

|   | 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>Top Job Asphalt</b> - Logan, UT              | 14               | 50                    | 35          | 0        | 0        | 15              | 0     | 0                 | 40            | 40           | 20        | 0     | 40               | 40        | 0            | 20            | 0     |
| <b>U.S. Pavement Services Inc.</b> - Woburn, MA | 33               | 48                    | 18          | 5        | 1        | 28              | 0     | 0                 | 5             | 93           | 2         | 0     | 72               | 5         | 12           | 1             | 0     |
| <b>United Paving Co.</b> - Corona, CA           | 18               | 30                    | 20          | 9        | 0        | 30              | 11    | 0                 | 20            | 80           | 0         | 0     | 70               | 5         | 25           | 0             | 0     |
| <b>Valley Blacktopping, Inc.</b> - Eagan, MN    | 42               | 95                    | 0           | 0        | 0        | 0               | 5     | 0                 | 0             | 70           | 25        | 5     | 5                | 5         | 65           | 20            | 5     |
| <b>West Coast Paving, Inc.</b> - Reno, NV       | 15               | 61                    | 3           | 1        | 0        | 30              | 5     | 0                 | 30            | 69           | 1         | 0     | 69               | 30        | 0            | 1             | 0     |
| <b>Yeager Asphalt</b> - Carrollton, MI          | 40               | 82                    | 15          | 2        | 0        | 1               | 0     | 0                 | 5             | 30           | 65        | 0     | 22               | 3         | 20           | 55            | 0     |

# 2018 Sealcoating 75

Sponsored by



List demonstrates diversity of work among contractors who sealcoat

**SEALCOATING-ONLY SALES** for the 2018 Sealcoating 75 totaled \$171,183,959 – continuing a downward trend from a peak of \$249 million in 2015 and just over \$201 million in 2016. (In 2017 the Sealcoating Top Contractor list contained only 50 companies so the sales figures really aren't comparable.)

However, total sales for all the work the 2018 Sealcoating 75 totaled \$1,249,301,245 – almost reaching the \$1.299 billion of 2016 (compared to \$1.531 billion in 2015, which was a more than 50% jump from \$1.058 billion in 2014).

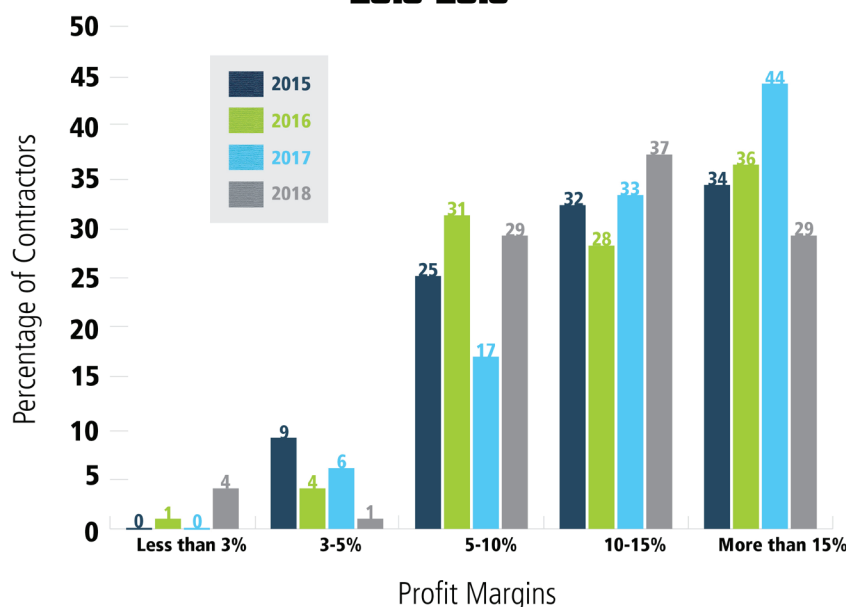
Sealcoating-only sales trailed all other industry segments, with paving-only sales surpassing \$633 million, pavement repair-only sales coming in second at more than \$265 million, and striping-only sales topping \$143 million.

