

# Top Specialty Contractors

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The Mid-Atlantic's hot construction market may be starting to cool, but you wouldn't know it by the billings at major subcontracting firms around the region. Mid-Atlantic Construction's Top 75 Subcontractors collectively tallied more than \$4.7 billion in revenues in 2007. Many firms banked on major institutional and government projects, such as BRAC-related work. Mega-projects by private developers also paid off, including Philadelphia's Comcast Center, the new Washington Nationals Ballpark and the Gaylord National Harbor Resort outside Washington. Fortune 500 firm EMCOR cemented its place in the market, moving up to the top spot for regional revenues in 2007. Although many subcontractors saw earnings continue to rise, other have flattened or dropped. Read on to see how the region's top companies fared.

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Rank	Company	Address	Top Officer in Region	Total 2007 Revenue	Specialty Breakdown
1	<b>EMCOR Group, Inc</b> www.emcorgroup.com Year Founded: 1994	301 Merritt Seven, 6th FL Norwalk, CT 06851 Tel: 203-849-7800 / Fax: 203-849-7900	Frank T. MacInnis Chairman/CEO	\$442,530,000	Electrical:46% Mechanical/HVAC:54%
2	<b>Miller &amp; Long Co., Inc</b> www.millerandlong.com Year Founded: 1947	4824 Rugby Avenue Bethesda, MD 20814 Tel: 301-657-8000 / Fax: 301-657-8610	John M. McMahon Chairman	\$405,000,000	Concrete:100%
3	<b>M.C. Dean, Inc</b> www.mcdean.com Year Founded: 1949	22461 Shaw Road Dulles, VA 20166 Tel: 703-802-6231 / Fax: 703-421-4670	William H. Dean President/CEO	\$387,850,000	Electrical:100%
4	<b>Truland Systems Corporation</b> www.truland.com Year Founded: 1976	1900 Oracle Way, Ste 700 Reston, VA 20190 Tel: 703-464-3000 / Fax: 703-796-1718	Robert W. Truland Chairman/CEO	\$222,820,000	Electrical:100%
5	<b>ColonialWebb Contractors</b> www.colonialwebb.com Year Founded: 1972	2820 Ackley Avenue Richmond, VA 23228 Tel: 804-916-1400 / Fax: 804-264-5083	Mitchell Haddon President/CEO	\$195,000,000	Electrical:10% Mechanical/HVAC:40% Plumbing:30% Other:20%
6	<b>High Concrete Group</b> www.highconcrete.com Year Founded: 1959	125 Denver Road Denver, PA 17517 Tel: 717-336-9434 / Fax: 717-336-9301	Tom McEvoy President	\$180,000,000	Concrete:100%
7	<b>W.E. Bowers</b> www.webowers.com Year Founded: 1984	12401 Kiln Court Beltsville, MD 20705 Tel: 301-419-2488 / Fax: 301-419-2310	Wayne Bowers President	\$166,000,000	Mechanical/HVAC:100%

## EMCOR

Norwalk, Conn.

Regional Rank: #1

Mechanical Rank: #1

Electrical Rank: #3

Already the top subcontractor by nationwide revenue, EMCOR is firmly establishing its place in the Mid-Atlantic market. EMCOR Group jumped from second to first in Mid-Atlantic Construction's Top Specialty Contractor rankings with revenue of \$442 million in 2007, up from \$396 million in 2006.

"It has to do with having the right jobs, the right customers and having the right people to do those jobs," says Anthony J. Guzzi, president and chief operating officer of EMCOR Group, which is headquartered in Norwalk, Conn. "We have a major presence in the Mid-Atlantic."

Seven EMCOR companies operate in the District of Columbia area, including The Poole and Kent Corp., Duffy Mechanical and EMCOR Services Combustioneer Corp., all in mechanical; Dynalectric Company in electrical; S.A. Comunale in fire protection and mechanical; and EMCOR Government Services in government work. EMCOR Services Fluidics, a mechanical contractor, works in the Philadelphia area.

"We have branched into multiple trades," Guzzi adds. "We offer full service through those companies, from new construction all the way to

service and retrofit to people in attendance onsite."

Among EMCOR's larger recent Mid-Atlantic projects was S.A. Comunale installing the fire protection system at the \$611 million Nationals Park baseball stadium in Washington, D.C., which opened in the spring.

