

\* = Did Not Answer

	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
Mid Atlantic Maintenance - Parkersburg, WV	*	0	2	38	0	6	0	71	22	3	0	4	99	1	0	0	0
Midwest Parking Lot Maintenance, LLC - Eastlake, OH	3.5	0	30	40	0	10	20	0	30	70	0	0	60	20	20	0	0
Moore Seal - Townsend, DE	30	0	75	20	0	5	0	0	0	50	50	0	50	0	25	25	0
Neff Paving - Zanesville, OH	19	60	20	5	2	13	0	5	20	60	15	0	55	15	25	5	0
O'Leary Asphalt Inc. - Ijamsville, MD	33	40	10	5	0	35	10	0	20	80	0	0	50	0	50	0	0
Paramount Asphalt & Sealcoating - Naples, FL	3	25	25	30	0	20	0	0	15	75	10	0	65	15	15	5	0
Parker Line Striping, Inc. (DBA National Pavement) - Canton, NY	24	30	20	40	0	10	0	0	10	90	0	0	100	0	0	0	0
Pavecon - Grand Prairie, TX	25	20	20	10	0	40	10	0	0	100	0	0	30	10	60	0	0
Paving Associates LLC - Staten Island, NY	10	55	5	5	5	10	20	0	0	100	0	0	100	0	0	0	0
Precision Striping and Sealcoating, Inc. - Blairstown, NJ	32	5	60	25	0	10	0	0	10	50	40	0	60	5	20	15	0
Pro-Pave Incorporated - Sterling, VA	17	53	8	2	1	36	0	5	27	66	0	2	60	10	40	0	0
Pro-Seal Asphalt Contractors - North Charleston, SC	4	0	55	20	0	15	10	0	0	98	2	0	13	5	80	2	0
Rabine Group - Schaumburg, IL	37	75	10	1	0	13	1	0	0	95	5	0	90	8	2	0	0
Richards Paving, Inc. - New Castle, DE	40	60	5	2	0	5	28	0	0	65	25	10	40	20	5	35	0
Rose Paving LLC - Bridgeview, IL	44	57	10	10	0	19	4	0	0	100	0	0	68	0	7	0	25
Rowe Construction Group - Michigan City, IN	4	85	5	5	2	3	0	0	5	90	5	0	75	5	15	5	0
Sealex Inc - Lackawanna, NY	24	0	90	90	0	10	0	0	0	100	0	0	100	0	0	0	0
Southern States Pavement Markings - St. Augustine, FL	48	0	0	100	0	0	0	65	35	0	0	0	20	80	0	0	0
Stripe-A-Zone, Inc. - Grand Prairie, TX	68	0	1	74	0	0	25	34	42	23	0	1	23	67	10	0	0
Stripes & Stops Co. - Houston, TX	29	0	0	85	0	0	15	15	70	15	0	0	10	90	0	0	0
T & N Asphalt Services - Salt Lake City, UT	21	5	50	30	5	10	0	0	0	99	1	0	99	0	0	1	0
The Paving Lady - Boynton Beach, FL	30	50	30	5	0	15	0	0	35	65	0	0	40	20	40	0	0
The Surface Masters - Marietta, GA	7	48	37	5	0	10	0	0	0	100	0	0	50	10	40	0	0
U.S. Pavement Services Inc. - Woburn, MA	33	48	18	5	1	28	0	0	5	93	2	0	72	5	12	1	0
United Paving Co. - Corona, CA	18	30	20	9	0	30	10	0	20	80	0	0	70	5	25	0	0

# 2018 Pavement Repair 75

## Repair still #2 sales generator for contractors

**MORE THAN ANY OTHER LIST** the list of Pavement Repair Top Contractors has fluctuated between 50 and 75 companies based on contractor participation. The 2018 Pavement Repair list returns to 75 companies for the third time since 2014 and the history of Pavement Repair-only sales is as follows:

- **2018** – \$265,480,021 (list size 75 companies)
- **2017** – \$165 million in sales (50)
- **2016** – \$255 million in sales (75)
- **2015** – \$269 million in sales (50)
- **2014** – \$141 million in sales (75)

So this year's list represents the second-highest total of repair-only sales, coming very close to the 2015 peak number – when the list contained only 50 companies.

