

By Allan Heydorn

# Paving Volume Continues to GROW

**A**s *Pavement's* annual Paving 75 list continues to gain traction, sales of the qualifying contractors continue their upward climb in giant steps.

Last year, the first year the list was comprised of 75 companies (it was 50 before), paving-only sales reached \$621,250,562. For 2015 paving-only sales jumped 41% to \$875,306,079, indicating possibly a solid paving year, but more likely the inclusion of larger operations.

As happened last year when the list grew from 50 to 75 companies, larger paving operations saw fit to participate in the survey, which boosted the paving-only sales totals. And as last year, virtually all the companies are laydown specialists with only two companies (Asphalt Contractors Inc., 43%, and Harding Group, 24%) generating any significant sales from production of hot mix asphalt.

And as we look at these Paving 75, its clear (and consistent from the start of this survey) that these pavers are not one-trick ponies. Only nine of the 75 generate 75% or more of their dollars from paving and of those only two report 100% paving sales.

In fact, paving and sealcoating go very nearly hand-in-hand, with 67 (89%) of the Paving 75 contractors reporting sealcoating sales and 18 of those 67 reported sealcoating generates 25% or more of their sales.

Closely tied to sealcoating is pavement striping so it's no surprise that 57 companies (76%) reported at least some pavement marking sales, though the extent of the business is broad, varying from 1% (eight companies) to 55% (one company) with most companies reporting single-digit striping sales.

A somewhat interesting result is found in the pavement repair sales category with only 55 companies (73%) reporting sales of pavement repair services, down from 63 companies last year.

But it's unlikely that almost a third of the pavers don't repair the pavement prior to paving or as a patching option. More likely is that these companies group the pavement repair numbers within their paving numbers and are unable to break them out for purposes of this survey. (This has an impact on the Pavement Repair list, page 34, too.)

Not surprisingly, only 12 companies (16%) report sweeping sales. And leading the "other" category is concrete work, with 20 companies reporting concrete sales.

## WHERE PAVERS WORK

All of the Paving 75 contractors indicated they generate sales from parking lot work. Only a dozen firms reported sales from highway work, 55 companies said they work on roads and 51 companies said they generate sales from driveway work.

The customer mix shows a group of contractors that are comfortable working with almost any type of client.

- 73 contractors work for commercial/industrial clients
- 63 work for multi-family housing clients



- 52 work for single-family residential clients
- 46 work for municipal clients

Contractors who participated in the 2015 Top Contractor survey can expect to receive the annual analysis and report in August.

Contractors who miss out on this year's report can participate in the 2016 Top Contractor Survey which will be open online from January 1 through April 30, 2016. ▼

## How This Survey Works

For the third year, *Pavement Maintenance & Reconstruction* has conducted its Top Contractor Survey to generate industry benchmark information and to develop verifiable lists of the top-selling contractors in each of five industry segments: Paving, Sealcoating, Striping, Sweeping and Pavement Repair. To do that we needed to know:

- Gross Sales Volume for a company's fiscal year 2014 (regardless of the date that fiscal year ended)
- A breakdown by percentage of the type of work that generated those 2014 sales
- Third-party verification of that sales total

To determine whether a company qualified for one (or more) of our five lists, we multiplied the total 2014 sales dollars by the percentage of work done in each industry segment. For example, if Contractor ABC reported \$1 million in 2014 sales and generated 50% of those sales from paving, 30% from sealcoating and 20% from striping, we would use those numbers as follows to determine which (if any) list Contractor ABC qualifies for:

- Multiply \$1 million x 50% = \$500,000 paving-only sales
- Multiply \$1 million x 30% = \$300,000 sealcoating-only sales
- Multiply \$1 million x 20% = \$200,000 striping-only sales

Companies were then ranked largest segment-only dollars to smallest segment-only dollars and a line was drawn beneath company #75 (#50 in Pavement Repair and #25 in Sweeping). In the Sealcoating 75, for example, we would use the \$300,000 number for Contractor ABC and if that number was in the top 75 companies of sealcoating-only sales, then Contractor ABC would qualify for the Sealcoating 75; if the \$300,000 sealcoating-only sales placed them outside the top 75 companies, then Contractor ABC would not make the Sealcoating 75 list. The same approach was followed for all industry segments.


