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\* = 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%

in 2015, and from 30% in 2014. Companies earning 10-15% profit rose to 32% this year (from 25% in 2017 and from 28% in 2016). The percentage of contractors earning more than 10% profit was 66%, down from 73% in 2017 and from 67% in 2016 but up from 64% in 2015.

The percentage of contractors earning 5% or less rose slightly to 6%, up from 4% last year but a significant improvement over the 10% figure reported in 2015.

## Where Stripers Work

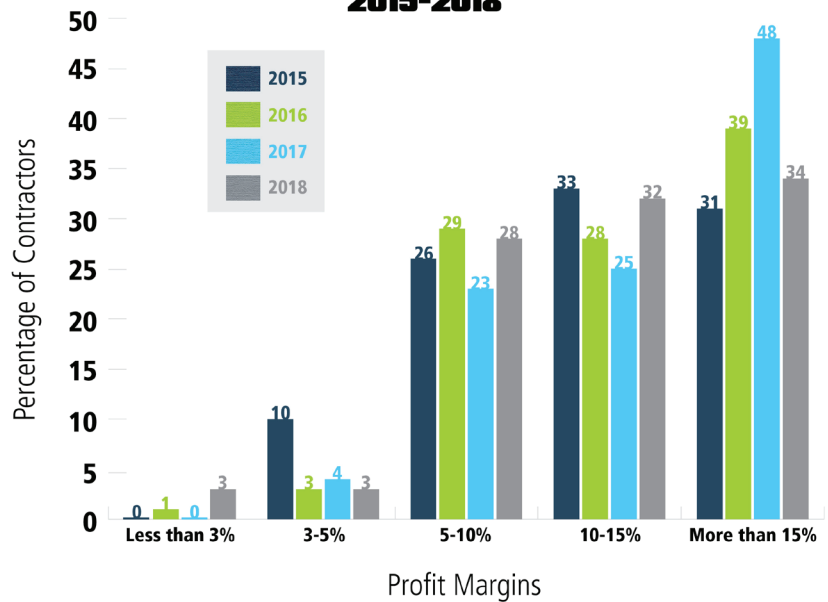
All Striping 75 companies generate sales from parking lot work, with 9 companies reporting 100% of sales from parking lots and another 20 companies reporting 90% or more from parking lots. Work on roads and streets generates sales for 52 companies; 16 companies indicated they work on highways.

## The Striping 75's Customers

- 74 contractors work for commercial/industrial customers (98%)
- 62 contractors work for multi-family residential customers (83%)
- 44 contractors work for municipal clients (59%)
- 36 contractors work for single-family homeowners (48%) **PVM**

# Striping Profit Margins

2015-2018



\* = 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
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
Accurate Pavement Striping, LLC - Pflugerville, TX	7	0	0	65	0	0	35	0	15	85	0	0	85	15	0	0	0
ACE Asphalt - Phoenix, AZ	51	28	23	5	0	16	28	0	10	90	0	0	80	7	13	0	0
Affordable Striping & Sealing - Las Vegas, NV	11	0	40	60	0	0	0	0	40	60	0	0	25	5	40	0	30
All Stripe And Powerwash - Grapevine, TX	4	0	0	100	0	0	0	5	5	90	0	0	80	10	10	0	0
Allied Construction Co., Inc - Clarkston, MI	46	93	1	1	0	5	0	0	25	67	8	0	58	16	20	4	2
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 Restoration Technology Systems, Inc. - Orlando, FL	11	0	5	5	0	28	67	0	60	40	0	0	40	0	60	0	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
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

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<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>Brothers Paving &amp; Concrete</b> - Manassas, VA	20	50	28	2	0	0	20	0	32	68	0	0	45	0	55	0	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>California Pavement Maintenance Co.</b> - Sacramento, CA	39	34	10	3	0	0	53	0	60	40	0	0	59	34	7	0	0
<b>Cantel Sweeping</b> - Gresham, OR	24	0	0	8	87	0	5	0	0	100	0	0	90	6	4	0	0
<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	20	40	20	20	20	0	35	58	4	3	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>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	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>JMP Excelsior Services LLC</b> - Oakland, NJ	20	0	0	95	0	0	5	0	2	98	0	0	98	2	0	0	0
<b>Joseph McCormick Construction Company, Inc.</b> - Erie, PA	115	70	5	3	2	10	10	30	50	20	0	0	30	60	10	0	0
<b>K.A.I. Total Pavement Management</b> - Bucyrus, KS	16	33	4	2	0	29	32	0	1	93	1	5	96	1	2	1	0
<b>Line Design Solutions</b> - Lighthouse Point, FL	3	0	0	100	0	0	0	0	30	70	0	0	50	15	35	0	0
<b>Luizzi Bros. Sealcoating &amp; Striping</b> - Albany, NY	13	46	23	7	0	8	16	0	0	50	50	0	30	10	10	50	0
<b>Lynne Services, Inc.</b> - St Augustine, FL	12	0	0	100	0	0	0	0	5	95	0	0	100	0	0	0	0
<b>M&amp;D Blacktop Co.</b> - Grove City, OH	54	30	25	20	0	25	0	0	0	80	2	18	50	35	13	2	0
<b>M&amp;M Asphalt Maintenance Inc., DBA All County Paving</b> - Delray Beach, FL	30	44	19	8	0	24	5	5	57	35	3	0	31	24	26	0	19
<b>Magic Seal LLC</b> - Hilton, NY	29	50	30	10	0	10	0	0	5	45	50	0	40	5	0	55	0
<b>Maul Paving</b> - Plainfield, IL	18	45	16	3	0	22	14	0	5	94	1	0	79	10	10	1	0

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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,