ENR THE TOP 600

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NUMBER 6

AIMING FOR THE STARS Safway Group erected the complex scaffolding that allowed the construction of the 105-ft atrium, which points to the North Star, for the new Air Force Academy Center for Character and Leadership Development.

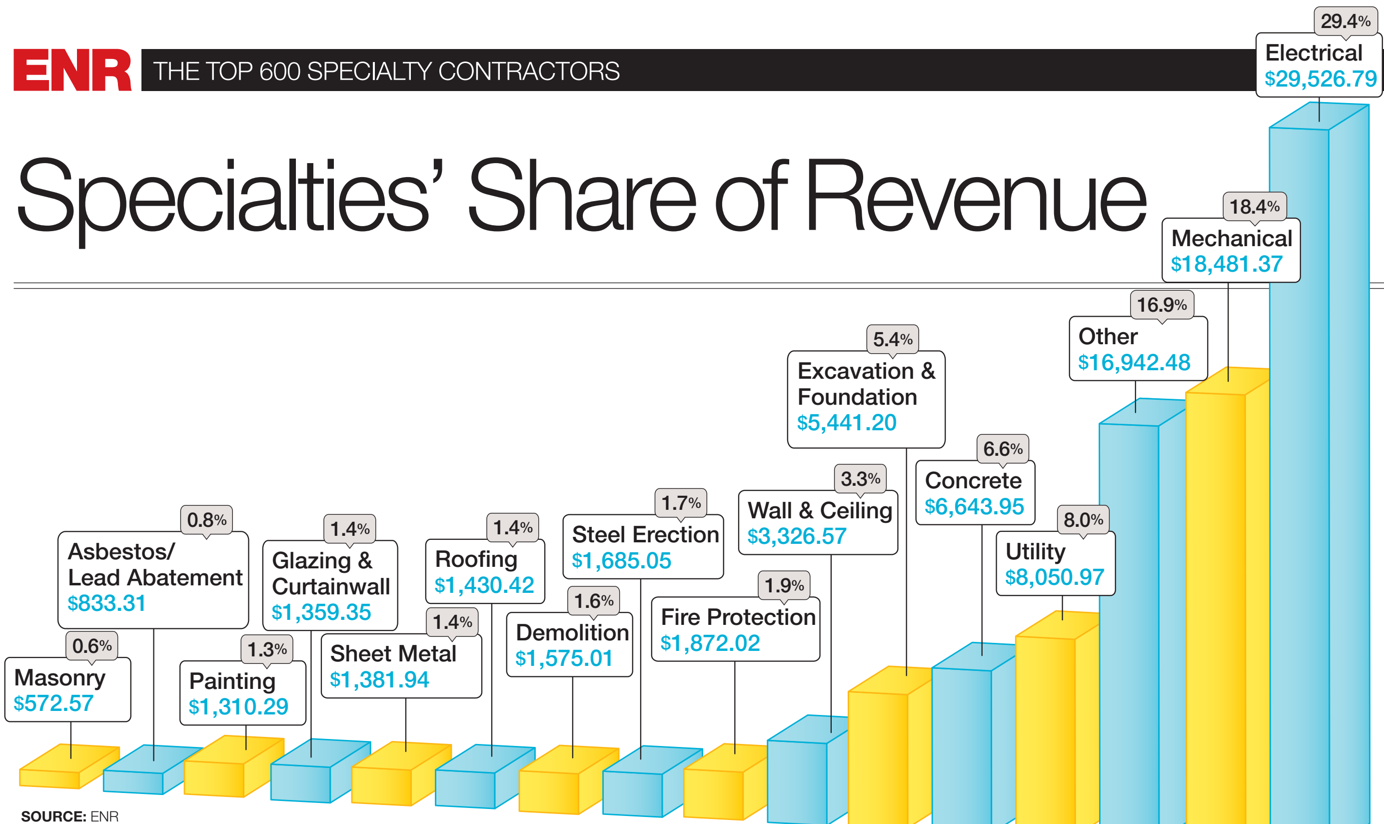
PHOTO COURTESY OF SAFWAY GROUP HOLDING

Markets, Trends Looking Up

Markets are growing, margins are up, and specialty contractors increasingly are being acknowledged as partners on projects

By Gary J. Tulacz

Specialties’ Share of Revenue



SOURCE: ENR

SOURCE: ENR

The construction market has been growing steadily for the past six years, and, for large specialty contractors, things are looking up. But there are some clouds on the horizon, such as staff shortages in the field and in management and uncertainties about the upcoming presidential election. However, right now, specialty contractors have a lot to be pleased about.

The state of the market can be seen in the results of this year’s ENR Top 600 Specialty Contractors list. As a group, the Top 600’s revenue topped the $100 billion mark for the first time. The Top 600 cleared revenue of $100.43 billion, up 7.8%, in 2015 from $93.20 billion in 2014. Further, many Top 600 leaders believe the recovery still has steam in it.

Most firms are continuing the success of 2015 into 2016. “I expect the market to grow 5% to 6% this year and perhaps a little less in 2017,” says Anthony Guzzi, CEO of EMCOR Group. But he says that, despite a six-year recovery, “we are still not to where we were in 2007-08.”

Guzzi says the slow-but-steady recovery has kept the market from overheating. “Unless there is a major macro event, any future downturn in this market should be a soft one,” he says.

Many specialty contractors agree with Guzzi’s assessment. A gradual increase in the market is helping contractors without posing the threat of overheating. “We aren’t seeing activity as robust as before the recession, but there is steady opportunity, which we prefer. Huge booms eventually lead to huge declines,” says Michael Cannon, CEO of KHS&S Contractors, East Coast.

“I expect the market to grow 5% to 6% this year and perhaps a little less in 2017. ... Unless there is a major macro event, any future downturn in this market should be a soft one.”