Poole and Kent is providing mechanical and plumbing services and S.A. Comunale is completing the fire protection at the \$573 million, 1.5 million-sq-ft Johns Hopkins Hospital New Clinical Building.

Health care and government work are among EMCOR's largest sectors. The company also works in the commercial, institutional, hospitality, water and wastewater, and refinery markets. "Diversity of service and diversity of market allow us to be successful over the long term," Guzzi says.

EMCOR, a Fortune 500 company, sees more than \$5.9 billion in annual revenues globally with 76 companies operating in 170 markets. "We have significant financial strength, which allows us to bond jobs other people cannot, and to have the working capital other people couldn't have," Guzzi says.

EMCOR continues on the upswing in 2008 with a projected 12% to 25% earnings growth companywide.

"We're expecting a decent year," Guzzi. "We're cautious with the economy where it is and what impact the subprime meltdown will have on the ability to go out and get other work. But we are so diverse that we will get through it, as we have in the past." <<

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8	<b>Pierce Associates, Inc</b> www.pai.us Year Founded: 1961	4216 Wheeler Avenue Alexandria, VA 22304 Tel: 703-751-2400 / Fax: 703-751-2479	Stephen C. Pierce President	\$135,000,000	Mechanical/HVAC:100%
9	<b>S.B. Ballard Construction Company</b> www.sballard.com Year Founded: 1978	2828 Shipp's Corner Road Virginia Beach, VA 23453 Tel: 757-440-5555 / Fax: 757-451-2873	Stephen B. Ballard President/CEO	\$132,000,000	Concrete:100%
10	<b>Worth &amp; Company</b> www.worthandcompany.com Year Founded: 1983	6263 Kellers Church Road Pipersville, PA 18947 Tel: 267-362-1100 / Fax: 267-362-1130	Stephen Worth President	\$122,500,000	Mechanical/HVAC:80% Plumbing:20%
11	<b>Madison Concrete Construction</b> www.madisonconcrete.com Year Founded: 1969	130 Quaker Lane Malvern, PA 19355 Tel: 610-695-8800 / Fax: 610-695-8678	Jim Dolente, Sr. Chairman/CEO	\$115,000,000	Concrete:100%
12	<b>Southland Concrete</b> www.southlandconcrete.com Year Founded: 1973	44330 Mercure Circle, Ste 100 Dulles, VA 20166 Tel: 703-471-4444 / Fax: 703-661-8740	Randy Green President	\$97,850,000	Concrete:100%
13	<b>Mona Electric Group, Inc</b> www.getmona.com Year Founded: 1966	7915 Malcolm Road Clinton, MD 20735 Tel: 301-868-8400 / Fax: 301-868-9769	Vincent Cap Mona CEO	\$88,000,000	Electrical:75% Fire Protection/ Security:15% Telecommunications:10%
14	<b>Shapiro &amp; Duncan, Inc</b> www.shapiroandduncan.com Year Founded: 1976	14620 Rothgeb Drive Rockville, MD 20850 Tel: 301-315-6260 / Fax: 301-315-8983	Gerald Shapiro President	\$87,100,000	Mechanical/HVAC:70% Plumbing:30%
15	<b>J. E. Richards, Inc</b> www.jerichards.com Year Founded: 1983	10401 Tucker Street Beltsville, MD 20705 Tel: 301-345-1300 / Fax: 301-345-2370	Joseph E. Richards President	\$79,700,000	Electrical:99% Telecommunications:1%
16	<b>Hatzel &amp; Buehler, Inc</b> www.hatzelandbuehler.com Year Founded: 1917	3600 Silverside Road Wilmington, DE 19810 Tel: 302-478-4200 / Fax: 302-478-2750	William A. Goeller President	\$74,000,000	Electrical:85% Telecommunications:15%
TIE	<b>W. G. Tomko, Inc</b> www.wgtomko.com Year Founded: 1954	2559 Route 88 Finleyville, PA 15332 Tel: 724-348-2000 / Fax: 724-348-7001	William G. Tomko III President	\$74,000,000	Mechanical/HVAC:20% Plumbing:60% Utility:20%

## M.C. Dean

Dulles, Va.

**Regional Rank: #3**

**Electrical Rank: #1**

A number of M.C. Dean offices experienced solid growth in 2007, enabling the Dulles, Va.-based company to grow from \$270 million in 2006 to \$388 million in 2007.

