

Striping 75 Continues Steady Growth

Striping list demonstrates stability of this industry segment

UNLIKE THE PAVING 75 and the Sealcoating 75 which showed sharp declines in segment-only sales from 2015, the Striping 75 report shows steady growth in striping-only sales for the third year in a row. The 2016 Striping 75 report striping-only sales of \$133,076,956 – up almost 19% over \$111,964,024 in 2015 which was up 15% from almost \$97.3 million in 2014.

The list stability might account for some of the steady growth, but it's also possible that the lower-cost striping services were not hit as hard during the Great Recession – in other words there might not have been as much pent-up demand that resulted in the huge leaps the Sealcoating 75 and Paving 75 experienced last year. A similar

steady uptick in striping-only sales for this list in 2017 likely will affirm that and demonstrate a stable – possibly the *most* stable – segment of the paving & pavement maintenance industry.

Much like the Sealcoating 75, members of the 2016 Striping 75 are diverse operations (though not as diverse as the sealcoaters). Only three companies generate 100% of sales from striping, Eight (11%) Striping 75 firms generate no sales from sealcoating and another 15 (20%) generate less than 10% of sales from striping. Not surprisingly, paving is the rarity here with 21 companies (28%) generating no sales from paving and an additional two companies generating less than 10% of sales



from paving; 17 (23%) don't offer pavement repair and another 13 (17%) generate less than 10% of sales from pavement repair.

Interestingly, 41 of the Striping 75 companies (55%) generate less than 10% of sales from striping, indicating possibly a lack of participation by the larger striping-focused companies and participation at the same time by larger companies that focus on services other than striping. **PVM**

	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
A & A Paving - Roselle, IL	64	54	21	5	0	20	0	0	97	3	0	77	5	18	0	0	
A Plus Striping - Vernon, NJ	16	0	0	90	0	0	10	0	8	92	0	72	28	0	0	0	
Accurate Pavement Striping LLC - Pflugerville, TX	5	1	6	40	2	1	50	10	60	30	0	35	15	50	0	0	
Ace Asphalt - Phoenix, AZ	50	22	28	1	0	15	34	0	5	95	0	55	20	25	0	0	
ACI Asphalt & Concrete Inc. - Maple Grove, MN	23	57	10	1	0	15	16	0	0	85	13	79	5	16	0	0	
Affordable Striping & Sealing - Las Vegas, NV	10	0	55	30	0	0	15	0	55	45	0	0	0	0	0	0	
Allied Construction - Clarkston, MI	44	85	3	1	1	10	0	0	20	70	10	50	20	20	10	0	
American Asphalt Repair & Resurfacing Co. Inc. - Hayward, CA	33	30	21	4	0	22	23	0	60	39	1	54	15	30	1	0	
American Roadway Logistics - Richfield, OH	10	0	0	45	0	0	55	30	70	0	0	0	100	0	0	0	
AMS Asphalt Maintenance Systems Inc. - South Beloit, IL	18	25	30	15	0	15	15	0	5	90	5	95	5	0	0	0	
Anderson Striping & Construction Inc. - Kingsburg, CA	28	5	37	55	0	0	3	0	20	80	0	70	20	10	0	0	
ASAP Asphalt Sealing And Paving Co. LLC - McMurray, PA	11	50	25	10	0	15	0	0	0	100	0	75	0	25	0	0	
Asphalt Contractors Inc. - Union Grove, WI	27	43	12	5	2	9	29	0	10	70	20	50	15	5	20	10	
Asphalt Restoration Technology Systems Inc. - Orlando, FL	8	0	5	13	0	27	55	0	45	55	0	39	3	58	0	0	
Asphalt Services Inc. - Woburn, MA	13	71	10	2	0	13	4	0	0	95	5	88	0	7	5	0	
Asphalt Solutions Inc. - Youngstown, OH	16	15	45	20	0	20	0	0	0	100	0	90	0	10	0	0	