Anthony Guzzi, CEO, EMCOR Group

Company Moves

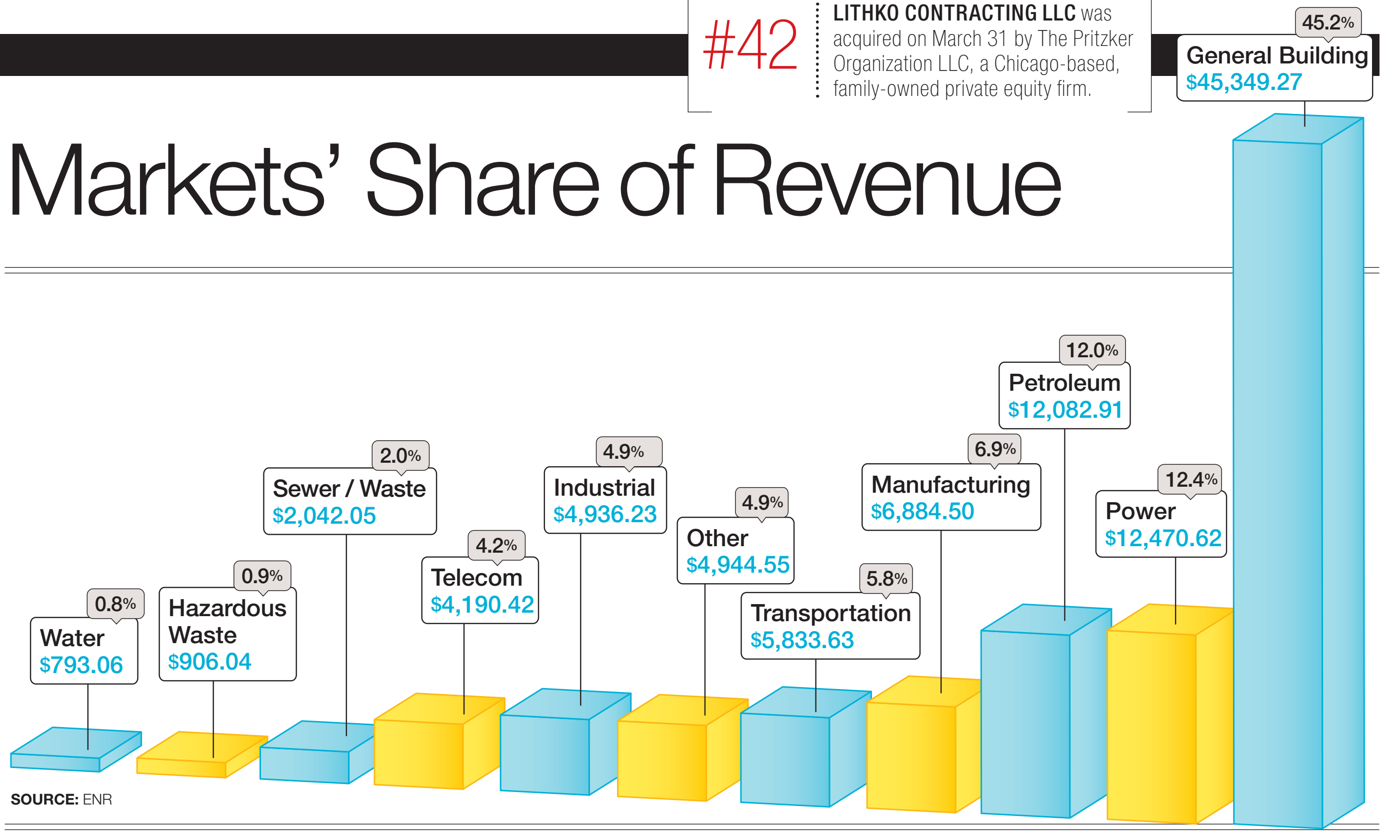
EMCOR, like many large specialty contractors, is not relying solely on the market to boost revenue. On April 15, the company announced that it had completed the acquisition of Ardent Services LLC and Rabalais Instrument and Electrical Constructors. “These acquisitions expose us more to the upstream and midstream oil-and-gas markets,” says Guzzi. He notes that those markets currently are facing challenges, but he says the acquisitions are a good investment for when the petroleum market turns around.

Safway is another firm that has been on the acquisition trail. Acquiring Mobley in 2015, Safway integrated it into a unified brand, MobleySafway Solutions LLC. The acquisition “has allowed us to deliver the deepest bench in multiservices at the lowest cost throughout the Gulf region and beyond,” says Bill Hayes, Safway Group CEO.

Safway also acquired American Platform & Scaffolding, based in Linthicum Heights, Md., effective Aug. 3, and Dalco Services Inc., based in

#42 **LITHKO CONTRACTING LLC** was acquired on March 31 by The Pritzker Organization LLC, a Chicago-based, family-owned private equity firm.

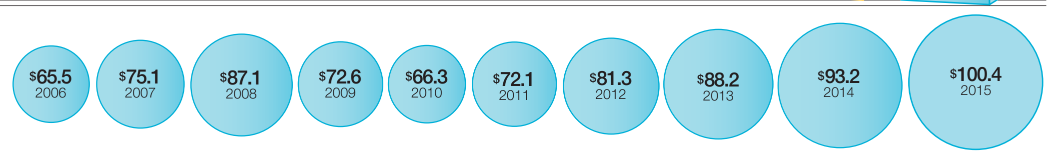
Markets' Share of Revenue



SOURCE: ENR

Comparing the Past Decade's Specialty-Contractor Revenue

Measured in $ billions **Source:** ENR



Red Deer, Alberta, effective Aug. 24.

Another firm that made a major move this year is Limbach Facility Services. In July, Limbach went public after being owned by equity investors for the past few years. "Going public gives us the resources to grow not just organically but through acquisition," says Charlie Bacon, Limbach's president.

Bacon says the firm is looking not only to expand in its traditional mechanical contracting work but also is seeking acquisitions of electrical contracting capacity. He notes that Limbach already has an in-house team of mechanical-electrical-plumbing (MEP) engineers. "With the growth in design-build and design-assist work and owners' increasing interest in one-stop shopping for building services work, it makes sense for us to expand into electrical as well as mechanical work," he says. "We are seeing the rise of the super sub."

Election Fever

Many firms complain that there is some uncertainty in the market in the run-up to the 2016 presidential election in November. But Guzzi says the regulatory uncertainty that stalls projects is not so much from who may be elected as from the origin of the regulations. "Uncertainty is never good for owners, but when the policy changes are rooted in executive orders, rather than legislation, that raises the level of uncertainty," Guzzi says. Owners have time to prepare for the consequences of a new law, but not so much with an executive order, he says.

But state and local elections may have a more immediate impact on specialty contractors. "Given all the sound and fury about the 2016 presidential election, Americans could be forgiven for not realizing that there are state and local elections and ballot issues that will have a direct and, perhaps, more immediate impact on their lives," says E. Colette Nelson, chief advocacy officer for the American Subcontractors Association, Alexandria, Va.

Nelson points out that many regulations that impact construction subcontractors originate at state and local levels, such as licensing, registration, permitting, building codes and employee relations, as well as subcontractor-specific issues such as bidding procedures, mechanics liens, payment timing, retainage and risk allocation.

There are many issues facing subcontractors that are only now beginning to be addressed on a local level. "We are getting a lot of reports of payments being slow, but, surprisingly, many are from the owner side," Nelson says. The biggest issue is getting paid for change orders. She says owner demands for changes during construction, without resolving

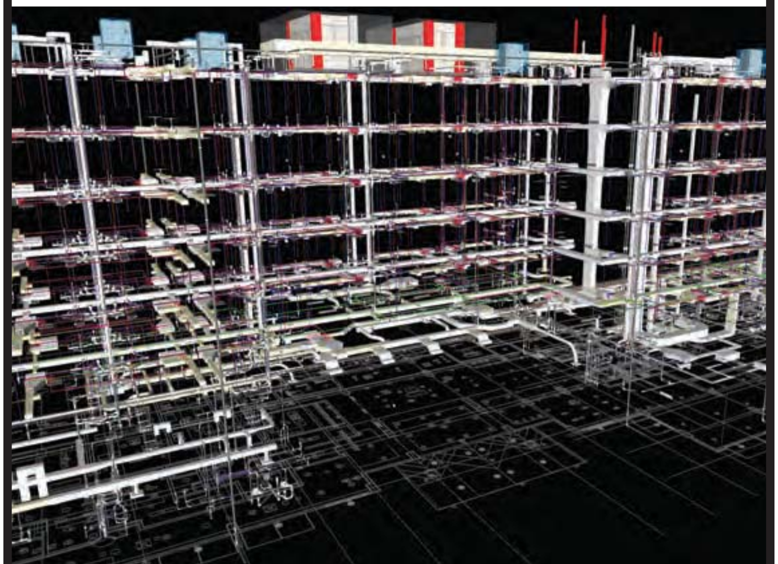
503
Firms on the list that sent in a survey in 2015

70.2%
Firms that increased revenue in 2015 from 2014

29.4%
Firms that had lower revenue in 2015 from 2014

Technology

Dorvin D. Leis Scopes It Out



Dorvin D. Leis Co. **(No. 159)** used BIM to map out the entire plan scope to a level of development specification of 450 on a seven-story, 160-unit hotel project, allowing it to prefabricate the entire plumbing system off site.

payment for the changes until after the change orders are executed, robs general contractors and subcontractors of needed leverage to get payment for the changes.

"I don't know whether this is the result of inadequate design, management problems with owners or a calculated move to pressure contractors," says Nelson. She notes that ASA is pushing for legislation to deal with this issue. "In 2016, we got laws passed in California, Maryland and the District of Columbia to require prompt payment for change orders."