"We did it all through organic growth," says Bill Dean, the firm's CEO. "Design-build, acquisitions made in 2004 and our technical focus—primary distribution, electronics and telecommunications—are our real strengths."

The company, founded in 1949 by Bill Dean's grandfather, provides integrated heavy electrical, communication, life-safety and automation systems. M.C. Dean operates 22 offices around the world, most recently opening ones in Houston and Baton Rouge to better serve the

energy market. In the Mid-Atlantic, it works in the government and health-care sectors.

In 2007, the company completed the \$44 million telecommunication and electrical systems at the Social Security Administration headquarters for Hensel Phelps Construction Co. of Chantilly, Va. The project included a heavy power supply, backup generators to maintain service to critical areas and a fiber-optic communication network.

M.C. Dean is currently working at on a \$75 million project at Johns Hopkins Hospital New Clinical Building, being constructed by Clark/Banks, a partnership between Clark Construction Group of Bethesda, Md., and Banks Contracting Co. of Baltimore.

"We want to make sure we have good diversity," Dean says. "Our real forte is complex design-build. We have a large engineering staff and technology staff. If you look at these projects, that's the theme that runs between them all." <<

## Top Specialty Contractors

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18	<b>Oncore Construction</b> www.oncoreconstruction.com Year Founded: 1997	4703 Webster Street Bladensburg, MD 20710 Tel: 301-927-7700 / Fax: 301-927-7931	Robert MacDaniels President	\$68,000,000	Concrete:100%
19	<b>The Farfield Company</b> Year Founded: 1967	312 East Meadow Valley Road, PO Box 387 Lititz, PA 17543 Tel: 717-626-4781 / Fax: 717-626-2443	Dennis Pierce President/CEO	\$65,300,000	Electrical:40% Fire Protection/Security:5% Mechanical/HVAC:35% Plumbing:5% Sheet Metal:10% Utility:5%
20	<b>Battaglia Electric, Inc</b> www.battag.com Year Founded: 1981	11 Industrial Boulevard New Castle, DE 19720 Tel: 302-325-5740 / Fax: 302-325-6106	Gene Battaglia President	\$64,000,000	Electrical:78% Mechanical/HVAC:15% Plumbing:4% Telecommunications:3%
21	<b>Structural Group</b> www.structural.net Year Founded: 1976	6955 San Tomas Road Elkridge, MD 21075 Tel: 410-796-5000 / Fax: 410-796-8500	Peter Emmons President	\$63,790,000	Concrete:85% Masonry:15%
22	<b>East Coast Fire Protection, Inc</b> www.ecfp.com Year Founded: 1997	3017 Vernon Road Richmond, VA 23238 Tel: 804-222-1381 / Fax: 804-222-4393	James Toups President	\$60,800,000	Fire Protection/ Security:100%
23	<b>The Tri-M Group</b> www.tri-mgroup.com Year Founded: 1964	204 Gale Lane, PO Box 69 Kennett Square, PA 19348 Tel: 610-444-1000 / Fax: 610-444-6136	James T. Horn President/CEO	\$59,000,000	Electrical:60% Fire Protection/ Security:5.25% Telecommunications:9.25% Other:25.5%
24	<b>Schlouch Incorporated</b> www.schlouch.com Year Founded: 1983	132 Excelsior Drive Blandon, PA 19510 Tel: 610-926-7070 / Fax: 610-926-7171	Barry L. Schlouch President	\$54,270,000	Concrete:11% Environmental:2% Excavation:77% Paving:10%
25	<b>Century Concrete, Inc</b> www.centuryconcreteinc.com Year Founded: 2000	1364 Air Rail Avenue Virginia Beach, VA 23455 Tel: 757-460-5366 / Fax: 757-460-3296	Preston M. White President	\$53,000,000	Concrete:90% Paving:10%
26	<b>Singleton Electric Co, Inc</b> Year Founded: 1954	7860 Cessna Avenue Gaithersburg, MD 20879 Tel: 301-258-2600 / Fax: 301-948-2097	John N. Singleton President	\$52,970,000	Electrical:100%
27	<b>Hess Mechanical Corp</b> Year Founded: 1980	9600 Fallard Court Upper Marlboro, MD 20772 Tel: 301-856-4700 / Fax: 301-856-4720	Katharine Hess Teitel President/CEO	\$51,510,000	Mechanical/HVAC:50% Plumbing:20% Sheet Metal:30%
28	<b>The Anderson Company</b> www.theandco.com Year Founded: 1996	12150 TAC Court Manassas, VA 20109 Tel: 703-393-4000 / Fax: 703-393-4010	James Anderson President	\$50,500,000	Concrete:1% Demolition/Wrecking:3% Environmental:20% Excavation:64% Paving:5% Utility:7%
29	<b>B.R. Kreider &amp; Son, Inc</b> www.brkreider.com Year Founded: 1936	63 Kreider Lane Manheim, PA 17545 Tel: 717-898-7651 / Fax: 717-898-3144	Ken Kreider CEO	\$44,000,000	Excavation:60% Paving:40%
30	<b>Gaines and Co.</b> www.gainesandco.com Year Founded: 1954	112 Westminster Road Reisterstown, MD 21136 Tel: 410-883-9833 / Fax: 410-883-9822	Lee Gaines President	\$42,600,000	Utility:100%
31	<b>Cavan Construction Company, Inc</b> www.cavanconstruction.com Year Founded: 1963	231B Presidential Drive Greenville, DE 19807 Tel: 610-356-2966 / Fax: 484-785-1010	Thomas Smith President	\$42,000,000	Concrete:70% Foundation/ Underground:30%
TIE	<b>TSI / Exterior Wall Systems, Inc</b> Year Founded: 1978	3705 West Street Landover, MD 20785 Tel: 301-322-7200 / Fax: 301-322-7207	Victor Cornellier President	\$42,000,000	Glazing/Curtain Wall:100%
33	<b>Southland Insulators</b> www.southlandinsulators.com Year Founded: 1986	8521 Quarry Road Manassas, VA 20110 Tel: 703-368-1965 / Fax: 703-369-0881	Gerald Palmer President	\$39,000,000	Insulation:100%

