

# STRIPING 75

## Striping 75 SALES UP 15% over 2014

Contractors' striping-only sales near \$112 million

**T**otal striping-only sales for *Pavement's* Striping 75 for 2015 increased 15% to \$111,964,024 over 2014's \$97,281,320 – the smallest increase among the five Top Contractor categories.

Only two of the Striping 75 generated 100% of sales from striping (another five companies generated 80% or more from striping), and 24 companies generated less than 5% of sales from striping. Those figures reinforce last year's results which indicated that striping could be either the primary focus of a business or a support service for larger contractors. That it's a support service for larger contractors is supported by the breakdown of other services the Striping 75 contractors offer:

- 65 generate sales from sealcoating
- 56 generate sales from paving
- 58 generate sales from pavement repair
- 16 generate sales from sweeping

### WHERE STRIPERS WORK

Not surprisingly, 72 of the Striping 75 indicate they perform at least some portion of their work on parking lots (there was one no-answer, one firm reports 100% of their striping

work on airports, and one company stripes roads and highways only). In addition,

- 51 contractors work on roads
- 38 contractors work on driveways (probably other services)
- 12 contractors work on highways

And that work breakdown is reflected in the customer mix:

- 72 contractors work for commercial/industrial customers
- 57 contractors work for multi-family residential customers
- 47 contractors work for municipal customers
- 29 contractors work for single-family residential customers

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. ▼




	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
1-800-SEALCOAT of S. Florida, Inc - Pompano Beach, FL	7	33	35	6	0	26	0	0	35	65	0	0	55	0	45	0	0
A & A Paving - Roselle, IL	63	60	15	5	0	20	0	0	0	97	3	0	71	10	18	1	0
Accurate Pavement Striping, LLC - Pflugerville, TX	3.5	0	0	47	0	0	53	0	40	60	0	0	100	0	0	0	0
Ace Asphalt - Phoenix, AZ	49	12	38	1	0	30	19	0	5	95	0	0	95	5	0	0	0
ACI Asphalt & Concrete, Inc - Maple Grove, MN	22	46	12	1	1	28	12	0	0	85	14	1	85	0	14	0	1
Allied Construction - Clarkston, MI	43	93	6	1	0	0	0	0	20	70	10	0	35	15	30	20	0
American Asphalt - American Sealcoating - Cleveland, OH	28	30	36	3	0	15	16	0	10	60	20	10	60	5	10	10	15
American Asphalt Repair & Resurfacing Co., Inc. - Hayward, CA	33	32	21	4	0	22	21	0	50	49	1	0	50	20	29	1	0
American Pavement Preservation - Las Vegas, NV	6	34	10	1	0	5	50	0	95	5	0	0	10	50	6	34	0
American Roadway Logistics - Richfield, OH	9	0	0	35	0	0	65	30	70	0	0	0	0	100	0	0	0
Anderson Asphalt & Concrete Services - Sarasota, FL	43	7	15	3	0	7	68	0	30	70	0	0	50	0	50	0	0
Anderson Striping & Construction - Kingsburg, CA	27	5	37	55	0	3	0	0	20	80	0	0	70	20	10	0	0
ASAP Asphalt Sealing And Paving Co. LLC - McMurray, PA	10	40	30	10	0	20	0	0	0	100	0	0	70	0	30	0	0
Asphalt Contractors, Inc. - Union Grove, WI	35	33	13	2	1	7	44	0	38	48	12	2	44	38	6	12	0
Asphalt Repair Solutions inc. - Bethlehem, CT	2	70	10	10	0	10	0	0	25	65	10	0	60	10	15	15	0