Once each list was determined, dollar volumes were removed and each list was reorganized in alphabetical order. (Note: These lists are not a ranking of contractors.) Participation in this survey is voluntary; next year's survey will be open for participation online and through *Pavement Maintenance & Reconstruction* beginning January 1, 2016.

# PAVING 75



	Year In Business	Sales Composition (%)						Where We Work (%)					Customer Mix (%)				
		Paving	Sealcoating	Striping	Sweeping	Pavement Repair	Other	Highways	Streets/Roads	Parking Lots	Driveways	Other	Commercial	Municipal	Multi-family	Single-family	Other
<b>1-800-SEALCOAT of S. Florida, Inc</b> - Pompano Beach, FL	7	33	35	6	0	26	0	0	35	65	0	0	55	0	45	0	0
<b>A &amp; A Paving</b> - Roselle, IL	63	60	15	5	0	20	0	0	0	97	3	0	71	10	18	1	0
<b>Ace Asphalt</b> - Phenix, AZ	49	12	38	1	0	30	19	0	5	95	0	0	95	5	0	0	0
<b>ACI Asphalt &amp; Concrete, Inc</b> - Maple Grove, MN	22	46	12	1	1	28	12	0	0	85	14	1	85	0	14	0	1
<b>ADC Paving</b> - Louisville, KY	56	60	15	0	0	25	0	0	5	45	50	0	35		15	500	
<b>Allied Construction</b> - Clarkston, MI	43	93	6	1	0	0	0	0	20	70	10	0	35	15	30	20	0
<b>American Asphalt - American Sealcoating</b> - Cleveland, OH	28	30	36	3	0	15	16	0	10	60	20	10	60	5	10	10	15
<b>American Asphalt Repair &amp; Resurfacing Co., Inc.</b> - Hayward, CA	33	32	21	4	0	22	21	0	50	49	1	0	50	20	29	1	0
<b>American Pavement Preservation</b> - Las Vegas, NV	6	34	10	1	0	5	50	0	95	5	0	0	10	50	6	34	0
<b>Anderson Asphalt &amp; Concrete Services</b> - Sarasota, FL	43	7	15	3	0	7	68	0	30	70	0	0	50	0	50	0	0
<b>Anderson Striping &amp; Construction</b> - Kingsburg, CA	27	5	37	55	0	3	0	0	20	80	0	0	70	20	10	0	0
<b>ASAP Asphalt Sealing And Paving Co. LLC</b> - McMurray, PA	10	40	30	10	0	20	0	0	0	100	0	0	70	0	30	0	0
<b>Asphalt Associates Inc</b> - Roberts, WI	28	81	10	0	0	0	9	0	0	68	32	0	76	0	23	1	0
<b>Asphalt Contractors, Inc.</b> - Union Grove, WI	35	33	13	2	1	7	44	0	38	48	12	2	44	38	6	12	0
<b>Asphalt Repair Solutions inc.</b> - Bethlehem, CT	2	70	10	10	0	10	0	0	25	65	10	0	60	10	15	15	0