ASA also is looking at federal procurement regs to improve timely payments for change orders. ASA recently conducted a survey on the impact of change orders on federal subcontractors. It found that over 81% of subcontractors on federal projects had to wait more than 90 days for payment for added work from change orders. Further, almost 23% said they actually lost money as the result of change orders.

Another area of local legislation is greater transparency on payment issues for public projects. "The city of San Antonio now has a website that shows every disbursement by the city to all contractors, not just in the construction industry," Nelson says. Now, every sub working on city projects knows exactly when the GC has been paid and can request payment immediately. The District of Columbia's new payment law has a similar transparency requirement, but there still needs to be implementing regulations and a website to give it effect, Nelson says.

"Americans can be forgiven for not realizing that there are state and local elections and ballot issues that will have a direct and, perhaps, more immediate impact on their lives."

E. Colette Nelson, Chief Advocacy Officer, American Subcontractors Association

Margin Call

Considering that it is an active market, some firms are wondering why margins are not rising faster. "We are concerned that, despite the large amount of work, margins remain low, given the growing risk profile. Working with trusted suppliers and clients helps us balance that risk," says Jeff Heymann, director of sales and marketing for Benson Industries.

However, many specialty contractors say margins are back to reasonable levels now that work is plentiful. "Currently, it is a seller's market for subcontractors, and this is rare. Due to the amount of work that is out there, capacity is constrained," says Rob Strobel, CEO of Lithko Contracting. "Margins are improving as owners are looking for more quality and collaboration from their construction teams, rather than just focusing on price," adds Ted Lynch, CEO of Southland Industries.

The aging of contractor owners is another factor affecting competition and margins. There are thousands of owner-operators in the construction industry who, approaching retirement age, are not as interested in vigorously competing for work as much as setting their firms up for sale. "Due to this, many of our competitors are not interested in growing but interested in harvesting equity and succession planning," says Strobel.

Many firms are sticking to what they know best to ensure they maintain profitability. "In growth markets, it is easy to outrun your resources," says Ken Harbour, CFO of Cleveland Group Inc. He says Cleveland uses a managed growth approach, focusing on good customers and "making sure we have the resources to remain viable."

Another firm that is not jumping on the new construction bandwagon is CentiMark Corp. "Many contractors have shifted their focus from retrofit to new construction. CentiMark's forte is and will continue to be reroofing and related services such as leak repair, preventative maintenance and emergency weather services," says Timothy M. Dunlap, president.

Risk-shifting continues to be an issue among specialty contractors. "We have had to spend considerably more time reviewing and negotiating the terms and conditions of contracts to protect ourselves against that risk than we did a few years ago," says Stephen Leis, president of Dorvin D. Leis Co.

Many GCs still are asking subcontractors to bid on documents, plans and specifications that are incom-

PHOTO COUTESY OF DORVIN D. LEIS CO.

#70 **POWER DESIGN INC.** created a best-practices app that provides all staff access to the firm's preferred materials and installation methods.

Staff Shortages

Rosendin on a Youth Kick

PHOTO COURTESY OF ROSENDIN ELECTRIC

One of the biggest problems faced by specialty contractors is recruiting new people in the industry to address shortages in staff and the trades. "The industry has been strategizing for years on ways we can attract the younger generations to construction and has employed many well-thought-out initiatives to help in this regard," Jim Hawk, executive vice president of Rosendin Electric **(No. 11)**. "Now, the industry is booming, and we see shortages in many important positions: electricians, supervisors, project managers, field engineers, etc."

Rosendin is one of many firms that are working hard to attract young people into the industry. Summer internships are being used by many specialty contractors to help students understand the nature of contracting and show them the value of a career in construction. "We brought in 22 interns [see photo, above] into our corporate office in San Jose for eight weeks this summer, the most we have ever employed," says Salina Brown, Rosendin's marketing and communications manager.

But a more interesting Rosendin program is happening in Arizona. "The Arizona Dept. of Education is moving forward with its STEM [science, technology, engineering and mathematics] program to ensure student have quality jobs and stay in Arizona," Brown says. So, Rosendin is partnering with Aspen Technologies LLC, a Tempe-based low-voltage contractor and frequent joint-venture partner, to introduce high school students not just to career opportunities in the construction engineering field but also in the trades.

"We hosted a STEM day at Rosendin in May where we brought in students from Desert Hills [Gilbert, Ariz.] High School to show them what we do," says Kirk Busch, director of corporate development at Aspen Technologies. He says STEM programs generally try to steer students into college programs in the engineering and technology fields. "We are exposing them to work in the trades," he notes.

Busch says this program follows the lead of such state programs and Go Build Alabama, which exposes student to the opportunities of working in the construction trades. "Not all students are cut out for college. Here, we show them that working in the trades features the high-tech skills, such as BIM and design, they have been learning about. It's not just a blue-collar job. It can be a career," Busch says. Rosendin plans to expand these STEM student visits to a monthly event. ■

plete and nebulous, exposing the subs to unknown risk. Only a "minority of the GCs that we work with understand the value and importance of having a subcontractor that has the right information in order to properly execute the work," says James A. Graham, executive vice president of Winter Environmental.

Partnering Early On

The growing use and flexibility of platforms for building information modeling are changing specialty contractors' roles in the construction process. It also is forcing them to adapt to BIM platforms. "Design-assist is taking off," says Bacon. "The real value we can contribute is in the engineering phase." He says about 65% of Limbach's work now is in teams where it is invited early to assist in the design process.

The increasing use of design-assist and early entry of contractors in the construction process is being driven by owner demand for a more efficient, collaborative construction process. "Most owners of large projects are no longer accepting the project delivery process of the 1990s and early 2000s. They want collaborative teams that work from Day One to minimize waste and unpredictability," says Cannon of KHS&S.

This owner demand for a collaborative work atmosphere has required contractors to adapt to a BIM environment and forced software developers to meet this demand. "It is pretty clear that owners have been the driving force behind the development of BIM and project collaboration, forcing firms and software companies to adapt," says Lynch.

The increasing reliance on specialty contractors to contribute early in the construction process has many firms beefing up their in-house design capabilities. For example, Southland Industries has its own engineering staff. "The ability to do MEP engineering in-house allows us to get involved earlier in the process," says Lynch. He says it is logical to bring in the mechanical and electrical contractors early in the process to get the best results. But unlike Limbach, Lynch says Southland is not looking to expand into electrical contracting. "We have enough good partners among the electrical contracting community, so we are not looking to get into the electrical side," Lynch says.

E-J Electric Installation also has developed a substantial engineering group. "Our biggest advantage is that we have over 30 engineers on staff that we can bring in early to assist in designing the project," says J. Robert Mann, chairman. He notes that E-J is one of seven subcontractors, along with GC Turner Construction and the architect and lead engineer, which signed an integrated project delivery contract

#102 **J.C. CANNISTRARO LLC** signed a 50-year ground lease on Boston's waterfront to consolidate its prefabrication and assembly plants.

on the ongoing capital program at Mount Sinai St. Luke's Hospital. "It's the first true [integrated project delivery] contract in New York City, and it is going great," Mann says.

Several large specialty contractors are especially enthusiastic about in integrated project delivery (IPD). "We are seeing greater levels of collaboration and less risk in true IPD projects," says Lynch. He says some owners try to emulate the benefits of IPD without the risk-reward provisions in the contract. "There is a big difference between true IPD projects and 'IPD-ish' projects. I don't think owners get the full benefits without a true IPD contract," he says.

