

## Specialty Contractor of the Year:

# Miller & Long

## Concrete contractor prospers from long-cemented relationships



by Alex Padalka

[www.midatlantic.construction.com](http://www.midatlantic.construction.com)

**A strong commitment to its clients and a people-first approach to management have helped the concrete subcontractor rise all the way to the top of our specialty contractor survey.**

**In business since 1947**, Bethesda, Md.-based Miller & Long know one thing and they know it very well. As a concrete subcontractor, the firm has established relationships with every major general contractor in the region, allowing them to ride the wave of the construction boom in the Mid-Atlantic.

The key to this year's success, according to chairman John McMahon, is "having the organization to take on the demand that the real estate market had for us."

The company uses a turn-key approach to delivering the job. A 22-acre yard off the Capital Beltway in Maryland holds all of its machinery, materials, and equipment, including a fleet of cranes,

batch plants, and scaffolding and shoring systems. Combined with the capacity to supply and place all reinforcing steel and post-tensioning, this allows Miller & Long to form, pour and finish all reinforced concrete in-house. As a result, 95 percent of the contracts are performed by the company's employees. The company now works in Washington, D.C., Maryland, Virginia, North Carolina and South Carolina, with offices in Bethesda, Md., Baltimore, Md., and Garner, N.C.

Unlike other trades, where continuous technological innovation allows for >>



LEFT: John John M. McMahon, chairman  
RIGHT: Nicholas G. Paleologos, president  
ABOVE: Miller & Long have poured 74,000 cu. yds. of concrete for the new building for the Washington, D.C. Department of Transportation headquarters.



Miller & Long's work on the American University Katzen Arts Center in Washington, D.C. included careful pours for the building's exposed concrete walls and floors.

new entrants to the market, more efficient systems for existing players, and less expensive raw materials, "there's nothing earth-shattering or ground-breaking in our trade," says chairman John McMahon. "It's like the evolution of the automobile – it improves a little every year."

While McMahon acknowledges that post-tension cables and a refined chemical mix have made concrete more versatile over the years, the main reason for the company's revenues jumping from \$254 million in 2004 to \$372 million in 2005 is not innovation but "relationships with all of our clients – and we treat them all equally and fairly, which you absolutely have to."

"We have developed good systems, above all great people, particularly peo-

ple in the field, and can deliver these buildings on time and of high quality," McMahon explains. "That's essentially why we have repeat business and a lot of good relationships with clients that are building over and over again."

Miller & Long, which prides itself with having started "pouring driveways and stoops," has now completed over \$5 billion worth of projects and poured over 12 million cu. yds. of concrete for companies such as Turner Construction and Tompkins Builders, Bovis Lend Lease, Davis, Centex, Clark, Whiting-Turner, and Donohoe, as well as numerous owners and developers that continue to subcon-

tract to Miller & Long year after year. In the last few years, Miller & Long has poured 114,000 cu. yds. of concrete for Station Place, the new building near Union Station in Washington, D.C. for the Securities Exchange Commission; 74,000 cu. yds. for the west tower for the city's Department of Transportation; and over 250,000 cu. yds. for the 2,660,590-sq.-ft. United States Patent and Trademark Office in Alexandria, Va., the largest project, completed in 2002, in the D.C.-area since completion of the Pentagon.

As most companies in the Mid-Atlantic region, Miller & Long has benefited from a booming condominium market, but the trend may be changing and Miller & Long hopes to be prepared.

"The condo market will kind of gravitate toward great real estate locations, but I believe we will be able to see the commercial market come back," McMahon says. "There's a great deal of government-inspired projects that are going to feed our industry for a while. Will we be able to get at the volumes? Our pipeline tells us the opportunities are there. Are people kicking the tires as hard as they were before? Like always, we'll have to wait and see." <<

### Key Facts

**Established:** 1947

**Specialty:** 100 % Concrete

**Executives:** John M. McMahon, chairman; Nicholas G. Paleologos, president

**2005 Revenues:** \$372 million

**Largest Contract Awarded in 2005:** \$29 million, CityVista, Washington, D.C.



The Howard Hughes Medical Institute on the Janelia Farm Research Campus in Ashburn, Va., features a serpentine design and strict height restrictions.