Sealcoating-only sales represent 14% of total Sealcoating 75 list sales, up slightly from 13% in 2017 (50 companies) but down still from 15% in 2016. The remaining sales represent a broad mix of pavement maintenance-related work, including:

- 63 companies perform paving work (84%)
- 65 companies perform striping work (87%)
- 65 companies perform pavement repair work (87%)

As in the past, the sealcoating list results demonstrate the diversity within the

## Sealcoating Profit Margins 2015-2018



industry – in fact, none of the 75 companies on the list performs only sealcoating and only six of the companies generate 75% or more of sales from sealcoating.

### Profit Margins

Last year profit margins of the list tipped toward the high end – most likely because cutting the list back to 50 companies removed contractors with less sales volume.

This year 4% of contractors on the list

report margins of less than 3%; 1% report margins between 3-5%; 29% report margins of 5-10%; 37% report margins of 10-15%; and 29% report margins of greater than 15%. As the chart on this page shows, fewer contractors are earning the high-end margins while both the middle ranges increased.

Despite this shift downward from the highest margin levels, 65% of Sealcoating 75 contractors reported margins of 10% or

more, equaling the percentage in 2016 – the last time the list contained 75 companies.

### Where Sealcoaters Work

Not surprisingly, the Sealcoating 75 emphasize off-road work, with 9% reporting 100% of sales from parking lots, another 25% reporting 90% or more of sales from parking lots, and 63% reporting sales from sealcoating driveways. All of

the Sealcoating 75 indicated they generate sales from parking lot work. Still, 39% report sales from work on streets and 13% report they work on highways.

### The Sealcoating 75's Customers

- 75 contractors work for commercial/industrial customers (100%)
- 65 contractors work for multi-family residential customers (87%)

- 46 contractors work for municipal clients (54%)
- 47 contractors work for single-family homeowners (63%)