What accounts for all this fluctuation?

Hard to say but we have learned that there are few if any “pavement repair contractors.” Most contractor do repair, but they do it within the context of other work such as paving or sealcoating.

Compounding that is that many contractors do not track repair work. Depending on the degree of detail in their estimating and job costing systems, contractors often lump the repair work they perform within the main job – an overlay,

# PAVEMENT REPAIR 75

for example. So while we track pavement repair dollars, we do so knowing we are a bit handcuffed by the reporting and accounting aspects of the industry's contractors.

That said, pavement repair is unquestionably a significant part of the industry. As in years' past it represents the second-highest segment-only sales total of the four lists, sitting behind only the paving sales segment.

And that second-place ranking applies to total company sales as well. Total sales for all the work the 2018 Pavement Repair 75 did was \$1,287,824,012 – about equal to the \$1.28 billion of 2016. (Total sales for the 2017 Pavement Repair 50 was \$813 million.)

Because pavement repair-only sales account for 21% of total list sales – 1% greater than 2017 and 2016 – it's clear that this work goes hand-in-hand with other pavement maintenance work. Contractors in the Pavement Repair 75 perform other work as follows:

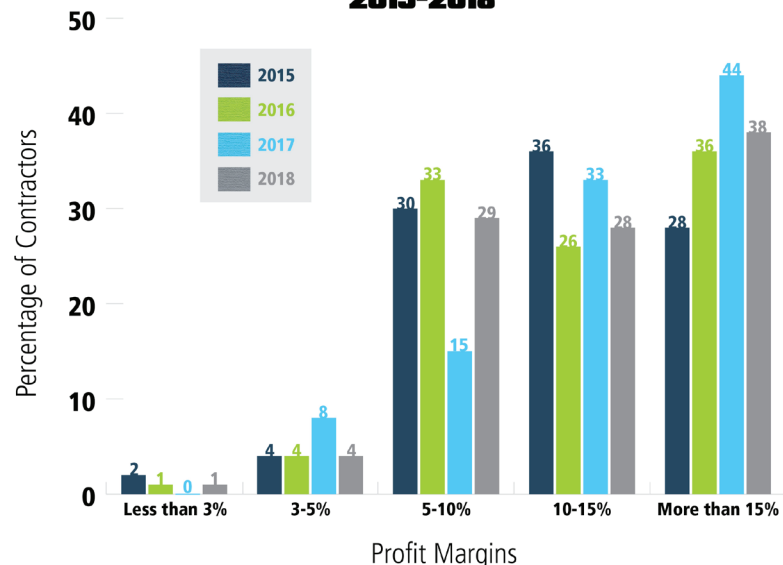
- 83 contractors perform striping work (88%) though striping is a much less significant aspect of the business
- 66 perform paving work (88%)
- 61 perform sealcoating work (72%)

## Margins Shift Down...And Up

Profit margins for the 2018 Pavement Repair 75 shifted in both directions:

- 38% reported margins greater than 15% (down from 44% in 2017 but up from 36% in 2016, 28% in 2015 and 34% in 2014);
- 28% reported margins between 10-15%

## Pavement Repair Profit Margins 2015-2018



(down from 33% last year and from 36% in both 2015 and 2014)

That means that 66% of the Pavement Repair 75 generated more than 10% profit for their work (compared to 77% in 2017, 62% in 2016, 64% in 2015 and 60% in 2014).

## Where the Pavement Repair 75 Work

All of the Pavement Repair 75 indicated they generate sales from parking lot work, with 11% generating 100% of their sales from parking lots and another 20% reporting 90% or more of sales from parking lots.

Roads and highways make up a decent

percentage as well with 20% of companies reporting sales from highway work and 32% report sales from streets and roads.