## Top 50 Specialty Contractors

Mid-Atlantic specialty contractors have seen a very profitable 2005. In our second annual survey, several firms have posted 50 percent increases in revenues over 2004, including our Top Specialty Contractor, Bethesda, Md.-based concrete contractor Miller & Long, which outpaced the competition to rise to the number one spot.

This year, we have expanded our list to include the region's top 50 firms and have broken down the rankings by state and by specialty in order to offer a more in-depth look at the trades. The breakdowns reveal competitive markets in Eastern Pennsylvania and Delaware, while Virginia, Maryland and Washington, D.C. each continue to be dominated by one or two major players. Miller & Long continues to lead the concrete sector, while Norwalk, Conn.-based EMCOR Group remains the top mechanical firm in the region. Electrical contractors, however, remain highly competitive.

To be included in next year's survey, please feel free to contact Alex Padalka, Managing Editor, at alex\_padalka@mcgraw-hill.com.

Rank, Company Name, Website, Year Founded	Address Phone/Fax	Region's Top Officer	Regional Revenue	Specialty
1 <b>Miller &amp; Long Co., Inc.</b> www.millerandlong.com 1947	4824 Rugby Ave. Bethesda, MD 20814 301-657-8000/301-657-8610	John M. McMahon Chairman	\$372,000,000	Concrete: 100%
2 <b>EMCOR Group, Inc.</b> www.emcorgroup.com 1996	301 Merritt Seven Norwalk, CT 06851 203-849-7800/203-849-7900	Frank T. MacInnis Chairman & CEO	\$303,910,000	Electrical: 50% Mechanical: 50%
3 <b>M.C. Dean, Inc.</b> www.mcdean.com 1949	22461 Shaw Rd. Dulles, VA 20166 703-802-6231/703-421-4670	William H. Dean President & CEO	\$270,000,000	Undisclosed
4 <b>The Truland Cos.</b> www.truland.com 1948	1900 Oracle Way, Ste. 700 Reston, VA 20190 703-464-3000/703-796-1718	Robert W. Truland Chairman/CEO	\$155,000,000	Electrical: 100%
5 <b>Dynalectric Co.</b> www.dynalectricdc.com 1965	22930 Shaw Rd., Ste. 100 Dulles, VA 20166 703-742-3500/703-742-8473	Kenneth Hart President/CEO	\$151,000,000	Electrical: 100%
6 <b>The Bowers Group, Inc.</b> www.webowers.com 1984	12401 Kiln Ct. Beltsville, MD 20705 301-419-2488/301-419-2310	Wayne Bowers President	\$101,000,000	Mechanical: 100%
7 <b>Mona Electric Group, Inc.</b> www.getmona.com 1966	7915 Malcolm Rd. Clinton, MD 20735 301-868-8400/301-848-7309	Vincent "Cap" Mona CEO	\$75,000,000	Electrical: 92% Telecomm: 8%
8 <b>Schlouch Incorporated</b> www.schlouch.com 1983	Excelsior Industrial Park, P.O. Box 69 Blandon, PA 19510 610-926-7070/610-926-7171	Barry L. Schlouch President/Co. Coord.	\$69,100,000	Concrete: 7% Excav/Found: 83% Paving: 10%
9 <b>The Anderson Co.</b> www.theanderco.com 1996	9469 Hawkins Rd. Manassas, VA 20109 703-393-4000/703-393-4010	James Anderson President	\$61,000,000	Excav/Found: 100%
10 <b>Oncore Construction LLC</b> www.oncoreconstruction.com 1997	4703 Webster St. Bladensburg, MD 20710 301-927-7700/301-927-7931	Bob MacDaniels President	\$58,400,000	Concrete: 100%
11 <b>Shapiro &amp; Duncan, Inc.</b> www.shapiroanduncan.com 1976	14620 Rothgeb Dr. Rockville, MD 20850 301-315-6260/301-315-8983	Gerald M. Shapiro President	\$58,000,000	Mechanical: 100%

