

**2015 TOP
CONTRACTOR**

By Allan Heydorn

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 the Sweeping 25 provide services other than sweeping: 16 (64%) contractors provide pavement repair, 15 (60%) provide striping, 12(48%) provide sealcoating and 11 (44%) provide paving. Those percentages are significantly lower than any other Top Contractor category.

WHERE THEY WORK

And where these companies do their work is of no surprise (remember there are only 25 companies in the list):

- 23 contractors work on parking lots
- 21 contractors work on roads
- 15 contractors work on highways
- 10 contractors work on driveways

And customer mix reflects where they do the work:

- 23 companies sweep for commercial/ industrial customers
- 19 companies sweep for municipal customers
- 18 sweep for multi-family customers
- 4 sweep for single-family residential customers ▼

SWEEPING 25

	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
ACI Asphalt & Concrete, Inc - Maple Grove, MN	22	46	12	1	1	28	12	0	0	85	14	1	85	0	14	0	1
Allstate Sweeping - Brighton, CO	W 15	0	0	0	98	0	2	80	20	0	0	0	0	0	0	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
C&L Sweeper Services - Jackson, NJ	N 44	17	1	3	64	4	11	1	6	92	1	0	93	5	1	0	1
Cantel Sweeping - Gresham, OR	N, W 22	0	0	7	91	0	2	0	0	100	0	0	97	0	3	0	0
Chagrin Valley Paving - Chagrin Falls, OH	25	70	0	5	5	20	0	50	40	10	0	0	60	40	0	0	0
Clean Sweep, Inc. - Baker, LA	N, W 25	0	5	11	64	17	3	0	15	85	0	0	79	10	11	0	0
Commercial Power Sweep, Inc. - Napa, CA	N 50	0	0	0	90	0	10	30	51	8	1	10	14	1	0	0	85
Commercial Property Maintenance, Albuquerque, NM	N, W 27	0	0	0	38	0	62	0	0	100	0	0	100	0	0	0	0
Contract Sweepers & Equipment Co. - Columbus, OH	N 55	0	0	0	50	1	49	10	20	30	0	40	60	35	5	0	0
Curtis Clean Sweep, Inc - Boise, ID	N 27	0	20	31	12	8	29	30	27	43	0	0	40	57	3	0	0
East Coast Industrial Services Inc. - Pine Bush, NY	N, W 7	0	0	0	85	2	13	10	10	80	0	0	95	5	0	0	0
Finley Asphalt & Sealing, Inc. - Bristow, VA	50	40	3	3	1	43	10	2	20	76	0	2	39	44	15	0	2
Jacketta Sweeping Service - Salt Lake City, UT	N 47	0	0	0	99	0	1	0	50	50	0	0	70	10	10	10	0
Katsam LLC - St. Louis, MO	N 29	0	0	0	59	0	41	0	3	97	0	0	79	19	2	0	0
Mid-State Industrial Service Inc - Eugene, OR	N 45	0	0	0	60	0	40	17	3	24	0	56	58	2	4	0	36
Neff Paving - Zanesville, OH	16	65	15	5	1	10	4	20	30	30	20	0	50	20	20	10	0
Rabine Group - Schaumburg, IL	30	38	3	3	1	55	0	0	1	96	3	0	91	2	6	1	0
Sky Sweeping, Inc - Canton, OH	N 13	0	0	0	100	0	0	0	50	50	0	0	100	0	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
Sunland Asphalt - Tempe, AZ	36	40	30	5	5	10	10	25	25	30	10	10	25	40	25	0	0
Supreme Metro Corporation - South Plainfield, NJ	17	40	10	1	1	8	40	10	70	20	0	0	45	0	45	0	10
U.S. Sweeping, Inc. - Miami, FL	N 5	0	0	0	100	0	0	35	35	0	10	20	40	10	0	0	50
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	83	0	0	80	20	0	0	5	95	0	0

KEY

N = NAPSA Member

W = WSA Member