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Associated Paving Contractors Inc. - Werminster, PA	46	22	4	9	0	29	36	0	15	59	6	20	80	8	7	5	0
Atlantic Southern Paving & Sealcoating - Plantation, FL	24	40	30	5	0	25	0	10	30	60	0	0	50	5	45	0	0
Barker Asphalt Paving - Bethlehem, PA	9	60	20	9	1	10	0	10	10	70	10	0	60	20	10	10	0
Black Diamond Paving - Hayward, CA	20	60	20	5	0	0	15	0	40	60	0	0	40	0	50	0	10
Brahney Paving / 1-877-FIX-ASPHALT - Wilmington, DE	14	55	18	5	0	22	0	0	0	100	0	0	85	0	15	0	0
Braza Construction & Paving - Milford, MA	30	60	5	8	2	10	15	10	20	40	30	0	40	40	10	10	0
Brite Line Asphalt Maintenance Inc. - Canton, GA	32	20	30	8	0	40	2	0	0	100	0	0	80	0	20	0	0
Brothers Paving & Concrete Corporation - Manassas, VA	31	20	15	5	0	25	35	0	0	90	0	10	15	5	80	0	0
C & R Asphalt LLC - Lexington, KY	22	81	13	1	0	2	3	0	0	87	10	3	87	0	3	10	0
California Pavement Maintenance Co. Inc. - Sacramento, CA	36	15	20	5	0	27	33	5	70	19	1	5	39	50	10	1	0
Cantel Sweeping - Gresham, OR	23	0	0	7	90	0	3	0	0	100	0	0	97	0	3	0	0
Connecticut Sealcoating - Bethlehem, CT	9	20	30	20	5	25	0	0	50	25	25	0	25	50	15	10	0
Constantine Sealing Service - Glastonbury, CT	35	0	60	15	0	25	0	0	0	85	15	0	55	0	30	15	0
Contract Sweepers and Equipment - Columbus, OH	56	5	0	2	70	3	20	10	40	50	0	0	69	30	1	0	0
D & G Sealcoating and Striping - Fort Myers, FL	15	18	44	15	0	12	11	0	60	40	0	0	30	0	70	0	0
D.E. Gemmill Inc. - Red Lion, PA	30	0	10	60	2	3	25	40	20	25	0	15	80	10	5	5	0
Daniel B. Krieg Inc. - Harrisburg, PA	83	0	10	2	0	3	85	80	10	10	0	0	20	80	0	0	0
DC Construction Services Inc. - Indianapolis, IN	20	25	25	15	0	5	30	0	0	99	1	0	90	5	5	0	0
DH Striping Company - Oviedo, FL	12	0	25	75	0	0	0	0	10	90	0	0	85	5	10	0	0
Diamond Constructors Inc. - Fayetteville, NC	12	45	15	15	0	20	5	5	10	60	10	15	65	25	5	5	0
Dominion Paving & Sealing - Herndon, VA	34	39	6	4	0	34	17	0	25	75	0	0	32	0	68	0	0
EastCoat Pavement Services - Clinton, CT	11	36	15	10	1	19	19	0	0	100	0	0	63	0	37	0	0
Eosso Brothers Inc. - Hazlet, NJ	24	45	21	5	2	15	12	0	42	38	10	10	60	6	33	1	0
Exterior Maintenance Service LLC - Nashville, TN	12	13	25	15	0	33	14	0	0	96	2	2	99	0	0	1	0
Finley Asphalt & Sealing Inc. - Bristow, VA	51	40	3	3	1	43	10	2	18	78	0	2	33	40	25	0	2
Gann Asphalt & Concrete Inc. - Riverside, MO	22	49	9	4	0	5	33	0	0	100	0	0	80	1	19	0	0
Giordano Construction Incorporated - Houston, TX	16	15	5	5	0	75	0	0	10	90	0	0	70	10	20	0	0
Griffin Pavement Striping Inc. - Columbus, OH	39	0	0	100	0	0	0	20	70	3	0	7	0	100	0	0	0
Harding Group - Indianapolis, IN	56	36	7	4	0	8	45	0	4	95	1	0	76	4	19	1	0
Intercounty Paving Co. - Carmel, NY	61	60	25	15	0	0	0	0	45	45	10	0	10	0	83	7	0
J & J Enterprises Services Inc. - Las Vegas, NV	27	50	25	10	0	10	5	10	50	30	10	0	50	40	10	0	0
Lynne Services Inc. - Saint Johns, FL	4	0	0	100	0	0	0	0	5	95	0	0	100	0	0	0	0
M&M Asphalt Maintenance D/B/A All County Paving - DelRay Beach, FL	28	42	21	9	0	23	5	5	60	31	4	0	31	24	26	0	19
Magic Seal LLC - Hilton, NY	28	20	40	5	0	5	30	0	25	30	25	20	30	25	0	25	20
Maul Paving - Plainfield, IL	16	47	22	6	0	25	0	0	2	98	0	0	80	15	5	0	0
Moore Seal Inc. - Townsend, DE	27	0	72	17	0	11	0	0	24	54	22	0	49	0	29	22	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
O'Leary Asphalt Inc. - Ijamsville, MD	31	40	10	10	0	40	0	0	20	80	0	0	50	0	50	0	0
Parker Line Striping - DeKalb Junction, NY	22	20	10	60	0	10	0	0	0	100	0	0	100	0	0	0	0
Pave Care - Grove City, PA	26	0	35	25	15	25	0	0	10	50	15	25	20	70	0	10	0