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TIE	<b>Oliver Sprinkler Co, Inc</b> www.oliversprinkler.com Year Founded: 1957	501 Feheley Drive King of Prussia, PA 19406 Tel: 610-277-1331 / Fax: 610-277-2837	David S. Oliver President	\$39,000,000	Fire Protection/ Security:100%
35	<b>H.T. Sweeney &amp; Son, Inc</b> Year Founded: 1947	308 Dutton Mill Road Brookhaven, PA 19015 Tel: 610-872-8896 / Fax: 610-874-6730	Terry Sweeney President	\$38,000,000	Excavation:100%
36	<b>Miller Electric Company</b> Year Founded: 1928	PO Box 1799 Jacksonville, FL 32201 Tel: 904-388-8000 / Fax: 904-389-8653	Ron Autrey President	\$36,300,000	Electrical:100%
37	<b>Denison Landscaping, Inc</b> www.denisonlandscaping.com Year Founded: 1972	8911 Oxon Hill Road Fort Washington, MD 20744 Tel: 301-567-0210 / Fax: 301-839-4228	John P. Denison President	\$36,200,000	Landscape:100%
38	<b>Linde Corporation</b> Year Founded: 1965	Cross Creek Pointe, 1065 Highway 315, Ste 102 Wilkes-Barre, PA 18702 Tel: 570-822-0141 / Fax: 570-822-0670	Scott Linde President	\$35,000,000	Excavation:25% Utility:75%
39	<b>Caretti, Inc</b> www.carettimasonry.com Year Founded: 1953	4590 Industrial Park Road Camp Hill, PA 17011 Tel: 717-737-6759 / Fax: 717-737-6880	Greg Hess President	\$34,000,000	Masonry:100%
40	<b>C A Lindman Companies</b> www.calindman.com Year Founded: 1990	10401 Guilford Road Jessup, MD 20794 Tel: 301-420-4700 / Fax: 301-420-4701	Robert G. Pusheck President	\$33,180,000	Concrete:21% Masonry:79%
41	<b>Nickle Electrical Companies</b> www.nickleelectrical.com Year Founded: 1986	14 Mill Park Court Newark, DE 19713 Tel: 302-453-4000 / Fax: 302-453-4493	Steven Dignan President/CEO	\$31,000,000	Electrical:100%
42	<b>A.C. Dellovade, Inc</b> www.acdellovade.com Year Founded: 1973	108 Cavasina Drive Canonsburg, PA 15317 Tel: 724-873-8190 / Fax: 724-873-8187	Armand C. Dellovade President	\$29,350,000	Roofing:20% Other:80%

## Pierce Associates

Alexandria, Va.