PVM

Sponsored by



\* = 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 |
| A&A Paving - Roselle, IL                                      | 58               | 60                    | 9           | 1        | 0        | 20              | 10    | 0                 | 8             | 80           | 12        | 0     | 60               | 0         | 40           | 0             | 0     |
| ACE Asphalt - Phoenix, AZ                                     | 51               | 28                    | 23          | 5        | 0        | 16              | 28    | 0                 | 10            | 90           | 0         | 0     | 80               | 7         | 13           | 0             | 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     |
| Affordable Striping & Sealing - Las Vegas, NV                 | 11               | 0                     | 40          | 60       | 0        | 0               | 0     | 0                 | 40            | 60           | 0         | 0     | 25               | 5         | 40           | 0             | 30    |
| American Asphalt Repair & Resurfacing Co., Inc. - Hayward, CA | 35               | 30                    | 9           | 5        | 0        | 30              | 26    | 0                 | 45            | 44           | 1         | 10    | 42               | 30        | 19           | 2             | 7     |
| Anderson Striping & Construction, Inc. - Kingsburg, CA        | 30               | 12                    | 35          | 50       | 0        | 3               | 0     | 0                 | 10            | 90           | 0         | 0     | 55               | 25        | 15           | 5             | 0     |
| ASAP Asphalt Sealing And Paving Co. LLC - Meadow Lands, PA    | 13               | 40                    | 30          | 10       | 0        | 20              | 0     | 0                 | 0             | 90           | 10        | 0     | 70               | 0         | 20           | 10            | 0     |
| Asphalt Contractors, Inc. - Union Grove, WI                   | 39               | 53                    | 8           | 2        | 1        | 5               | 33    | 10                | 15            | 60           | 15        | 0     | 60               | 15        | 10           | 15            | 0     |
| Asphalt Maintenance Systems - South Beloit, IL                | 20               | 20                    | 30          | 45       | 0        | 5               | 0     | 0                 | 0             | 99           | 1         | 0     | 85               | 5         | 5            | 5             | 0     |
| Asphalt Solutions Inc. - youngstown, OH                       | 19               | 25                    | 45          | 25       | 0        | 5               | 0     | 0                 | 0             | 100          | 0         | 0     | 85               | 0         | 15           | 0             | 0     |
| Associated Paving Contractors - Warminster, PA                | 46               | 40                    | 5           | 5        | 0        | 50              | 0     | 0                 | 20            | 70           | 10        | 0     | 35               | 50        | 10           | 5             | 0     |
| Atlantic Southern Paving and Sealcoating - Sunrise, FL        | 26               | 37                    | 15          | 8        | 0        | 20              | 20    | 10                | 35            | 55           | 0         | 0     | 65               | 10        | 35           | 0             | 0     |
| B&G Sealcoating Ilc - Endicott, NY                            | 9                | 0                     | 75          | 20       | 5        | 0               | 0     | 0                 | 0             | 80           | 20        | 0     | 80               | 0         | 0            | 20            | 0     |
| Bel Rock Asphalt Paving Inc - Belvidere, IL                   | 13               | 75                    | 15          | 3        | 0        | 7               | 0     | 0                 | 5             | 80           | 15        | 0     | 80               | 0         | 10           | 10            | 0     |
| Birmingham Sealcoat - Oxford, MI                              | 35               | 18                    | 16          | 5        | 0        | 16              | 45    | 0                 | 0             | 30           | 30        | 40    | 30               | 0         | 40           | 30            | 0     |
| Black Diamond Paving and Concrete - Hayward, CA               | 23               | 50                    | 12          | 0        | 0        | 0               | 38    | 0                 | 30            | 40           | 0         | 30    | 60               | 0         | 40           | 0             | 0     |
| Brahney Paving / www.fixasphalt.com - Mullica Hill, NJ        | 17               | 65                    | 20          | 5        | 0        | 10              | 0     | 0                 | 0             | 98           | 2         | 0     | 80               | 0         | 18           | 2             | 0     |
| Brothers Paving & Concrete - Manassas, VA                     | 20               | 50                    | 28          | 2        | 0        | 0               | 20    | 0                 | 32            | 68           | 0         | 0     | 45               | 0         | 55           | 0             | 0     |
| Brown Brothers Asphalt & Concrete - Centennial, CO            | 24               | 47                    | 5           | 2        | 2        | 7               | 37    | 0                 | 0             | 90           | 0         | 10    | 70               | 0         | 30           | 0             | 0     |
| C&K ECP - Maiden, NC  | 22               | 5                     | 75          | 10       | 0        | 10              | 0     | 0                 | 0             | 80           | 20        | 0     | 50               | 0         | 20           | 30            | 0     |
| C&R Asphalt - Lexington, KY                                   | 25               | 67                    | 16          | 4        | 0        | 2               | 11    | 0                 | 5             | 82           | 3         | 5     | 51               | 0         | 11           | 3             | 5     |
| Caldwell Paving - Charleston, TN                              | *                | 80                    | 20          | 0        | 0        | 0               | 0     | 0                 | 20            | 70           | 10        | 0     | 80               | 10        | 0            | 10            | 0     |
| California Pavement Maintenance Co. - Sacramento, CA          | 39               | 34                    | 10          | 3        | 0        | 0               | 53    | 0                 | 60            | 40           | 0         | 0     | 59               | 34        | 7            | 0             | 0     |