<b>Asphalt Services, Inc.</b> - Woburn, MA	12	70	14	2	0	11	3	0	0	95	5	0	85	0	6	9	0
<b>Asphalt Solutions Inc.</b> - Youngstown, OH	15	25	45	25	0	5	0	0	0	100	0	0	100	0	0	0	0
<b>Associated Paving Contractors Inc</b> - Warminster, PA	45	75	20	5	0	0	0	0	10	80	10	0	70	20	10	0	0
<b>Beiler Paving</b> - Ronks, PA	50	100	0	0	0	0	0	0	1	60	39	0	50	0	10	40	0
<b>BelRock Asphalt Paving, Inc.</b> - Belvidere, IL	10	60	20	0	0	0	20	0	0	65	35	0	65	0	0	35	0
<b>Blackie &amp; Son Excavating and Paving</b> - Hopedale, OH	46	80	5	5	0	10	0	0	20	30	50	0	30	10	10	50	0
<b>Brahney Paving / 1-877-FIX-ASPHALT</b> - Mullica Hill, NJ	13	50	25	5	0	20	0	0	0	100	0	0	60	0	10	0	30
<b>C &amp; R Asphalt, LLC</b> - Lexington, KY	22	80	12	1	0	7	0	0	2	87	11	0	72	1	16	11	0
<b>C&amp;L Sweeper Services</b> - Jackson, NJ	44	17	1	3	64	4	11	1	6	92	1	0	93	5	1	0	1
<b>Caldwell Paving</b> - Charleston, TN	57	90	10	0	0	0	0	10	10	60	20	0	60	10	10	20	0
<b>Chagrin Valley Paving</b> - Chagrin Falls, OH	25	70	0	5	5	20	0	50	40	10	0	0	60	40	0	0	0
<b>Collegiate Sealers &amp; Paving</b> - Chantilly, VA	27	45	53	2	0	0	0	0	0	5	95	0	2	0	3	95	0
<b>Connecticut Sealcoating</b> - Bethlehem, CT	8	15	15	0	0	10	60	0	70	20	10	0	20	60	0	20	0
<b>Daniel B. Krieg, Inc.</b> - Harrisburg, PA	82	47	5	0	0	0	48	47	0	5	0	48	50	50	0	0	0
<b>Deziel Paving</b> - Watertown, CT	22	100	0	0	0	0	0	0	0	40	60	0	40	0	0	60	0
<b>Dominion Paving &amp; Sealing</b> - Herndon, VA	33	39	6	5	0	34	16	0	25	75	0	0	32	0	68	0	0
<b>Driveway Design</b> - Plymouth, MN	38	60	5	0	0	0	35	0	0	25	75	0	20	0	5	75	0
<b>EastCoat Pavement Services</b> - Clinton, CT	10	4	33	12	0	51	0	0	0	99	1	0	80	3	16	1	0
<b>Ellsworth Construction</b> - Tulsa, OK	11	40	5	1	0	5	49	0	30	65	5	0	70	30	0	0	0
<b>Eosso Brothers Paving</b> - Hazlet, NJ	23	42	28	9	0	10	11	0	40	40	5	15	40	2	58	0	0
<b>Erickson Asphalt Services</b> - Princeton, MN	25	75	20	0	0	5	0	0	0	25	75	0	0	0	25	75	0
<b>Exterior Maintenance Service, LLC</b> - Nashville, TN	10	3	37	9	0	31	20	0	0	99	1	0	99	0	0	1	0