## The Pavement Repair 75's Customers

- 73 contractors work for commercial/industrial customers (97%)
- 63 contractors work for multi-family residential customers (74%)
- 53 contractors work for municipal clients (71%)
- 36 contractors work for single-family homeowners (48%) **PVM**

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	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	58	60	9	1	0	20	10	0	8	80	12	0	60	0	40	0	0
AAA Striping & Seal Coating Service - Edmonton, Alberta, Canada	37	0	1	93	1	5	0	65	30	5	0	0	18	85	2	0	0
ACE Asphalt - Phoenix, AZ	51	28	23	5	0	16	28	0	10	90	0	0	80	7	13	0	0
ACE Paving & Maintenance - Alpharetta, GA	11	65	8	2	0	25	0	0	18	80	2	0	80	5	5	10	0
ACI Asphalt & Concrete Inc - Maple Grove, MN	24	50	14	0	0	18	18	0	0	90	9	1	82	3	15	0	0
ADC Paving - Louisville, KY	59	70	15	0	0	15	0	0	10	50	40	0	45	0	20	35	0
Allied Construction Co., Inc - Clarkston, MI	46	93	1	1	0	5	0	0	25	67	8	0	58	16	20	4	2

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		Paving	Sealcoating	Striping	Sweeping	Pavement Repair	Other	Highways	Streets/Roads	Parking Lots	Driveways	Other	Commercial	Municipal	Multi-family	Single-family	Other
<b>Alvi Paving Ltd</b> - K2G 0B2, OH	53	10	0	0	0	25	20	0	0	40	60	0	10	0	30	30	30
<b>American Asphalt Repair &amp; Resurfacing Co., Inc.</b> - Hayward, CA	35	30	9	5	0	30	26	0	45	44	1	10	42	30	19	2	7
<b>American Parking Control</b> - Houston, TX	*	24	5	1	0	40	25	1	25	74	0	0	83	15	2	0	0
<b>ASAP Asphalt Sealing And Paving Co. LLC</b> - Meadow Lands, PA	13	40	30	10	0	20	0	0	0	90	10	0	70	0	20	10	0
<b>Asphalt Contractors, Inc.</b> - Union Grove, WI	39	53	8	2	1	5	33	10	15	60	15	0	60	15	10	15	0
<b>Asphalt Restoration Technology Systems, Inc.</b> - Orlando, FL	11	0	5	5	0	28	67	0	60	40	0	0	40	0	60	0	0
<b>Associated Paving Contractors</b> - Warminster, PA	46	40	5	5	0	50	0	0	20	70	10	0	35	50	10	5	0
<b>Atlantic Southern Paving and Sealcoating</b> - Sunrise, FL	26	37	15	8	0	20	20	10	35	55	0	0	65	10	35	0	0
<b>Beiler Paving</b> - Ronks, PA	53	90	2	0	0	6	2	0	2	48	48	0	45	5	20	30	0
<b>Bel Rock Asphalt Paving Inc</b> - Belvidere, IL	13	75	15	3	0	7	0	0	5	80	15	0	80	0	10	10	0
<b>Birmingham Sealcoat</b> - Oxford, MI	35	18	16	5	0	16	45	0	0	30	30	40	30	0	40	30	0