\* = 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 |
| Central Paving, LLC - Ellensburg, WA                                   | 4                | 53                    | 16          | 6        | 0        | 25              | 0     | 0                 | 20            | 60           | 20        | 0     | 50               | 20        | 15           | 15            | 0     |
| Cincinnati Asphalt Co. - Cincinnati, OH                                | 7                | 75                    | 10          | 3        | 0        | 12              | 0     | 0                 | 5             | 90           | 5         | 0     | 85               | 5         | 5            | 5             | 0     |
| Collegiate Sealers & Paving - Chantilly, VA                            | 30               | 47                    | 20          | 1        | 0        | 0               | 2     | 0                 | 0             | 8            | 92        | 0     | 3                | 0         | 5            | 92            | 0     |
| Concept Paving Solutions, Inc - Orange, CA                             | 7                | 40                    | 25          | 5        | 0        | 10              | 20    | 0                 | 5             | 85           | 5         | 5     | 73               | 2         | 20           | 0             | 5     |
| Constantine Sealing Service - Glastonbury, CT                          | 38               | 0                     | 22          | 24       | 0        | 54              | 0     | 0                 | 26            | 43           | 31        | 0     | 36               | 8         | 38           | 18            | 0     |
| D & G Sealcoating and Striping, Inc. - Fort Myers, FL                  | 18               | 26                    | 46          | 9        | 0        | 10              | 9     | 0                 | 41            | 59           | 0         | 0     | 20               | 0         | 80           | 0             | 0     |
| Daniel B. Krieg, Inc. - Harrisburg, PA                                 | 85               | 50                    | 20          | 5        | 0        | 5               | 20    | 40                | 20            | 20           | 20        | 0     | 35               | 58        | 4            | 3             | 0     |
| DH Striping Company - Oviedo, FL                                       | 30               | 0                     | 25          | 70       | 0        | 5               | 0     | 0                 | 20            | 80           | 0         | 0     | 80               | 10        | 10           | 0             | 0     |
| Diamond Constructors, Inc. - Fayetteville, NC                          | 16               | 40                    | 20          | 20       | 0        | 20              | 0     | 0                 | 30            | 50           | 20        | 0     | 40               | 40        | 10           | 10            | 0     |
| Dominion Paving & Sealing - Purcellville, VA                           | 35               | 52                    | 7           | 6        | 0        | 22              | 13    | 0                 | 30            | 70           | 0         | 0     | 28               | 7         | 65           | 0             | 0     |
| Ellsworth Construction LLC - Tulsa, OK                                 | 45               | 15                    | 1           | 0        | 0        | 10              | 74    | 0                 | 65            | 15           | 0         | 10    | 52               | 38        | 10           | 0             | 0     |
| Erickson Asphalt Services - Princeton, MN                              | 28               | 75                    | 15          | 0        | 0        | 10              | 0     | 0                 | 0             | 25           | 75        | 0     | 15               | 0         | 15           | 70            | 0     |
| Exterior Maintenance Service, LLC - Nashville, TN                      | 15               | 0                     | 41          | 7        | 0        | 47              | 5     | 0                 | 0             | 100          | 0         | 0     | 100              | 0         | 0            | 0             | 0     |
| Finley Asphalt & Concrete Co. - Bristow, VA                            | 53               | 41                    | 4           | 2        | 1        | 42              | 10    | 3                 | 25            | 70           | 0         | 2     | 31               | 37        | 30           | 0             | 2     |
| G&M New England - Sherborn, MA   | 25               | 10                    | 60          | 10       | 0        | 20              | 0     | 0                 | 0             | 90           | 10        | 0     | 90               | 0         | 0            | 10            | 0     |
| Harding Group - Indianapolis, IN                                       | 58               | 36                    | 6           | 3        | 0        | 5               | 50    | 0                 | 6             | 93           | 1         | 0     | 72               | 5         | 22           | 1             | 0     |
| Hardrives inc - Billings, MT   | 29               | 25                    | 35          | 10       | 0        | 20              | 0     | 35                | 35            | 20           | 10        | 0     | 35               | 35        | 25           | 5             | 0     |
| J. Worden & Sons Paving - Chester, VA                                  | *                | 55                    | 20          | 10       | 0        | 15              | 0     | 0                 | 0             | 90           | 10        | 0     | 85               | 0         | 0            | 15            | 0     |
| 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     |
| Lakeside Paving and Sealing Inc - Carnelian Bay, CA                    | 18               | 79                    | 21          | 0        | 0        | 0               | 0     | 0                 | 0             | 5            | 95        | 0     | 5                | 10        | 20           | 65            | 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&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     |
| Manel Sealers INC - Rochester, NY                                      | 15               | 40                    | 50          | 0        | 0        | 10              | 0     | 0                 | 0             | 60           | 40        | 0     | 50               | 0         | 35           | 25            | 0     |
| Maul Paving - Plainfield, IL   | 18               | 45                    | 16          | 3        | 0        | 22              | 14    | 0                 | 5             | 94           | 1         | 0     | 79               | 10        | 10           | 1             | 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     |
| 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     |