Rank, Company Name, Website, Year Founded	Address Phone/Fax	Region's Top Officer	Regional Revenue	Specialty
12 <b>Century Concrete</b> www.centuryconcreteinc.com 1966	1364 Air Rail Ave. Virginia Beach, VA 23455 757-460-5366/757-463-3296	Preston White President	\$57,800,000	Concrete: 100%
13 <b>Southland Concrete Corp.</b> www.southlandconcrete.com 1973	44330 Mercure Circle, #100 Dulles, VA 20166 703-471-4444/703-661-8740	Randy Green President	\$55,199,931	Concrete: 100%
14 <b>Singleton Electric Co., Inc.</b>  1954	7860 Cessna Ave. Gaithersburg, MD 20879 301-258-2600/301-948-2097	John N. Singleton President	\$55,000,000	Electrical: 100%
15 <b>Hatzel &amp; Buehler, Inc.</b> www.hatzelandbuehler.com 1884	3600 Silverside Rd. Wilmington, DE 19810 302-478-4200/302-478-2750	William A. Goeller President	\$54,358,000	Electrical: 95.5% Telecomm: 0.5%
16 <b>Enterprise Electric Co.</b>  1928	4204 Shannon Dr. Baltimore, MD 21213 410-488-8200/410-488-6639	Jack F. Beck CEO	\$51,000,000	Electrical: 100%
17 <b>J.E. Richards, Inc.</b> www.jerichards.com 1984	10401 Tucker St. Beltsville, MD 20705 301-345-1300/301-345-2370	Joseph E. Richards President	\$48,000,000	Electrical: 100%
18 <b>Delcard Associates, Inc.</b> www.delcard.com 1984	31 Blevins Dr, Ste. A New Castle, DE 19720 302-221-4822/302-221-2665	Rick Trembl CEO/President	\$31,600,000	Mechanical: 55% Plumbing: 15% Sheet Metal: 30%
Tie <b>S.A. Comunale Co., Inc.</b> www.sacomunale.com 1973	2900 Newpark Dr. Barberton, OH 44203 330-706-3040/330-848-9031	Joseph Geary Exec. VP	\$31,600,000	Fire/Security: 100%
19 <b>Oliver Sprinkler Co. / Oliver Alarm Systems</b> www.oliversprinkler.com 1957	501 Feheley Dr. King of Prussia, PA 19406 610-277-1331/610-277-2837	David Oliver President	\$30,500,000	Fire/Security: 100%
20 <b>Caretti, Inc.</b> www.carettimasonry.com 1953	4590 Industrial Park Dr. Camp Hill, PA 17011 717-737-6759/717-737-6880	Greg Hess President	\$30,000,000	Masonry: 100%
Tie <b>Hess Mechanical Corp./ Comfort Systems USA</b> www.comfortsystemsusa.com 1980	9600 Fallard Ct. Upper Marlboro, MD 20772 301-856-4700/301-856-4720	Katharine Hess Teitel President/CEO	\$30,000,000	Mechanical: 75% Plumbing: 25%
21 <b>PowerServices, Inc.</b> www.powerservices.net 1987	5800 Woodcliff Rd., Ste. 108 Bowie, MD 20720 301-390-0800/301-390-0501	Albert Winfield President	\$28,414,040	Electrical: 96% Telecomm: 4%
22 <b>G.J. Hopkins, Inc.</b> www.gjhopkins.com 1958	714 5th St. NE Roanoke, VA 24016 540-982-1873/540-982-0655	Mr. E. Clifton President	\$28,300,000	Electrical: 39% Mechanical: 54% Misc: 7%
23 <b>Blumenthal Kahn Electric, LP</b> www.bkelp.com 1909	10233 South Dolfield Rd. Owings Mills, MD 21117 410-363-1200/410-363-1215	John Blumenthal Chairman	\$22,000,000	Electrical: 95% Telecomm: 5%
24 <b>Mega Construction Co.</b> www.megaconstruction.net 1990	13451 Damar Dr. Philadelphia, PA 19116 215-464-2800/215-464-5966	John Capponi President	\$21,580,456	Concrete: 100%
25 <b>Globe Iron Construction Co. Inc.</b> www.globeiron.com 1923	1401 Maltby Ave. Norfolk, VA 23504 757-625-2542/757-628-0111	Lee S. Peregoff President	\$20,115,526	Steel Erec/Fab: 100%