<b>Brahney Paving / www.fixasphalt.com</b> - Mullica Hill, NJ	17	65	20	5	0	10	0	0	0	98	2	0	80	0	18	2	0
<b>Brown Brothers Asphalt &amp; Concrete</b> - Centennial, CO	24	47	5	2	2	7	37	0	0	90	0	10	70	0	30	0	0
<b>C&amp;L Sweeper Service Corp.</b> - Jackson, NJ	47	5	2	2	66	3	22	12	39	49	0	0	96	3	1	0	0
<b>C&amp;R Asphalt</b> - Lexington, KY	25	67	16	4	0	2	11	0	5	82	3	5	51	0	11	3	5
<b>Central Paving, LLC</b> - Ellensburg, WA	4	53	16	6	0	25	0	0	20	60	20	0	50	20	15	15	0
<b>Cincinnati Asphalt Co.</b> - Cincinnati, OH	7	75	10	3	0	12	0	0	5	90	5	0	85	5	5	5	0
<b>Concept Paving Solutions, Inc</b> - Orange, CA	7	40	25	5	0	10	20	0	5	85	5	5	73	2	20	0	5
<b>Constantine Sealing Service</b> - Glastonbury, CT	38	0	22	24	0	54	0	0	26	43	31	0	36	8	38	18	0
<b>Daniel B. Krieg, Inc.</b> - Harrisburg, PA	85	50	20	5	0	5	15	40	20	20	20	0	35	58	4	3	0
<b>Dapa Construction</b> - Wolcott, CT	40	55	2	0	2	13	28	58	14	14	14	0	0	0	0	0	0
<b>DH Striping Company</b> - Oviedo, FL	30	0	25	70	0	5	0	0	20	80	0	0	80	10	10	0	0
<b>Diamond Constructors, Inc.</b> - Fayetteville, NC	16	40	20	20	0	20	0	0	30	50	20	0	40	40	10	10	0
<b>Dominion Paving &amp; Sealing</b> - Purcellville, VA	35	52	7	6	0	22	13	0	30	70	0	0	28	7	65	0	0
<b>EastCoat Pavement Services</b> - Clinton, CT	13	27	13	10	0	30	20	0	0	100	0	0	80	0	20	0	0
<b>Ellsworth Construction LLC</b> - Tulsa, OK	45	15	1	0	0	10	74	0	65	15	0	10	52	38	10	0	0
<b>Erickson Asphalt Services</b> - Princeton, MN	28	75	15	0	0	10	0	0	0	25	75	0	15	0	15	70	0
<b>Exterior Maintenance Service, LLC</b> - Nashville, TN	15	0	41	7	0	47	5	0	0	100	0	0	100	0	0	0	0
<b>Finley Asphalt &amp; Concrete Co.</b> - Bristow, VA	53	41	4	2	1	42	10	3	25	70	0	2	31	37	30	0	2
<b>G&amp;M New England</b> - Sherborn, MA	25	10	60	10	0	20		0	0	90	10	0	90	0	0	10	0
<b>Gann Asphalt &amp; Concrete, Inc.</b> - Riverside, MO	24	70	2	2	0	6	20	0	0	100	0	0	98	0	2	0	0
<b>Harding Group</b> - Indianapolis, IN	58	36	6	3	0	5	50	0	6	93	1	0	72	5	22	1	0
<b>Hardrives inc</b> - Billings, MT	29	25	35	10	0	20	0	35	35	20	10	0	35	35	25	5	0
<b>Intercounty Paving Co.</b> - Carmel, NY	63	78	5	5	0	12	0	0	70	24	6	0	0	10	85	5	0
<b>J. Worden &amp; Sons Paving</b> - Chester, VA	*	55	20	10	0	15	0	0	0	90	10	0	85	0	0	15	0
<b>Joliet Asphalt, LLC</b> - Channahon, IL	9	30	0	0	5	15	50	20	60	20	0	0	30	70	0	0	0