Regional Rank: #8

Mechanical Rank: #3

A major hospitality project propelled revenues of mechanical contractor Pierce Associates of Alexandria, Va., to \$135 million in 2007, up from \$64 million in 2006.

"There are a lot of things in our industry we don't control, and one big job came our way," says Jim Pierce, a principal with the family-owned firm.

The \$158 million, two-year Gaylord National Resort Hotel and Convention Center project represented half of Pierce Associates' work last year and was the largest project in its 47-year existence.

General Contractor Perini/Tompkins Joint Venture, a partnership between Perini Corp. of Framingham, Mass., and Tompkns Builders of Washington, D.C., awarded Pierce Associates a cost-plus contract for performing mechanical services on the fast-paced, 20-story, 2.4-million-sq-ft project because complete drawings were not available at the time.

The company primarily works in the Washington, D.C., metropolitan area. It self-performs pipe and sheet metal fabrication and employs between 300 and 400 people, bringing more on for large projects. At Gaylord, Pierce Associates staffed up and placed 500 plumbers, sheet-metal workers, steamfitters and support staff onsite.

Pierce credits his father and his partners with starting the company off on conservative footing, which the current owners have maintained.

"They were working-class people who grew up during the Depression," Pierce says. "The advantage to having money was to be financially secure, not to splurge. They kept money in the company. We try to be selective about the work we take and also only work for contractors and owners that treated us fairly."

Pierce projects revenues of about \$80 million in 2008. This year, Pierce is working on a \$48 million contract at Constitution Center for James G. Davis Construction Corp. of Rockville, Md.

"For a business to survive this long, it takes a lot of good people and hard work and some good luck," Pierce says. "We have been fortunate." <<

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43	<b>Total Engineering, Inc</b> www.totalengineering.biz Year Founded: 1999	8240 Professional Place, Ste 205 Landover, MD 20785 Tel: 301-459-7484 / Fax: 301-459-7487	Greg Deweese Vice President	\$29,340,000	Excavation:100%
44	<b>John H. Hampshire, Inc</b> www.jhhampshire.com Year Founded: 1911	320 West 24th Street Baltimore, MD 21211 Tel: 410-366-8900 / Fax: 410-467-7391	Chip Fry President	\$27,000,000	Plastering/Drywall:100%
45	<b>Heller Electric Co., Inc</b> www.hellerelectric.com Year Founded: 1964	14218 Brandywine Road, PO Box 237 Brandywine, MD 20613 Tel: 301-372-6816 / Fax:	William Heller CEO	\$26,890,000	Concrete:2% Electrical:87% Excavation:1% Telecommunications:10%
46	<b>Walker Seal Electric Company, Inc</b> www.walkerseal.com Year Founded: 1923	2808-A Merrilee Drive Fairfax, VA 22031 Tel: 703-560-4600 / Fax: 703-560-7063	Michael H. Walker CEO	\$25,700,000	Electrical:80% Telecommunications:20%
47	<b>Tower-Davis Electric</b> www.towerdavis.com Year Founded: 2003	5265 Port Royal Road, Ste 100 Springfield, VA 22151 Tel: 703-563-4055 / Fax: 703-745-1155	David DiSanto President/CEO	\$24,000,000	Electrical:100%
48	<b>Iacoboni Site Specialists, Inc</b> www.iacoboni.com Year Founded: 1991	9301 Philadelphia Road Baltimore, MD 21237 Tel: 410-686-2100 / Fax: 410-686-8559	Thomas Iacoboni President	\$23,900,000	Excavation:55% Paving:5% Utility:40%
49	<b>Scalo Group of Companies</b> www.burns-scalo.com Year Founded: 1956	22 Rutgers Road Pittsburgh, PA 15205 Tel: 412-928-3060 / Fax: 412-928-8705	Jack Scalo CEO	\$23,000,000	Roofing:90% Sheet Metal:10%
TIE	<b>Goel Services, Inc</b> www.8a.com Year Founded: 2001	6211 Dix Street, NE Washington, DC 20019 Tel: 202-457-0111 / Fax: 202-457-0105	PJ Goel President	\$23,000,000	Asbestos/Lead Abatement:30% Demolition/Wrecking:30% Environmental:10% Insulation:7% Telecommunications:4% Other 19%
51	<b>Roof Systems of VA, Inc</b> www.roofsys.com Year Founded: 1993	501 Jefferson Davis Highway Richmond, VA 23224 Tel: 804-231-2875 / Fax: 804-231-6326	Malcolm L. Nunn, Jr. President/CEO	\$21,500,000	Roofing:70% Sheet Metal:30%
52	<b>Engleman Construction, Inc</b> www.engelmanconstruction.com Year Founded: 1974	4702 Indian Creek Road Macungie, PA 18062 Tel: 610-967-5677 / Fax: 610-967-4128	Joseph Engelman President	\$21,200,000	Concrete:90% Environmental:10%
53	<b>Zephyr Aluminum</b> www.google.com Year Founded: 1953	625 Second Street, PO Box 4906 Lancaster, PA 17604 Tel: 717-397-3618 / Fax: 717-397-1389	Douglas Cornell President	\$21,000,000	Glazing/Curtain Wall:100%
54	<b>McKinney Drilling Co.</b> www.mckinneydrilling.com Year Founded: 1952	PO Box 78 Delmont, PA 15626 Tel: 724-468-4139 / Fax: 724-468-6877	William Maher President	\$20,200,000	Foundation/ Underground:100%
TIE	<b>ISEC</b> Year Founded: 1990	9305 Gerwig Lane, Ste M Columbia, MD 21046 Tel: 410-381-6049 / Fax: 410-381-6812	Joan Norblom Executive Vice President	\$20,200,000	Wall/Ceiling:100%
56	<b>1st Electric, Inc</b> www.1stelectricinc.com Year Founded: 2005	2340 Monumental Avenue Baltimore, MD 21227 Tel: 410-242-0303 / Fax: 410-242-0307	Richard China President/CEO	\$18,590,000	Electrical:92% Telecommunications:8%
57	<b>The Witmer Group</b> www.wmimasonry.com Year Founded: 1967	1003 Cornerstone Drive Mount Joy, PA 17552 Tel: 717-653-1428 / Fax: 717-653-6859	Todd Witmer President	\$17,500,000	Masonry:85% Other:15%
58	<b>High Purity Systems, Inc</b> www.highpuritysystemsinc.com Year Founded: 1985	8432 Quarry Road Manassas, VA 20110 Tel: 703-330-5094 / Fax: 703-330-0161	Jody Ralston CEO	\$16,730,000	Mechanical/HVAC:100%

