000	\$269,672,000	6.50%
81	Dover Saddlery	\$80,831,000	\$86,048,000	6.45%
82	Hot Topic	\$697,934,000	\$741,745,000	6.28%
83	Signet Jewelers	\$3,749,200,000	\$3,983,400,000	6.25%
84	The Home Depot	\$70,395,000,000	\$74,754,000,000	6.19%
85	Bowlin Travel Centers	\$26,298,132	\$27,914,044	6.14%
86	The Buckle	\$1,062,946,000	\$1,124,007,000	5.74%
87	Dillard's	\$6,263,600,000	\$6,593,200,000	5.26%
88	Target	\$68,466,000,000	\$71,960,000,000	5.10%
89	ValueVision Media	\$558,400,000	\$586,800,000	5.09%

Rank	Company	2011 FY Sales	2012 FY Sales	Percentage Change
90	Wal-Mart	\$446,950,000,000	\$469,162,000,000	4.97%
91	West Marine	\$643,443,000	\$675,251,000	4.94%
92	Body Central	\$296,500,000	\$311,000,000	4.89%
93	Macy's	\$26,405,000,000	\$27,686,000,000	4.85%
94	Stein Mart	\$1,160,367,000	\$1,213,900,000	4.61%
95	Saks Fifth Avenue	\$3,013,593,000	\$3,147,554,000	4.45%
96	Men's Wearhouse	\$2,382,684,000	\$2,488,300,000	4.43%
97	ALCO	\$462,600,000	\$482,767,000	4.36%
98	Tiffany & Co.	\$3,642,937,000	\$3,800,000,000	4.31%
99	Overstock.com	\$1,054,277,000	\$1,099,289,000	4.27%
100	Kirkland's	\$430,285,000	\$448,365,000	4.20%