BIM also is facilitating the use of prefabrication. "Being able to effectively build an entire project in 3D and 4D special design, compare installation details with other skilled trades on the job, then send your design to your fabrication shop for precise modular fabrication is changing the way projects get built," says Harbour of Cleveland Group. He says such jobs are done faster and, in the end, less costly than traditional plan-and-spec work.

Many specialty contractors have been using prefabrication for years, but the more effective and widespread use of BIM has accelerated this trend. "Though we've be prefabricating piping assemblies for many years, we're now working together more, co-locating and building complex building systems differently," says John Cannistraro, president of J.C. Cannistraro LLC. For example, on one IPD project, the firm prefabricated, pre-assembled and tested hospital headwall assemblies in tandem with the electrical contractor right from within Cannistraro's shop, he says.

"Margins are improving as owners are looking for more quality and collaboration from their construction teams, rather than just focusing on price."

Ted Lynch, CEO, Southland Industries

Youth Movement

The overriding concern among Top 600 firms is the looming shortage of people in staff and trade positions. As part of the Top 600 survey, ENR for many years has been asking participants whether they have experienced shortages in the trades. This year, 60.6% of survey participants said they had experienced shortages, up from 57.4% last year and only 26.7% in 2012. These numbers will only increase if the current level of work available continues.

Further, increasing shortages are being found across the trades. Thirty-seven firms saw shortages

THE TOP 50 FIRMS IN ELECTRICAL

RANK 2016	RANK 2015	FIRM	($ MIL.) 2015 REV.	% CHANGE '14-'15
1	1	QUANTA SERVICES INC.	4,937.2	-7
2	2	EMCOR GROUP INC.	1,370.9	-43
3	3	ROSENDIN ELECTRIC	1,088.9	+6
4	4	MYR GROUP INC.	1,061.7	+12
5	6	CUPERTINO ELECTRIC INC.	763.2	-1
6	5	MMR GROUP INC.	705.0	-14
7	7	M.C. DEAN INC.	626.8	+1
8	10	FIVE STAR ELECTRIC CORP.	551.4	+1
9	11	BERGELECTRIC CORP.	507.6	+3
10	8	MASTEC INC.	505.0	-16
11	15	HELIX ELECTRIC INC.	447.0	+18
12	12	THE NEWTRON GROUP	440.0	+1
13	13	ALDRIDGE ELECTRIC INC.	427.0	+6
14	21	CONTI CORP.	426.5	+40
15	9	MDU CONSTRUCTION SERVICES GROUP INC.	426.2	-28
16	16	FAITH TECHNOLOGIES INC.	425.9	+13
17	19	MORROW-MEADOWS CORP.	381.5	+17
18	23	HUNT ELECTRIC CORP.	357.3	+21
19	20	REDWOOD ELECTRIC GROUP	350.0	+9
20	31	CACHE VALLEY ELECTRIC. CO.	341.5	+42
21	**	ISC CONSTRUCTORS LLC	329.0	NA
22	17	E-J ELECTRIC INSTALLATION CO.	313.0	-6
23	24	WAYNE J. GRIFFIN ELECTRIC INC.	303.8	+4
24	27	PARSONS ELECTRIC	272.9	+7
25	30	NEW RIVER ELECTRICAL CORP.	271.8	+12
26	32	POWER DESIGN INC.	266.0	+12
27	26	MOTOR CITY ELECTRIC CO.	265.6	+2
28	35	SPRIG ELECTRIC	261.4	+28
29	34	MILLER ELECTRIC CO.	260.6	+21
30	33	DAVIS H. ELLIOT CO.	251.9	+9
31	18	FISK	238.5	-27
32	28	ARDENT SERVICES LLC	236.9	-7
33	39	INGLETT & STUBBS LLC	229.4	+41
34	29	HATZEL & BUEHLER INC.	223.0	-8
35	25	SACHS ELECTRIC CO.	222.0	-18
36	37	COCHRAN INC.	217.3	+17
37	36	WALKER ENGINEERING INC.	205.5	+2
38	49	CSI ELECTRICAL CONTRACTORS INC.	191.2	+42
39	**	LAKE ERIE ELECTRIC COS.	180.0	+60
40	38	GAYLOR ELECTRIC	172.5	+0
41	42	ROGERS ELECTRIC	166.3	+12
42	48	THE STATE GROUP INC.	166.2	+23
43	40	CLEVELAND ELECTRIC CO.	159.2	+3
44	**	THE MORSE GROUP INC.	158.8	+35
45	**	EGAN CO.	157.1	+30
46	47	TRI-CITY ELECTRIC CO. OF IOWA	155.2	+12
47	**	GUARANTEE ELECTRICAL CO.	148.0	NA
48	45	TRI-CITY ELECTRICAL CONTRACTORS INC.	147.6	+3
49	**	ALTERMAN INC.	147.0	+74
50	**	PAYNECREST ELECTRIC INC.	143.0	+19

NA=NOT AVAILABLE. ** =NOT PREVIOUSLY RANKED.

of electricians in 2012; this year, 112 firms said electricians were in short supply. Over the past five years, the number of firms experiencing shortages of plumbers and pipefitters rose to 68 from 34, shortages in ironworkers rose to 41 from 19, carpenters to 59 from 17, equipment operators rose to 70 from 32, and laborers rose to 88 firms from 28.

This shortage has caused specialty contractors in a wide variety of trades to scramble to attract and retain people. "One economist, speaking to a group of construction professionals said it best. He said if someone is available, they are likely unhirable," says Steven Crawford, vice president of Superior Gunite. He is seeing shortages in both the trades and professional staff, and the firm is seeking people from other professions and then training them.

Large contractors say they have an advantage in recruiting and retaining people. Jeff Long, CEO of Penhall Co., says, "Penhall works as hard to win the war for talent as it does the scramble for jobs. Scale affords us a number of advantages. Penhall can run better training and safety programs. We can offer superior benefits. Our employees get exposed to the newest equipment and techniques in the most diverse range of applications."

"Design-assist is taking off. The real value we can contribute is in the engineering phase."

Charlie Bacon, CEO, Limbach Holdings

Many union specialty contractors say the unions are working hard to keep union-hall benches stocked. "We are seeing some shortage of electricians in specific geographic locations, but, in general, the International Brotherhood of Electrical Workers is doing a good job of recruiting and training electricians for the industry," says Clayton M. Scharff, CEO of Sachs Electric.

Staff shortages also are putting pressure on labor costs. "We do believe that there has been and will continue to be pressure on both labor and related burden rates," says Dunlap of CentiMark. The cost for quality workmanship and skilled roofing labor likely will continue to rise, and his firm is investing in production-related efficiencies to offset this increase in costs.

However, some union contractors say current collective bargaining agreements have provided some protection against anticipated skyrocketing labor costs. "Our labor cost will increase approximately 3% annually under the current five- to seven-