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Precision Striping and Sealcoating Inc. - Blairstown, NJ	30	0	50	30	0	0	20	0	0	60	40	0	50	10	15	25	0
Pro-Pave Inc. - Sterling, VA	15	57	8	3	0	27	5	5	17	67	0	11	62	12	26	0	0
Pro-Seal Asphalt Contractors - Charleston, SC	1	0	75	15	0	10	0	0	0	95	5	0	10	0	85	5	0
Rabine Group - Schaumburg, IL	35	40	3	3	1	52	1	0	0	98	2	0	90	8	2	0	0
Reese's Sealcoating Inc. - Acampo, CA	10	0	90	5	0	5	0	0	20	70	10	0	75	10	10	5	0
Richard's Paving, Inc. - New Castle, DE	40	61	4	2	0	4	29	0	0	54	35	11	26	22	12	40	0
Rose Paving LLC - Bridgeview, IL	42	54	10	5	0	0	31	0	0	100	0	0	93	0	7	0	0
SealCoat King - Racine, WI	3	0	55	30	0	15	0	0	5	40	55	0	40	5	10	45	0
Seal-O-Matic Pavement Solutions Inc. - Olathe, KS	4	0	30	5	0	65	0	0	0	90	10	0	85	5	10	0	0
Southwide Industries Inc. - West Palm Beach, FL	18	0	0	85	0	0	15	25	50	25	0	0	5	90	5	0	0
Stripe-A-Zone - Grand Prairie, TX	67	0	1	93	1	0	5	65	10	25	0	0	24	75	1	0	0
Sundance Striping & Seal Coating LLC - Memphis, TN	7	0	10	85	0	5	0	0	0	0	0	0	90	0	10	0	0
Sunland Asphalt - Tempe, AZ	37	40	30	3	3	10	14	25	25	30	10	10	25	50	25	0	0
T&N Asphalt Services Inc. - Salt Lake City, UT	19	15	40	30	1	14	0	0	1	98	1	0	97	0	2	1	0
The Surface Masters - Marietta, GA	5	30	40	5	0	0	0	0	0	100	0	0	50	0	50	0	0
U.S. Pave - Ft. Lauderdale, FL	3	40	25	15	0	0	0	0	0	100	0	0	60	0	40	0	0
U.S. Pavement Services Inc. - Woburn, MA	31	65	18	5	0	12	0	0	4	95	1	0	85	4	10	1	0
United Paving Co. - Corona, CA	16	20	17	5	2	55	1	0	25	73	2	0	60	10	30	0	0
Yeager Asphalt Inc. - Carrollton, MI	38	84	14	2	0	0	0	0	5	30	65	0	22	3	20	55	0
Zone Striping Inc. - Glassboro, NJ	35	0	0	100	0	0	0	50	49	1	0	0	2	98	0	0	0