## Top Specialty Contractors

Rank, Company Name, Website, Year Founded	Address Phone/Fax	Region's Top Officer	Regional Revenue	Specialty
<b>26 Walker Seal Companies, Inc.</b> www.walkerseal.com 1964	2808-A Merrilee Dr. Fairfax, VA 22031 703-560-4600/703-698-1356	Michael H. Walker CEO	\$17,959,565	Electrical: 75% Telecomm: 25%
<b>27 Reliance Fire Protection, Inc.</b> www.reliancefireprotection.com 1987	709 E. Ordnance Rd., Ste. 510 Baltimore, MD 21226 443-989-3000/410-760-9159	Charles P. Cangemi President	\$16,541,427	Fire/Security: 100%
<b>28 NLP Enterprises, Inc.</b> www.nlpentinc.com 1972	11422 Reisterstown Rd. Owings Mills, MD 21117 410-356-7500/410-356-7525	Robert McDaniel President	\$16,300,000	Paint/Coat: 100%
<b>29 Healy Long &amp; Jevin</b> www.healylongjevin.com 1978	2000 Rodman Rd. Wilmington, DE 19805 302-654-8039/302-654-8153	Jack Healy CEO	\$16,000,000	Concrete: 100%
<b>30 Paul A. Nickle, Inc.</b> www.panickle.com 1986	14 Mill Park Ct. Newark, DE 19713 302-453-4000/302-453-4493	Steven G. Dignan President	\$15,500,000	Electrical: 100%
<b>31 Rommel Electric Co.</b>  1956	810 Beaglin Park Rd. Salisbury, MD 21804 410-749-0445/410-747-1518	David Rommel President	\$15,200,000	Electrical: 100%
<b>32 Goel Services, Inc.</b> www.8a.com 2001	1201 Pennsylvania Ave. NW, Ste. 300 Washington, DC 20004 202-457-0111/202-457-0105	P.J. Goel Owner/CEO	\$15,000,000	HazMat: 100%
<b>33 AdvanceTEC LLC</b> www.advancetecllc.com 2000	485 Southlake Blvd Richmond, VA 23236 804-378-1550/804-378-4055	Tim Loughran Managing Partner	\$14,370,056	Wall/Ceiling/Interior: 100%
<b>34 ISEC, Inc.</b> www.isecinc.com 1967	9305 Gerwig Ln., Ste. M Columbia, MD 21046 410-381-6049/410-381-6812	Jim McAllister Vice President	\$12,939,541	Interiors: 100%