Sponsored by



Delivering Confidence Through Innovation, Quality and Value Since 1976

\* = 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 |
| Pro-Seal Services, Inc. - Powhatan, VA           | 20               | 53                    | 32          | 3        | 0        | 9               | 3     | 0                 | 15            | 45           | 40        | 0     | 47               | 0         | 12           | 41            | 0     |
| Rabine Group - Schaumburg, IL                    | 37               | 75                    | 10          | 1        | 0        | 13              | 0     | 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     |
| Richland Sealcoating Co. - Mansfield, OH         | 46               | 0                     | 85          | 7        | 0        | 7               | 1     | 0                 | 1             | 92           | 6         | 1     | 76               | 4         | 14           | 6             | 0     |
| Rose Paving LLC - Bridgeview, IL                 | 44               | 57                    | 10          | 10       | 0        | 19              | 4     | 0                 | 0             | 100          | 0         | 0     | 68               | 0         | 7            | 0             | 25    |
| Seal-O-Matic Pavement Solutions - OLATHE, KS     | 5                | 12                    | 32          | 0        | 0        | 38              | 18    | 0                 | 0             | 95           | 2         | 3     | 80               | 4         | 16           | 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     |
| 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     |
| T&C Sealcoating - Hillsborough, NJ               | 13               | 0                     | 91          | 5        | 0        | 4               | 0     | 0                 | 0             | 29           | 71        | 0     | 20               | 0         | 9            | 71            | 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. Asphalt Maintenance, LLC - Chesterfield, VA | 34               | 0                     | 90          | 10       | 0        | 0               | 0     | 0                 | 0             | 100          | 0         | 0     | 75               | 0         | 25           | 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     |

# The 2018 Striping 75

The most stable list continues its steady growth

**FOR TWO YEARS' RUNNING** we've made the case that the Striping Top Contractor list shows the steadiest growth and the most stability.

Make that three years' running.

Total striping-only sales for the 2018 Striping 75 was \$143,689,274 -- the highest striping-only sales since we started tracking in 2013. Interestingly, last year, when we cut the list to 50 companies, the 2017 Striping 50 totaled just over \$139 million in striping-only sales, which was up from just over \$133 million in 2016, \$112 million in 2015 and \$92 million in 2014.

Pretty steady growth among the striping-only segment of the industry.

As additional evidence, consider the total sales for all work done by the contractors making up the Striping 75:

- \$1,248,227,373 for 2018
- \$926 million in 2017 (50 companies)
- \$1.177 billion in 2016
- \$1.5 billion 2015
- \$1 billion in 2014

Why so stable? It's possible that the striping industry was not hit as hard by the Great Recession -- so it didn't experience the decline felt by the other industry segments -- nor did it experience the sharp resurgence of those segments because there was little pent-up demand. As a result the industry did not see the huge leaps in sales that, for example, the paving and sealcoating segments displayed.

2018 striping-only sales represent 12% of total list sales, up from 11% last year, 7% in 2015 and from 9% in 2014 (down from 15%

last year with 50 companies).

Average striping-only sales was \$1.906 million -- up from \$1.774 million in 2016, from \$1.492 million in 2015 and from \$1.297 million in 2014.

Other revenue was generated as follows:

- 56 companies pave (75%)
- 67 companies sealcoat (89%)
- 63 companies repair pavement (84%)

## Profit Margin Shift

As we've seen this year with other Top Contractor lists, profit margins for the Striping 75 have shifted from the highest end to the middle ranges.

Those reporting margins greater than 15% declined to 34% from 48% last year (50 companies), and from 39% in 2016. But those highest-end numbers are up from 31%