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59	<b>Metal Sales and Service, Inc</b> www.metalwerksusa.com Year Founded: 1968	200 Gale Lane Kennett Square, PA 19348 Tel: 800-321-7816 / Fax: 610-444-9328	Stephen Scharr President	\$16,500,000	Other:100%
60	<b>R. D. Bean, Inc</b> www.rdbean.com Year Founded: 1967	5105 Powder Mill Road Beltsville, MD 20705 Tel: 301-937-0260 / Fax: 301-937-0958	Richard Bean President	\$16,000,000	Roofing:100%
61	<b>Reliance Fire Protection, Inc</b> www.reliancefireprotection.com Year Founded: 1987	709 East Ordnance Road, Ste 510 Baltimore, MD 21226 Tel: 443-989-3000 / Fax: 410-760-9159	Charles P. Cangemi CEO	\$15,840,000	Fire Protection/ Security:100%
62	<b>Outside Unlimited</b> www.outside-unlimited.com Year Founded: 1981	4195 St. Paul Road Hampstead, MD 21074 Tel: 410-374-1514 / Fax: 410-374-1536	Michael Martin Vice President of Operations	\$15,500,000	Landscape:100%
63	<b>Walsh Electric Company</b> Year Founded: 1987	101 Sentry Circle Yorktown, VA 23692 Tel: 757-890-0636 / Fax: 757-369-0270	David Walsh Sr. CEO	\$15,200,000	Electrical:100%
64	<b>Material Distributors, Inc</b> Year Founded: 1947	8 Cynwyd Road & Union Avenue Bala Cynwyd, PA 19004 Tel: 610-667-4800 / Fax: 610-667-8186	Richard S. Grossman CEO	\$15,000,000	Other:100%
65	<b>Trainer Glass Company</b> Year Founded: 2006	2001 Ware Bottom Spring Road Chester, VA 23836 Tel: 804-291-1540 / Fax: 804-291-1430	Tom Trainer President	\$12,770,000	Glazing/Curtain Wall:100%
66	<b>EEl Holding Corporation</b> www.eeiholding.com Year Founded: 1984	700 North MacArthur Boulevard Springfield, IL 62702 Tel: 217-528-4001 / Fax: 217-528-1677	Robert Egizii CEO	\$12,000,000	Electrical:100%
67	<b>Lighting Maintenance, Inc</b> www.lightingmaintenance.com Year Founded: 1991	5193 Raynor Avenue Linthicum, MD 21090 Tel: 877-279-7373 / Fax: 877-279-7374	Hilary Yoder President	\$11,000,000	Electrical:25% Utility:10% Other:65%
68	<b>P K Contractors, Inc</b> Year Founded: 1988	7202 Lockport Place East Lorton, VA 22079 Tel: 703-550-2459	Yun Park President	\$10,700,000	Roofing:90% Sheet Metal:3% Wall/Ceiling:7%