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		Paving	Sealcoating	Striping	Sweeping	Pavement Repair	Other	Highways	Streets/Roads	Parking Lots	Driveways	Other	Commercial	Municipal	Multi-family	Single-family	Other
Joseph McCormick Construction Company, Inc. - Erie, PA	115	70	5	3	2	10	10	30	50	20	0	0	30	60	10	0	0
K.A.I. Total Pavement Management - Bucyrus, KS	16	33	4	2	0	29	32	0	1	93	1	5	96	1	2	1	0
Luizzi Bros. Sealcoating & Striping - Albany, NY	13	46	23	7	0	8	16	0	0	50	50	0	30	10	10	50	0
M&D Blacktop Co. - Grove City, OH	54	30	25	20	0	25	0	0	0	80	2	18	50	35	13	2	0
M&M Asphalt Maintenance Inc., DBA All County Paving - Delray Beach, FL	30	44	19	8	0	24	5	5	57	35	3	0	31	24	26	0	19
Magic Seal LLC - Hilton, NY	29	50	30	10	0	10	0	0	5	45	50	0	40	5	0	55	0
Maul Paving - Plainfield, IL	18	45	16	3	0	22	14	0	5	94	1	0	79	10	10	1	0
Mid Atlantic Maintenance - Parkersburg, WV	*	0	2	38	0	6	0	71	22	3	0	4	1	99	0	0	0
Midwest Parking Lot Maintenance, LLC - Eastlake, OH	3.5	0	30	40	0	10	20	0	30	70	0	0	60	20	20	0	0
Neff Paving - Zanesville, OH	19	60	20	5	2	13	0	5	20	60	15	0	55	15	25	5	0
O'Leary Asphalt Inc. - Ijamsville, MD	33	40	10	5	0	35	10	0	20	80	0	0	50	0	50	0	0
Paramount Asphalt & Sealcoating - Naples, FL	3	25	25	30	0	20	0	0	15	75	10	0	65	15	15	5	0
Parker Line Striping, Inc. (DBA National Pavement) - Canton, NY	24	30	20	40	0	10	0	0	10	90	0	0	100	0	0	0	0
Pavecon - Grand Prairie, TX	25	20	20	10	0	40	10	0	0	100	0	0	30	10	60	0	0
Paving Associates LLC - Staten Island, NY	10	55	5	5	5	10	20	0	0	100	0	0	100	0	0	0	0
Precision Striping and Sealcoating, Inc. - Blairstown, NJ	32	5	60	25	0	10	0	0	10	50	40	0	60	5	20	15	0
Pro-Pave Incorporated - Sterling, VA	17	53	8	2	1	36	0	5	27	66	0	2	60	10	40	0	0
Pro-Seal Asphalt Contractors - North Charleston, SC	4	0	55	20	0	15	10	0	0	98	2	0	13	5	80	2	0
Rabine Group - Schaumburg, IL	37	75	10	1	0	13	1	0	0	95	5	0	90	8	2	0	0
RCM Specialties Inc. - Hastings, MN	20	0	0	0	0	70	30	10	70	20	0	0	25	75	0	0	0
Richards Paving, Inc. - New Castle, DE	40	60	5	2	0	5	28	0	0	65	25	10	40	20	5	35	0
Rose Paving LLC - Bridgeview, IL	44	57	10	10	0	19	4	0	0	100	0	0	68	0	7	0	25
Ruston Paving Co., Inc. - Manassas, VA	75	65	0	0	0	30	5	0	0	100	0	0	90	0	10	0	0
Seal-O-Matic Pavement Solutions - OLATHE, KS	5	12	32	0	0	38	18	0	0	95	2	3	80	4	16	0	0
Steed Paving - Jackson, SC	4	50	10	10	0	30	0	0	0	80	20	0	10	40	30	20	0
Superior Asphalt Paving Co. Ltd. - Winnipeg,	34	50	3	0	1	10	36	0	5	90	5	0	50	20	25	5	0
The Paving Lady - Boynton Beach, FL	30	50	30	5	0	15	0	0	35	65	0	0	40	20	40	0	0
The Surface Masters - Marietta, GA	7	48	37	5	0	10	0	0	0	100	0	0	50	10	40	0	0
Top Job Asphalt - Logan, UT	14	50	35	0	0	15	0	0	40	40	20	0	40	40	0	20	0
U.S. Pavement Services Inc. - Woburn, MA	33	48	18	5	1	28	0	0	5	93	2	0	72	5	12	1	0
United Paving Co. - Corona, CA	18	30	20	9	0	30	11	0	20	80	0	0	70	5	25	0	0
West Coast Paving, Inc. - Reno, NV	15	61	3	1	0	30	5	0	30	69	1	0	69	30	0	1	0