THE TOP 50 FIRMS IN MECHANICAL

RANK 2016	RANK 2015	FIRM	($ MIL.) 2015 REV.	% CHANGE '14-'15
1	1	EMCOR GROUP INC.	3,178.6	-12
2	2	COMFORT SYSTEMS USA	1,296.0	+12
3	3	ACCO ENGINEERED SYSTEMS	722.1	+
4	5	TDINDUSTRIES INC.	538.0	+24
5	6	MCKINSTRY	480.0	+14
6	**	API GROUP INC.	465.3	NA
7	4	SOUTHLAND INDUSTRIES	421.4	-19
8	20	HARRIS COS.	407.7	+75
9	13	TEAM INDUSTRIAL SERVICES	311.6	+12
10	19	CRITCHFIELD MECHANICAL INC.	307.0	+28
11	10	WDF INC.	300.3	-5
12	12	LIMBACH FACILITY SERVICES	298.2	+7
13	11	THE BRANDT COS.	276.6	-10
14	14	MCKENNEY'S INC.	268.5	-2
15	9	JH KELLY LLC	253.0	-29
16	17	MMC CONTRACTORS INC.	240.5	-7
17	21	MURPHY CO. MECH. CONTRACTORS & ENGINEERS	233.7	+7
18	41	AZCO INC.	232.6	+111
19	22	MURRAY CO.	232.2	+22
20	15	APOLLO MECHANICAL CONTRACTORS	232.0	-15
21	18	U.S. ENGINEERING CO.	220.0	-13
22	**	TOTAL FACILITY SOLUTIONS INC.	204.7	NA
23	23	JOHN E. GREEN CO.	189.0	+0
24	8	HARDER MECHANICAL CONTRACTORS INC.	180.0	-52
25	25	J.C. CANNISTRARO LLC	178.8	+15
26	**	RK MECHANICAL INC.	178.7	NA
27	28	E.M. DUGGAN INC.	175.7	+20
28	27	THE COASTAL GROUP	154.3	+5
29	49	KSW MECHANICAL	153.7	+65
30	**	MACDONALD MILLER FACILITY SOLUTIONS	153.0	NA
31	29	IVEY MECHANICAL CO.	152.3	+7
32	30	SAUER HOLDINGS INC.	151.2	+8
33	31	THE HILL GROUP	148.2	+7
34	24	MCCARL'S INC.	147.1	-20
35	50	DORVIN D. LEIS CO. INC.	137.1	+54
36	**	UNIVERSITY MECHANICAL CONTRACTORS INC.	134.7	+82
37	35	WORTH AND CO. INC.	134.5	-2
38	32	MECHANICAL INC.	133.8	-3
39	36	A.O. REED & CO.	130.0	-4
40	40	FRESH MEADOW MECHANICAL CORP.	122.5	+11
41	42	LETSOS CO.	118.7	+12
42	44	PACIFIC RIM MECHANICAL CONTRACTORS INC.	112.2	+12
43	48	THE STATE GROUP INC.	110.8	+19
44	45	GRUNAU CO.	110.0	+14
45	39	J.F. AHERN CO.	107.6	-6
46	**	MTECH MECHANICAL	104.1	NA
47	43	HERMANSON CO. LLP	103.6	+2
48	**	FRANK M. BOOTH INC.	103.6	+113
49	38	SHAPIRO & DUNCAN INC.	98.8	-14
50	**	WESTSIDE MECHANICAL GROUP	97.1	+13

NA=NOT AVAILABLE. ** =NOT PREVIOUSLY RANKED.

THE TOP 20 FIRMS IN GLAZING AND CURTAIN WALL

RANK 2016	RANK 2015	FIRM	($ MIL.) 2015 REV.	% CHANGE '14-'15
1	2	HARMON INC.	245.9	+21
2	**	BENSON INDUSTRIES INC.	235.0	NA
3	3	W&W GLASS LLC	145.0	+45
4	**	ARCHITECTURAL GLASS & ALUMINUM CO. INC.	102.8	NA
5	**	PIONEER CLADDING & GLAZING SYSTEMS LLC	81.0	NA
6	10	CROWN CORR INC.	80.0	+184
7	4	KARAS & KARAS GLASS CO. INC.	66.8	-6
8	5	ARCHITECTURAL WALL SYSTEMS LLC	55.0	+5
9	8	TOWER GLASS INC.	39.7	+15
10	6	HALEY-GREER INC.	37.0	-20
11	9	AJAY GLASS CO.	34.5	+6
12	12	GIROUX GLASS INC.	32.7	+21
13	19	EGAN CO.	31.4	+112
14	18	KOVACH BUILDING ENCLOSURES	26.0	+63
15	14	R&R WINDOW CONTRACTORS INC.	25.1	+25
16	17	CRAWFORD TRACEY CORP.	22.7	+31
17	13	NATIONAL ENCLOSURE CO. LLC	20.0	-7
18	15	H.J. MARTIN AND SON INC.	17.3	-12
19	**	NYR FACADE CORP.	15.9	NA
20	11	A.C. DELLOVADE INC.	15.3	-46

NA=NOT AVAILABLE. ** =NOT PREVIOUSLY RANKED.

THE TOP 20 FIRMS IN PAINTING

RANK 2016	RANK 2015	FIRM	($ MIL.) 2015 REV.	% CHANGE '14-'15
1	3	SAFWAY GROUP	208.8	+31
2	1	BRAND ENERGY & INFRASTRUCTURE SERVICES INC.	208.1	-5
3	2	THE BROCK GROUP	180.2	-17
4	5	F.D. THOMAS INC.	75.6	+15
5	11	AVALOTIS CORP.	50.1	+35
6	9	SWANSON & YOUNGDALE INC.	48.6	+13
7	12	HARTMAN WALSH INDUSTRIAL SERVICES	40.2	+15
8	8	THOMAS INDUSTRIAL COATINGS INC.	39.1	-13
9	10	DUNKIN & BUSH INC.	38.3	-5
10	14	JERRY THOMPSON & SONS PAINTING INC	37.5	+9
11	15	ASCHER BROTHERS CO. INC.	36.3	+9
12	16	LONG PAINTING CO.	29.5	-1
13	18	GEORGE E MASKER INC.	28.6	+6
14	**	CERTIFIED COATINGS CO.	25.5	+5
15	**	BAKER PAINT AND CONTRACTING	25.1	+39
16	**	HARRISON CONTRACTING CO. INC.	23.8	+16
17	13	INTECH CONTRACTING LLC	23.0	-34
18	**	GRAYDAZE CONTRACTING INC.	21.9	NA
19	20	SPECIALTY FINISHES INC.	21.3	-14
20	**	THOMARIOS	21.1	-7

NA=NOT AVAILABLE. ** =NOT PREVIOUSLY RANKED.

THE TOP 20 FIRMS IN EXCAVATION AND FOUNDATION

RANK 2016	RANK 2015	FIRM	($ MIL.) 2015 REV.	% CHANGE '14-'15
1	1	HAYWARD BAKER INC., A KELLER CO.	558.1	-3
2	**	API GROUP INC.	460.4	NA
3	2	MASTEC INC.	378.7	-25
4	4	BERKEL & CO. CONTRACTORS INC.	297.4	+22
5	3	MALCOLM DRILLING CO. INC.	278.3	-7
6	5	BEAVER EXCAVATING CO.	187.8	-2
7	**	MANAFORT BROTHERS INC.	174.6	NA
8	6	VEIT & CO. INC.	160.2	+0
9	9	CASE FOUNDATION CO., A KELLER CO.	149.8	+21
10	11	GREAT LAKES ENVIRONMENTAL & INFRASTRUCTURE	149.2	+23
11	7	NICHOLSON CONSTRUCTION CO.	138.6	-2
12	**	REMEDIAL CONSTRUCTION SERVICES LP	137.3	NA
13	12	RYAN INC. CENTRAL	130.8	+9
14	10	MCKINNEY DRILLING CO., A KELLER CO.	124.0	+2
15	13	J. DERENZO CO.	123.2	+11
16	**	HJ FOUNDATION, A KELLER CO.	121.4	NA
17	15	CONDON-JOHNSON & ASSOCIATES	120.5	+21
18	14	PLATEAU EXCAVATION INC.	117.8	+10
19	19	DRILL TECH DRILLING & DRILLING SHORING INC.	105.6	+38
20	20	EDGERTON CONTRACTORS INC.	104.5	+44

NA=NOT AVAILABLE. ** =NOT PREVIOUSLY RANKED.