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<b>Asphalt Restoration Technology Systems, Inc.</b> - Orlando, FL	8	0	77	2	0	18	3	0	40	60	0	0	40	0	60	0	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>B&amp;G Sealcoating</b> - Binghamton, NY	5	0	85	10	0	5	0	0	0	75	25	0	55	15	10	20	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>Cantel Sweeping</b> - Gresham, OR	22	0	0	7	91	0	2	0	0	100	0	0	97	0	3	0	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>Clean Sweep, Inc.</b> - Baker, LA	25	0	5	11	64	17	3	0	15	85	0	0	79	10	11	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>Curtis Clean Sweep, Inc</b> - Boise, ID	27	0	20	31	12	8	29	30	27	43	0	0	40	57	3	0	0
<b>D &amp; G Sealcoating and Striping</b> - Fort Myers, FL	14	0	66	11	0	14	9	0	45	55	0	0	31	0	65	0	4
<b>DH Striping Company</b> - Oviedo, FL	11	0	29	71	0	0	0	0	10	90	0	0	98	0	2	0	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>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>Exterior Maintenance Service, LLC</b> - Nashville, TN	10	3	37	9	0	31	20	0	0	99	1	0	99	0	0	1	0
<b>Finley Asphalt &amp; Sealing, Inc.</b> - Bristow, VA	50	40	3	3	1	43	10	2	20	76	0	2	39	44	15	0	2
<b>Gann Asphalt &amp; Concrete, Inc.</b> - Riverside, MO	20	43	8	3	0	28	18	0	1	99	0	0	79	1	20	0	0
<b>Giordano Construction Incorporated</b> - Houston, TX	15	15	5	5	0	75	0	0	10	90	0	0	70	10	20	0	0
<b>Harding Group</b> - Indianapolis, IN	55	45	10	5	0	10	6	0	5	94	1	0	74	4	21	1	0
<b>Harper Line Striping Inc</b> - Augusta, GA	0	65	35	0	0	0	0	0	100	0	0	85	15	0	0	0	0
<b>Intercounty Paving Co. Inc</b> - Carmel, NY	60	85	10	5	0	0	0	0	10	60	30	0	10	0	65	25	0
<b>Lakeside Paving and Sealing Inc</b> - Carnelian Bay, CA	12	64	22	2	0	12	0	0	0	5	95	0	5	10	5	80	0
<b>Lynne Services, Inc</b> - Saint Johns, FL	9	0	0	100	0	0	0	0	5	95	0	0	100	0	0	0	0
<b>M &amp; M Asphalt Maintenance DBA All County Paving</b> - Delray Beach, FL	27	40	23	10	0	23	4	5	60	30	5	0	30	25	25	0	20
<b>Maul Paving</b> - Naperville, IL	15	70	17	5	0	0	8	0	10	90	0	0	80	20	0	0	0
<b>McCormick Works</b> - Mulberry, AR	25	30	30	5	0	25	10	0	15	30	30	25	40	40	10	10	0
<b>Murphy Paving and Sealcoating Inc.</b> - Burr Ridge, IL	20	80	18	2	0	0	0	0	5	90	5	0	65	10	20	5	0
<b>Neff Paving</b> - Zanesville, OH	16	65	15	5	1	10	4	20	30	30	20	0	50	20	20	10	0
<b>O'Leary Asphalt Inc.</b> - Ijamsville, MD	28	40	10	10	0	40	0	0	20	80	0	0	50	0	50	0	0
<b>Parker Line Striping</b> - Dekalb Junction, NY	50	0	10	90	0	0	0	0	0	100	0	0	100	0	0	0	0
<b>PCM Services</b> - Beltsville, MD	23	60	10	20	0	10	0	0	30	70	0	0	80	0	20	0	0
<b>Phoe</b> - Miami, FL	6	60	20	10	0	10	0	0	30	60	10	0	60	40	0	0	0
<b>Precision Striping and Sealcoating, Inc.</b> - Blairstown, NJ	29	5	65	25	0	5	0	0	5	65	30	0	50	5	20	25	0



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 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
Roads & Runways Striping Service, Inc. - Daytona Beach, FL	40	0	0	80	0	0	20	0	0	0	0	100	90	10	0	0	0
Robert Liles Parking Lot Service - Tyler, TX	32	0	0	81	0	19	0	0	0	73	0	27	69	0	0	0	31
Rose Paving Company - Bridgeview, IL	41	40		8	5	0	22	25	0	0	100	0	0	85	0	6	0
Sealcoat King - Racine, WI	2	0	80	10	0	10	0	0	0	30	70	0	30	0	0	70	0
Seal-Kote Corp. - Lombard, IL	X	15	60	12	0	12	1	0	0	65	35	0	55	1	10	34	0
Stripe it Rich, LLC - Omaha, NE	4	0	57	14	0	0	29	0	0	0	0	0	0	0	0	0	0
Stripe King Parking Lot Striping - Boise, ID	2	0	0	95	0	5	0	0	0	100	0	0	95	5	0	0	0
Stripe-A-Zone - Grand Prairie, TX	65	0	1	95	1	1	2	53	10	35	0	2	30	65	5	0	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	0	10	25	40	25	0	10
Superior Striping - Ramsey, MN	25	0	0	100	0	0	0	0	0	100	0	0	90	0	5	0	5
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
Valmar Building Group, Inc. - Trujillo Alto, PR	7	10	0	1	1	5	82	0	0	80	20	0	0	5	95	0	0
Yeager Asphalt Inc - Carrollton, MI	37	82	16	2	0	0	0	0	5	30	65	0	22	3	20	55	0

## SWEEPING 25

# Sweeping Sales Explode to more than **\$211 Million**

But list size remains at 25 companies

Three years ago when *Pavement Maintenance & Reconstruction* introduced its Top Contractor lists, we had only 10 companies in the sweeping list. Last year we were able to increase the list to 25 companies and we had hopes of doubling that this year.

Unfortunately we again list 25 Sweeping Top Contractors – but the good news is the total sweeping-only dollars jumped up to \$211,848,223 from \$41,719,267. Eventually this list should

be made up of companies that generate a significant portion of their gross sales from sweeping, but until more of those companies participate, this list will be made up of companies that rely heavily on sweeping combined with companies that provide sweeping in support of other work they do (there are eight companies in this year's list that generate 1% of sales from sweeping).

And sweeping is the most unique of the pavement maintenance services covered in these lists. Proof of that is the fact that fewer of