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 Finley Asphalt & Sealing, Inc. - Bristow, VA	50	40	3	3	1	43	10	2	20	76	0	2	39	44	15	0	2
Gann Asphalt & Concrete, Inc. - Riverside, MO	20	43	8	3	0	28	18	0	1	99	0	0	79	1	20	0	0
Giordano Construction Incorporated - Houston, TX	15	15	5	5	0	75	0	0	10	90	0	0	70	10	20	0	0
Harding Group - Indianapolis, IN	55	45	10	5	0	10	6	0	5	94	1	0	74	4	21	1	0
Intercounty Paving Co. Inc - Carmel, NY	60	85	10	5	0	0	0	0	10	60	30	0	10	0	65	25	0
KP Asphalt LLC - Biddeford, ME	11	70	10	2	0	0	18	0	0	10	90	0	20	0	10	70	0
Lakeside Paving and Sealing Inc - Carnelian Bay, CA	12	64	22	2	0	12	0	0	0	5	95	0	5	10	5	80	0
M & M Asphalt Maintenance DBA All County Paving-Delray Beach, FL	27	40	23	10	0	23	4	5	60	30	5	0	30	25	25	0	20
M & S Paving And Sealing Inc - South Windsor, CT	34	65	8	0	0	17	10	0	5	95	0	0	55	0	45	0	0
Magic Seal LLC - New York, NY	25	30	70	0	0	0	0	0	0	40	60	0	30	0	10	60	0
Maul Paving - Naperville, IL	15	70	17	5	0	0	8	0	10	90	0	0	80	20	0	0	0
McCormick Works - Mulberry, AR	25	30	30	5	0	25	10	0	15	30	30	25	40	40	10	10	0
Murphy Paving and Sealcoating Inc. - Burr Ridge, IL	20	80	18	2	0	0	0	0	5	90	5	0	65	10	20	5	0
Neff Paving - Zanesville, OH	16	65	15	5	1	10	4	20	30	30	20	0	50	20	20	10	0
O'Leary Asphalt Inc. - Ijamsville, MD	28	40	10	10	0	40	0	0	20	80	0	0	50	0	50	0	0
Palmetto Corp - Conway, SC	27	60	0	0	0	5	30	60	20	20	0	0	30	60	10	0	0
PCM Services - Beltsville, MD	23	60	10	20	0	10	0	0	30	70	0	0	80	0	20	0	0
Phoe - Miami, FL	6	60	20	10	0	10	0	0	30	60	10	0	60	40	0	0	0
Precision Striping and Sealcoating, Inc. - Blairstown, NJ	29	5	65	25	0	5	0	0	5	65	30	0	50	5	20	25	0
Pro-Pave, Inc - Sterling, VA	15	57	8	3	0	27	5	5	17	67	0	11	62	12	26	0	0
Professional Paving & Concrete Company, Inc - Glen Ellyn, IL	31	67	6	2	0	5	20	0	10	80	10	0	75	10	10	5	0
Rabine Group - Schaumburg, IL	30	38	3	3	1	55	0	0	1	96	3	0	91	2	6	1	0
Richards Paving, Inc. - New Castle, DE	43	60	15	5	0	10	0	0	5	55	40	0	60	10	10	20	0
Roccie's Asphalt Paving - Stamford, CT	58	90	0	0	0	0	10	0	5	10	85	0	10	5	0	85	0
Rose Paving Company - Bridgeview, IL	41	40	8	5	0	22	25	0	0	100	0	0	85	0	6	0	9
Ruston Paving Co., Inc. - Manassas, VA	72	85	0	0	0	14	1	0	0	100	0	0	90	0	10	0	0
Seal-Kote Corp. - Lombard, IL	X	15	60	12	0	12	1	0	0	65	35	0	55	1	10	34	0
Sundance Striping and Seal Coating, LLC - Memphis, TN	5	42	12	40	0	5	1	0	10	90	0	0	98	0	2	0	0
Sunland Asphalt - Tempe, AZ	36	40	30	5	5	10	10	25	25	30	10	10	25	40	25	0	10
Supreme Metro Corporation - South Plainfield, NJ	17	40	10	1	1	8	40	10	70	20	0	0	45	0	45	0	10
T&N Asphalt Services, Inc - Salt Lake City, UT	18	13	40	28	1	18	0	0	1	97	2	0	90	0	9	1	0
U.S. Pavement Services - Woburn, MA	30	70	18	5	0	7	0	0	0	98	2	0	85	5	8	2	0
United Paving Company - Corona, CA	15	40	20	10	5	25	0	15	25	50	5	5	30	30	40	0	0
Valley Blacktopping, Inc. - Eagan, MN	39	95	0	0	0	0	5	0	0	40	60	0	40	10	10	40	0
Valmar Building Group, Inc. - Trujillo Alto, PR	7	10	0	1	1	5	82	0	0	80	20	0	0	5	95	0	0
Van Etten Contracting LLC - Cornwall, NY	11	70	0	0	0	0	30	0	50	40	10	0	60	30	0	10	0
West Michigan Asphalt Services - West Olive, MI	1	75	25	0	0	0	0	0	0	95	5	0	75	0	10	15	0
Yeager Asphalt Inc - Carrollton, MI	37	82	16	2	0	0	0	0	5	30	65	0	22	3	20	55	0