THE TOP 20 FIRMS IN ROOFING

RANK 2016	RANK 2015	FIRM	($ MIL.) 2015 REV.	% CHANGE '14-'15
1	1	CENTIMARK CORP.	513.9	+13
2	2	BAKER ROOFING CO.	202.4	+10
3	4	KALKREUTH ROOFING AND SHEET METAL	101.7	+5
4	7	SCHREIBER CORP.	65.0	+17
5	5	BIRDAIR INC.	63.0	-6
6	6	LATITE ROOFING AND SHEET METAL LLC	51.6	-9
7	11	DOUGLASS COLONY GROUP	50.6	+24
8	16	FLYNN GROUP OF COS.	49.9	+84
9	9	THE BULLDOG GROUP INC.	46.6	+9
10	10	KPOST CO.	37.9	-11
11	13	KING OF TEXAS ROOFING CO. LP	35.4	-9
12	19	ROOFING SOLUTIONS LLC	34.2	+40
13	14	ORNDORFF & SPAID INC.	33.4	+10
14	**	THE ROOF DEPOT INC.	29.0	NA
15	18	WAYNE'S ROOFING INC.	28.6	+15
16	**	COMMERCIAL ROOFERS INC.	24.0	+16
17	**	SUTTER ROOFING	21.7	NA
18	20	WESTERN CONSTRUCTION GROUP	18.0	-27
19	**	API GROUP INC.	17.1	NA
20	**	ROOFCARE	5.0	NA

NA=NOT AVAILABLE. ** =NOT PREVIOUSLY RANKED.

#228 THE WILLIAMS GROUP sold its joint-venture interest in Dallas-based steel erector Bosworth Steel Erectors to CEO John Bosworth in 2015.

THE TOP 20 FIRMS IN FIRE PROTECTION AND SPRINKLERS

RANK 2016	RANK 2015*	FIRM	($ MIL.) 2015 REV.	% CHANGE '14-'15*
1	**	API GROUP INC.	1,023.6	NA
2	1	EMCOR GROUP INC.	268.8	-30
3	3	J.F. AHERN CO.	100.6	+3
4	**	CENTURY FIRE PROTECTION LLC	92.4	NA
5	4	WAYNE AUTOMATIC FIRE SPRINKLERS INC.	77.9	+8
6	**	AMERICAN DIRECT PROCURMENT INC.	40.7	NA
7	6	MDU CONSTRUCTION SERVICES GROUP INC.	27.8	+24
8	5	J.C. CANNISTRARO LLC	26.7	-0.3
9	10	APS FIRE CO.	26.5	+69
10	**	THE HILL GROUP	23.4	NA
11	8	WDF INC.	23.4	+16
12	7	JOHN E. GREEN CO.	21.0	+0
13	**	PITTSBURG TANK & TOWER GROUP INC.	20.2	NA
14	9	HAMPSHIRE FIRE PROTECTION	20.1	+15
15	11	ARDEN BUILDING COS. LLC	13.2	+5
16	13	GREAT LAKES PLUMBING & HEATING CO.	12.5	+18
17	12	AMERICAN FIRE TECHNOLOGIES	12.0	+4
18	**	SOUTHLAND INDUSTRIES	11.4	NA
19	18	CONTI CORP.	9.4	+185
20	15	WYATT INC.	8.0	+11

* NA=NOT AVAILABLE. ** =NOT PREVIOUSLY RANKED.

Concrete

Lithko: Gonna Fly Now

Lithko Contracting LLC (No. 42) did all the concrete work, including a base that was 50% below grade as well as 58-ft-tall towers at each end of the tilt-up concrete structure, for the i-Fly Indoor Skydiving Facility in Overland Park, Kan.

year union agreements already in place," says Leis.

Many executives are fighting to connect with young people. "As a country, we press hard to have every person graduate from high school and go to college, as if there is no other path. We need to get much better as an industry in making the construction business attractive and letting young people know it is a great career to have," says Dan Briscoe, executive vice president of Apollo Mechanical Contractors.

"There is a significant misperception in our society that every young person must go to college to have a successful, rewarding career. We are making a concerted effort to encourage interest in the trades and offer in-house training and advancement," echoes Terrence Kerner, president of Atlantic Constructors Inc.

The business of being a specialty contractor has been changing rapidly over the past few years, and there is no sign these changes will slow down. "There is a quote that I read recently that states, 'If you don't like change, you're going to like irrelevance even less,'" says James Hatch, vice president of procurement for Kovach Building Enclosures. Specialty contractors are going to have to adapt to this changing environment, or face a bleak future. ■

On the Web

For expanded content on ENR's Top Lists, see ENR.com/toplists.

How To Read the Tables

KEY TO TYPE OF FIRM
A=asbestos abatement; **C**=concrete; **D**=demolition/wrecking; **E**=electrical; **F**=fire protection and sprinklers; **G**=glazing/curtain wall; **M**=mechanical; **MA**=masonry; **O**=other; **P**=painting; **R**=roofing; **SH**=sheet metal; **ST**=steel erection; **U**=utility; **W**=wall/ceiling; **X**=excavation/foundation.

Companies are ranked according to construction revenue in 2015 in ($) millions from specialty contracting in a prime or subcontracting capacity. Firms that were not ranked in 2015 are designated by double asterisks (**). New contract awards refer to contracts awarded in 2015. NA=not available.

General Building as a category includes commercial buildings, offices, stores, educational facilities, government buildings, hospitals, medical facilities, hotels, apartments, housing, etc.

Hazardous Waste includes chemical and nuclear waste treatment, asbestos and lead abatement, etc.

Industrial Process includes pulp and paper mills, steel mills, nonferrous metal refineries, pharmaceutical plants, chemical plants, food and other processing plants, etc.

Manufacturing includes auto, electronic assembly, textile plants, etc.

Petroleum includes refineries, petrochemical plants, offshore facilities, pipelines, etc.

Power includes thermal and hydroelectric power plants, waste-to-energy plants, transmission lines, substations, cogeneration plants, etc.

Sewerage / Solid Waste includes sanitary and storm sewers, treatment plants, pumping plants, incinerators, industrial waste facilities, etc.

Telecommunications includes transmission lines and cabling, towers and antennae, data centers, etc.

Transportation includes airports, bridges, roads, canals, locks, dredging, marine facilities, piers, railroads, tunnels, etc.

Water Supply includes dams, reservoirs, transmission pipelines, distribution mains, irrigation canals, desalination and potability treatment plants, pumping stations, etc.

PHOTO COURTESY OF LITHKO CONTRACTING LLC

#16 **TEAM INDUSTRIAL SERVICES** on March 1 completed the acquisition of Furmanite Corp., Houston. Furmanote ranked at No. 25 on last year's Top 600.