Rank, Company Name, Website, Year Founded	Address Phone/Fax	Region's Top Officer	Regional Revenue	Specialty
35 <b>Material Distributors, Inc.</b> 1947	8 Cynwyd Rd. & Union Ave. Bala Cynwyd, PA 19004 610-667-4800/610-667-8186	Richard S. Grossman CEO	\$12,000,000	Unspecified
36 <b>Steel Fab Enterprises, Inc.</b> 1987	623 Baumgardner Rd. Lancaster, PA 17603 717-434-0330/717-464-9464	Steve Fisher, Jr. President	\$9,600,000	Misc. Metals Fab & Erec: 100%
37 <b>R.L. Reppert, Inc.</b> www.rlreppert.com 1973	4281 Ramer Rd., P.O. Box 414 Emmaus, PA 18049-0414 610-965-3433/610-965-5384	Richard L. Reppert President	\$9,100,000	Wall/Ceiling/Interior: 100%
38 <b>E.C. Ernst, Inc.</b> www.ecernst.com 1915	1420 Ritchie Marlboro Rd. Capitol Heights, MD 20743 301-350-7770/301-499-0933	Jim Hegarty President	\$8,000,000	Electrical: 100%
39 <b>John F. Brennan, Inc.</b> www.brennan1.com 1956	2880 Berzky Rd., Ste. U & W, Rear Hatfield, PA 19440 215-831-9595/215-831-9594	Maryann C. Brennan McCarron, CEO	\$7,500,000	Food Service Equip: 100%
40 <b>Building Systems, Inc.</b> 1976	131 Wallace Ave., Unit 8 Downingtown, PA 19335 610-873-9103/610-873-9106	Ronald G. Goltz President	\$7,000,000	Masonry: 100%
<b>Tie Economic Roofing Co.</b> www.economicroofing.com 1972	7146 Montevideo Rd. Jessup, MD 20794-9309 443-661-1200/443-661-1234	Ty Hines President	\$7,000,000	Roofing: 100%
41 <b>Marmara Corp.</b> www.marmarausa.com 1989	1125 Okie St. NE Washington, DC 20002 202-635-4292/202-635-4297	Semsi Yozgat President	\$5,040,000	Stone/Tile/Ceramic/ Marble/Granite: 100%
42 <b>Worch Electric Inc.</b> worchelectric.com 1996	3910 Knowles Ave. Kensington, MD 20895 301-942-4860/301-942-2316	Denny Worch President	\$4,800,000	Electrical: 100%
43 <b>F.A. Rohrbach, Inc.</b> www.betterworkbyfar.com 1972	1302 N. 18th St. Allentown, PA 18104 610-820-3888/610-820-6035	Stephen Rohrbach, QC President	\$4,600,000	Concrete: 100%
44 <b>Fick Bros. Roofing &amp; Exterior Remodeling Co.</b> www.fickbros.com 1949	1200 E 25th St. Baltimore, MD 21218 410-889-5525/410-889-0322	Joseph A. Fick, Jr. President	\$4,400,000	Roofing: 100%
45 <b>Panel Systems, Inc.</b> 1979	7900 Kincannon Pl., Ste. 200 Lorton, VA 22079 703-550-1466/703-550-0486	Barry M. Unger President	\$3,804,482	Light Gauge Metal Framing: 100%
46 <b>Just Temps Personnel</b> www.justtemps.com	1530 Russell St. Baltimore, MD 21230 410-539-2011/410-332-1397	Robert Guiney President	\$3,800,000	Temp. Labor: 100%
47 <b>Beatty Drywall Systems, Inc.</b> 1948	1017 W 25th St. Wilmington, DE 19802 302-658-4022/302-658-1859	Charles Beatty President	\$3,400,000	Wall/Ceiling/Interior: 100%
48 <b>Eddy's Welding, Inc.</b> 1991	2020 Daniels Rd. Ellicott City, MD 21043 410-480-9938/410-480-0911	J.D. Eddy President	\$2,800,000	Steel Erec/Fab: 100%
49 <b>Greenville Concrete</b> www.greenvilleconcrete.com 2003	P.O. Box 4322 Greenville, DE 19807 302-888-1809/302-888-2780	Lou Dellosa President	\$2,100,000	Concrete: 100%
50 <b>Precision Millwork &amp; Cabinetry, Inc.</b> www.pm-cinc.com 1994	731 E. Bakersville-Edie Rd. Somerset, PA 15501 814-445-9669/814-445-9353	Kelly A. Eller Vice President	\$636,122.35	Cabinet /Millwork : 100%

## Top Specialty Contractors, Breakout Rankings:

The following rankings are based upon the amount of revenue generated within each construction category.

### Top Specialty Contractors in Washington, D.C.

1	EMCOR Group	\$150,524,000.00
2	Miller & Long Co.	\$124,000,000.00
3	Truland Cos.	\$59,000,000.00
4	Singleton Electric Co.	\$48,720,000.00
5	Mona Electric Group	\$22,000,000.00
6	Bowers Group	\$20,000,000.00
7	J.E. Richards	\$18,000,000.00
8	Shapiro & Duncan	\$15,000,000.00
9	PowerServices	\$10,082,904.00
10	Goel Services	\$6,750,000.00

### Top Specialty Contractors in Virginia

1	Miller & Long Co.	\$172,000,000.00
2	Bowers Group	\$60,000,000.00
3	Century Concrete	\$57,800,000.00
4	Anderson Co.	\$55,000,000.00
5	Truland Cos.	\$51,000,000.00
6	Southland Concrete Corp.	\$40,912,276.00
7	G.J. Hopkins	\$28,300,000.00
8	Mona Electric Group	\$26,000,000.00
9	Shapiro & Duncan	\$23,000,000.00
10	Globe Iron Construction Co.	\$12,864,680.00