RANK 2016	RANK 2015	FIRM	FIRM TYPE	2015 REVENUE ($ MIL) TOTAL REVENUE	NEW CONTRACTS	MARKETS (% OF 2015 REVENUE) GENERAL BUILDING	MANUFACTURING	POWER	WATER SUPPLY	SEWER / WASTE	INDUS. / PETROLEUM	TRANSPORTATION	HAZARDOUS WASTE	TELECOM.
451	471	**BECKSTROM ELECTRIC,** Purcellville, Va.	E	36.1	22.3	100	0	0	0	0	0	0	0	0
452	**	**KARSTEN INTERIOR SERVICES LP,** Houston, Texas	W	36.0	28.0	100	0	0	0	0	0	0	0	0
453	439	**JOHNSON AND JORDAN INC.,** Scarborough, Maine	M	35.7	30.5	90	9	0	0	1	0	0	0	0
454	**	**SEEDORFF MASONRY INC.,** Strawberry Point, Iowa	MA	35.7	32.1	95	5	0	0	0	0	0	0	0
455	433	**DEE BROWN INC.,** Garland, Texas	MA	35.4	35.4	100	0	0	0	0	0	0	0	0
456	405	**KING OF TEXAS ROOFING CO. LP,** Grand Prairie, Texas	R	35.4	38.9	100	0	0	0	0	0	0	0	0
457	480	**O.C. MCDONALD CO. INC.,** San Jose, Calif.	M	35.1	50.4	70	10	0	0	0	20	0	0	0
458	383	**CULLUM MECHANICAL CONSTRUCTION INC.,** North Charleston, S.C.[458]	M	35.0	35.7	43	50	0	0	0	7	0	0	0
459	**	**AMERICAN CONSTRUCTION CO.,** Tacoma, Wash.[459]	O	34.8	34.4	0	0	0	0	0	0	0	0	0
460	426	**NICKLE ELECTRICAL COS.,** Newark, Del.	E	34.8	36.0	75	10	0	0	0	10	0	0	5
461	**	**BELTLINE ELECTRIC CO. INC.,** Paducah, Ky.	E	34.8	34.9	8	1	10	5	0	75	0	0	0
462	502	**VENUS CONSTRUCTION,** Mansfield, Texas	U	34.8	40.0	75	0	0	0	0	0	25	0	0
463	**	**WIEGMANN & ASSOCIATES,** St. Charles, Mo.	M	34.7	49.2	75	25	0	0	0	0	0	0	0
464	500	**MID ATLANTIC MECHANICAL,** Glen MIlls, Pa.	M	34.5	38.0	95	0	0	5	0	0	0	0	0
465	448	**AJAY GLASS CO.,** Canandaigua, N.Y.	G	34.5	60.0	100	0	0	0	0	0	0	0	0
466	446	**UNITED RIGGERS AND ERECTORS INC.,** Walnut, Calif.	M/ST/C	34.1	27.2	10	20	10	0	20	40	0	0	0
467	**	**ADVANCETEC LLC,** Richmond, Va.[467]	O	34.0	29.0	0	50	0	0	0	0	0	0	0
468	386	**INTECH CONTRACTING LLC,** Lexington, Ky.[468]	P/O	34.0	35.1	7	0	0	0	0	2	91	0	0
469	450	**H.R. ALLEN INC.,** North Charleston, S.C.	E	34.0	31.5	95	3	0	0	0	0	0	0	2
470	458	**O'ROURKE WRECKING CO.,** Cincinnati, Ohio	D	33.5	51.5	20	10	5	0	5	20	40	0	0
471	419	**B&B ELECTRICAL CONTRACTORS INC.,** Iron Mountain, Mich.	E	33.2	24.5	5	5	15	0	0	50	0	0	0
472	444	**K&K IRON WORKS LLC,** McCook, Ill.[472]	ST/O	33.0	31.5	60	5	0	0	10	5	20	0	0
473	**	**SEA BREEZE ELECTRIC INC.,** Port Charlotte, Fla.	E	33.0	13.3	100	0	0	0	0	0	0	0	0
474	478	**TARLTON AND SON INC.,** Fresno, Calif.[474]	W/O/P	32.9	42.4	100	0	0	0	0	0	0	0	0
475	490	**GIROUX GLASS INC.,** Los Angeles, Calif.	G	32.7	40.2	100	0	0	0	0	0	0	0	0
476	**	**CONCRETE PROTECTION & RESTORATION INC. (CP&R),** Baltimore, Md.[476]	C	32.5	41.8	90	5	0	2	0	0	3	0	0
477	**	**THERMAL CONCEPTS INC.,** Davie, Fla.	M	32.2	16.4	80	0	0	0	0	0	10	0	0
478	451	**SPACECON SPECIALTY CONTRACTORS LLC,** Colorado Springs, Colo.	W	32.2	32.2	80	0	0	0	0	0	20	0	0
479	459	**WALDROP INC.,** Phoenix, S.C.	M	32.1	35.6	80	10	0	0	0	10	0	0	0
480	404	**INTERSTATE MECHANICAL CORP. DBA IMCOR,** Phoenix, Ariz.[480]	M/SH/O	32.1	29.2	80	6	0	0	4	0	10	0	0
481	**	**LELAND COLLIER ELECTRIC CO.,** Waco, Texas	E	32.0	29.4	100	0	0	0	0	0	0	0	0
482	468	**MIDWEST STEEL CO. INC.,** Houston, Texas	D	32.0	29.5	0	0	0	0	0	100	0	0	0
483	484	**WAYNE'S ROOFING INC.,** Sumner, Wash.	R	31.8	38.9	90	10	0	0	0	0	0	0	0
484	472	**KASSELMAN ELECTRIC CO. INC.,** Albany, N.Y.	E	31.7	20.0	85	5	0	0	0	5	0	0	5
485	464	**DEL MONTE ELECTRIC,** Dublin, Calif.	E	31.5	30.2	70	0	30	0	0	0	0	0	0
486	489	**QUALITY INTERIORS INC.,** Indianapolis, Ind.	W/P	31.5	13.0	85	15	0	0	0	0	0	0	0
487	430	**BUESING CORP.,** Phoenix, Ariz.[487]	X/O	31.3	25.4	63	5	6	7	8	2	9	0	0
488	509	**LEI COS. INC.,** Denver, Colo.	E	31.0	15.0	85	0	0	0	0	0	10	0	5
489	443	**DURR HEAVY CONSTRUCTION,** Harhan, La.	X/D/C	31.0	21.5	70	0	0	0	0	0	30	0	0
490	501	**RHP MECHANICAL SYSTEMS,** Reno, Nev.	M	31.0	20.4	50	50	0	0	0	0	0	0	0
491	521	**IMS MASONRY INC.,** Lindon, Utah	MA	30.8	36.4	99	0	0	0	0	1	0	0	0
492	462	**THE HOLBROOK CO. INC.,** Grand Prairie, Texas	X/D	30.6	34.2	79	0	0	0	2	0	14	5	0
493	485	**MARR SCAFFOLDING CO.,** South Boston, Mass.[493]	O	30.4	20.4	0	0	0	0	0	0	0	0	0
494	**	**MKD ELECTRIC INC.,** Elgin, Ill.	E	30.3	30.3	1	16	0	0	0	83	0	0	0
495	554	**ALL AREA PLUMBING INC.,** Covina, Calif.[495]	M	30.1	41.5	75	0	0	0	0	0	0	0	0
496	525	**COMMERCIAL ROOFERS INC.,** Las Vegas, Nev.[496]	R/O	30.0	30.0	40	0	0	0	0	0	0	0	0
497	414	**SHORELINE FOUNDATION INC.,** West Part, Fla.[497]	O/X	29.6	12.9	10	0	0	15	15	0	60	0	0
498	517	**FENTON RIGGING & CONTRACTING INC.,** Cincinnati, Ohio[498]	O/C/ST	29.6	29.6	0	45	0	0	0	15	40	0	0
499	514	**HIS CONSTRUCTORS INC.,** Indianapolis, Ind.[499]	C/X/O	29.5	34.7	20	0	0	0	10	0	40	30	0
500	461	**LONG PAINTING CO.,** Kent, Wash.	P	29.5	36.7	31	21	5	12	6	14	7	4	0

FOOTNOTES: **458**=PLUMBING; **459**=DREDGING/MARINE CONSTRUCTION; **467**=CLEANROOM AND PROCESS CONSTRUCTION; **468**=BRIDGE RESTORATION, BRIDGE INSPECTION SUPPORT, STEEL FABRICATION; **472**=STEEL FABRICATION; **474**=PLASTERING, EIFS; **476**=COATING/WATERPROOFING; **480**=PLUMBING & SERVICE; **487**=SHORING & SOLAR PILES; **493**=ALL EXCEPT STEEL ERECTION & UTILITY; **495**=PLUMBING; **496**=WATERPROOFING; **497**=MARINE; **498**=RIGGING & OTHER; **499**=ENV REMEDIATION