### Top Specialty Contractors in Maryland

1	EMCOR Group	\$133,940,000.00
2	Miller & Long Co.	\$76,000,000.00
3	Oncore Construction	\$58,400,000.00
4	Enterprise Electric Co.	\$51,000,000.00
5	Truland Cos.	\$45,000,000.00
6	J.E. Richards	\$25,000,000.00
7	Mona Electric Group	\$23,000,000.00
8	Blumenthal Kahn Electric	\$22,000,000.00
9	Bowers Group	\$21,000,000.00
10	Shapiro & Duncan	\$20,000,000.00

### Top Specialty Contractors in Eastern Pennsylvania

1	Schlouch Incorporated	\$69,100,000.00
2	Hatzel & Buehler	\$37,414,000.00
3	Oliver Sprinkler Co. / Oliver Alarm Systems	\$30,500,000.00
4	S.A. Comunale Co.	\$30,300,000.00
5	Mega Construction Co.	\$20,062,127.00
6	Caretti	\$17,500,000.00
7	Steel Fab Enterprises	\$9,600,000.00
8	R.L. Reppert	\$9,100,000.00
9	EMCOR Group	\$8,080,000.00
10	Building Systems	\$7,000,000.00

### Top Specialty Contractors in Delaware

1	Delcard Associates	\$24,900,000.00
2	Hatzel & Buehler	\$16,944,000.00
3	Paul A. Nickle	\$13,800,000.00
4	Healy Long & Jevin	\$8,000,000.00
5	Beatty Drywall Systems	\$3,050,000.00
6	John F. Brennan	\$2,200,000.00
7	Mega Construction Co.	\$1,518,329.00
8	Greenville Concrete	\$1,300,000.00
9	Material Distributors	\$1,000,000.00
10	Marmara Corp.	\$50,000.00

### Top Concrete and Stone Contractors

1	Miller & Long Co.	\$372,000,000.00
2	Oncore Construction	\$58,400,000.00
3	Century Concrete	\$57,800,000.00
4	Southland Concrete Corp.	\$55,199,931.00
5	Mega Construction Co.	\$21,580,456.00
6	Healy Long & Jevin	\$16,000,000.00
7	Marmara Corp.	\$5,040,000.00
8	F.A. Rohrbach	\$4,600,000.00
9	Schlouch Incorporated	\$4,500,000.00
10	Greenville Concrete	\$2,100,000.00

### Top Metal and Steel Contractors

1	Globe Iron Construction Co. Inc.	\$20,115,526.00
2	Steel Fab Enterprises	\$9,600,000.00
3	Delcard Associates	\$9,500,000.00
4	Panel Systems	\$3,804,481.76
5	Eddy's Welding	\$2,800,000.00

### Top Electrical Contractors

1	Truland Cos.	\$155,000,000.00
2	Dynalectric Co.	\$151,000,000.00
3	EMCOR Group	\$150,524,000.00
4	Mona Electric Group	\$69,000,000.00
5	Singleton Electric Co.	\$55,000,000.00
6	Hatzel & Buehler	\$54,114,300.00
7	Enterprise Electric Co.	\$51,000,000.00
8	J.E. Richards	\$48,000,000.00
9	PowerServices	\$27,264,200.00
10	Blumenthal Kahn Electric	\$21,000,000.00
11	Paul A. Nickle	\$15,500,000.00
12	Rommel Electric Co.	\$15,200,000.00
13	Walker Seal Cos.	\$13,522,065.00
14	G.J. Hopkins	\$11,150,000.00
15	E.C. Ernst	\$8,000,000.00

### Top Mechanical Contractors

1	EMCOR Group	\$153,386,000.00
2	Bowers Group	\$101,000,000.00
3	Shapiro & Duncan	\$58,000,000.00
4	Hess Mechanical Corp./Comfort Systems USA	\$22,500,000.00
5	Delcard Associates	\$17,400,000.00

### Top Interiors and Detailing Contractors

1	AdvanceTEC	\$14,370,056.00
2	ISEC	\$12,939,541.00
3	R.L. Reppert	\$9,100,000.00
4	Beatty Drywall Systems	\$3,400,000.00
5	Precision Millwork & Cabinetry	\$636,122.35