Where To Find the Top 600

FIRM	RANK
Gate Precast Co.	129
Gaylor Electric	128
George E Masker Inc.	506
Gerdau Reinforcing Steel	58
Gibson Landscape Services	597
Giroux Glass Inc.	475
GMI Inc.	258
Richard Goettle Inc.	365
Goyette Mechanical Co.	375
Graham County Land Co. LLC	587
Graydaze Contracting Inc.	555
Grazzini Brothers & Co.	449
Great Lakes Environmental & Infrastructure	120
Great Lakes Plumbing & Heating Co.	250
Great River Industries	528
John E. Green Co.	98
Greenberry Industrial LLC	176
Gregg Electric Inc.	343
Gregory Electric Co. Inc.	348
Gribbins Insulation Co. Inc.	448
Griffin Dewatering Corp.	507
D.H. Griffin Wrecking Co. Inc.	145
Wayne J. Griffin Electric Inc.	57
Gross Mechanical Contractors Inc.	563
Group Builders Inc.	374
Grunau Co.	197
GSL Electric	334
Guarantee Electrical Co.	146
W.B. Guimarin & Co. Inc.	520

H

FIRM	RANK
HACI Mechanical Contractors Inc.	433
Haley-Greer Inc.	443
Hampshire Fire Protection	571
Harder Mechanical Contractors Inc.	106
Hardrock Placement Co. Inc.	387
Hargrove Electric Co.	564
Harmon Inc.	80
Harris Cos.	39
Harrison Contracting Co. Inc.	538
Hartman Walsh Industrial Services	423
Hatzel & Buehler Inc.	91
Hayward Baker Inc., a Keller co.	26
Edwin L Heim Co.	326
Helical Drilling Inc.	561
Helix Electric Inc.	33
Heller Electric Co. Inc.	543
Hemma Concrete Inc.	338
JB Henderson Construction Co. Inc.	294
Henkels & McCoy Inc.	8
HEPACO LLC	324
Hermanson Co. LLP	211
The Hill Group	74
HIS Constructors Inc.	499
Hi-Tech Electric Inc.	273
HJ Foundation, a Keller co.	183
Hodess Construction Corp.	420
The Holbrook Co. Inc.	492
Hoover Construction	516
Humphrey & Associates Inc.	204
Hunt Electric Corp.	45
Hussung Mechanical Contractors Inc.	291
Hypower Inc.	281

I

FIRM	RANK
Iacoboni Site Specialists Inc.	588
icon Mechanical Construction & Engineering LLC	286
IHP Industrial Inc.	537
IMS Masonry Inc.	491
Independence Excavating Inc.	112
Inglett & Stubbs LLC	88
Insulation Specialties Inc.	585
Intech Contracting LLC	468
Integrated Facility Services Inc.	360
International Asbestos Removal Inc.	512
International Chimney Corp.	340
Interstate Mechanical Corp. dba IMCOR	480
Interstates Cos.	190
Intex Electrical Contractor Inc.	422
INTREN Inc.	53
IPS	292
Irex Contracting Group	97
ISC Constructors LLC	52
ISEC Inc.	61
Ivey Mechanical Co.	142

J

FIRM	RANK
Jarrell Mechanical Contractor	290
JD Traditional	545
JDC Demolition Co. Inc.	287
JMEG LP	166
Johnson and Jordan Inc.	453
Johnson-Davis Inc.	501
Joslin Construction	254
JRCruz Corp.	314

K

FIRM	RANK
K&K Iron Works LLC	472
K&S Air Conditioning Inc.	533
Kalkreuth Roofing and Sheet Metal	217
Karas & Karas Glass Co. Inc.	295
Karsten Interior Services LP	452
Kasselman Electric Co. Inc.	484
Kearney Electric Inc.	584
L. Keeley Construction	151
Keller Foundations (Canada), a Keller co.	181
JH Kelly LLC	78
Kelso-Burnett	219
Kent Cos.	143
Keystone Concrete Placement	44
KHS&S Contractors	62
Kimbel Mechanical Systems Inc.	297
Kimmins Contracting Corp.	361
King of Texas Roofing Co. LP	456
Koontz Electric Co. Inc.	414
Kovach Building Enclosures	302
KPost Co.	406
KSW Mechanical	140

L

FIRM	RANK
Lake Erie Electric Cos.	121
Largo Concrete Inc.	54
Latite Roofing and Sheet Metal LLC	363
Legacy Building Solutions	540
Legacy Mechanical Inc.	573
LEI Cos. Inc.	488
Dorvin D. Leis Co. Inc.	159
Leland Collier Electric Co.	481
Letsos Co.	186
Liberty Construction Services LLC	131
Limbach Facility Services	50
CA Lindman Cos.	409
Lithko Contracting LLC	42
Long Painting Co.	500
LPR Construction	224
Ludvik Electric Co.	284
Luse Holdings	582
LVW Electronics	578

M

FIRM	RANK
M & D Mechanical Contractors Inc.	558
MacDonald Miller Facility Solutions	76
Malcolm Drilling Co. Inc.	64
Manafort Brothers Inc.	104
B.T. Mancini Co. Inc.	264
W.D. Manor Mechanical Contractors Inc.	547
Marathon Electrical Contractors Inc.	296
Marr Scaffolding Co.	493
Martin Petersen Co. Inc.	316
H.J. Martin and Son Inc.	216
MasTec Inc.	3
Matco Electric Corp.	376
Mayers Electric Co. Inc.	552
McCarl's Inc.	149
G.M. McCrossin Inc.	328
McDade-Woodcock Inc.	391
O.C. McDonald Co. Inc.	457
McGee Brothers Co. Inc.	253
MG McGrath Inc.	283
McHugh Concrete Construction	203
McKenney's Inc.	69
McKinney Drilling Co., a Keller co.	177
McKinstry	23
MCM Management Corp.	220
MDU Construction Services Group Inc.	13
Mechanical Inc.	115
Meisner Electric Inc.	358
Menard Group USA	236
Ernest D. Menold Inc.	596
Adrian L. Merton Inc.	396
Metro Mechanical Inc.	529
Mid Atlantic Mechanical	464
Midasco LLC	337
Mid-City Electric Co.	407
Midstate Mechanical Inc.	357
Midwest Drywall Co. Inc.	299
Midwest Service Group	514
Midwest Steel	169
Midwest Steel Co. Inc.	482
Miller Druck Specialty Contracting Inc.	532
Miller Electric Co.	73
Miller Electric Co.	221
Miller Insulation	272
The Miller-Clapperton Partnership Inc.	567
Mirage Industrial Group LLC	519
MKB Construction Inc.	517
MKD Electric Inc.	494
MMC Contractors Inc.	65
MMR Group Inc.	19
Modern Piping Inc.	244
Mona Electric Group Inc.	193
R.T. Moore Co. Inc.	263
Morrow-Meadows Corp.	41
The Morse Group Inc.	135
Motor City Electric Co.	71
MSL Electric Inc.	556
MTech Mechanical	208
Murphy Co. Mechanical Contractors & Engineers	86
Murray Co.	75
Muth Electric Inc.	293
MVerge	15
MYR Group Inc.	12

N

FIRM	RANK
NASDI LLC	315
Nashville Machine Co. Inc.	240
National Construction Enterprises Inc.	202
National Enclosure Co. LLC	575
National Steel City LLC	278
NEAD Electric Inc.	237
Network Infrastructure Inc.	199
Nevell Group Inc.	178
New River Electrical Corp.	68
Newkirk Electric Associates Inc.	200
NewRoads Environmental Services	576
The Newtron Group	35
Nicholson Construction Co.	156
D.W. Nicholson Corp.	554
Nickle Electrical Cos.	460
North American Dismantling Corp.	425