## Shapiro & Duncan

Rockville, Md.

Regional Rank: #14

Mechanical Rank: #6

Plumbing Rank: #3

Mechanical contractor Shapiro & Duncan credits a dedicated workforce, a team approach and repeat clients with pushing its 2007 revenue to \$87 million, up from \$64 million in 2006.

"Our growth has been internal," says Sheldon Shapiro, executive vice president of the Rockville, Md., firm.

In 2007, the company completed mechanical and plumbing work at Waterview, a 1-million-sq-ft, mixed-use project at the foot of the Key Bridge in Rosslyn, Va., for James G. Davis Construction of Rockville, Md. The project included a 24-story office building and a 29-story hotel and residential condominium tower.

Shapiro & Duncan also began several large school projects, including renovations at South County High School and W.T. Woodson High Schools for Fairfax County Public Schools, as well as a new Washington-Lee High School for the Arlington County School District.

Last year, Shapiro & Duncan opened a 51,000-sq-ft planning and pipe-fabrication facility in Landover, Md., providing vertical integration on jobs. The company invested in building information modeling technology to facilitate pipe production.

"Our clients like the pipe prefabrication because it speeds up the installation," Shapiro says.

The family-owned firm began business in 1976 and has completed nearly 2,000 projects over the years. It focuses its new construction, design-build and service work in Maryland, Virginia and the District of Columbia. Looking ahead, Shapiro expects 2008 to remain strong. <<

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69	<b>Atlantic Scaffolding Company</b> www.atlanticscaffolding.com Year Founded: 1980	10440 Little Patuxent Parkway, Ste 600 Columbia, MD 21044 Tel: 410-799-0304 / Fax: 410-799-3435	Mike Simonsen Regional Manager	\$10,400,000	Other:100%
70	<b>Steel Fab Enterprises, Inc</b> Year Founded: 1987	623 Baumgardner Road Lancaster, PA 17603 Tel: 717-434-0330 / Fax: 717-464-9464	Steve Fisher President	\$10,300,000	Steel Erection/ Fabrication:100%
71	<b>Union Wholesale Company</b> www.uwco.net Year Founded: 1956	500 East Front Street Wilmington, DE 19801 Tel: 302-656-4462 / Fax: 302-656-1102	James L. McLaughlin President	\$10,000,000	Wall/Ceiling:35% Other:65%
72	<b>Clover Plumbing &amp; Mechanical</b> www.cloverco.com Year Founded: 1981	11170 Lee Highway #A Fairfax, VA 22030 Tel: 703-352-2700 / Fax: 703-352-4550	Daniel J. McGuire President	\$9,300,000	Mechanical/HVAC:25% Plumbing:75%
73	<b>Tolley Electrical Corp</b> www.tolleyelectric.com Year Founded: 1978	10981 Richardson Road Ashland, VA 23005 Tel: 804-550-2666 / Fax: 804-550-2063	Russell Brooks President	\$9,220,000	Electrical:100%
74	<b>J.S. Archer Company, Inc</b> www.jsarcher.com Year Founded: 1913	10466 Dow-Gil Road Ashland, VA 23005 Tel: 804-798-0400 / Fax: 804-798-7221	John E. Martin President	\$8,000,000	Other:100%
75	<b>Building Systems</b> Year Founded: 1970	131 Wallace Avenue Downtown, PA 19335 Tel: 610-873-9103 / Fax: 610-873-9106	Ronald Goltz President	\$7,500,000	Masonry:100%

## 1st Electric

Baltimore, Md.

Regional Rank: #56

Electrical Rank: #17

After only two full years of operation, 1st Electric is quickly making a name for itself in the region. The company nearly doubled its revenue in 2007, at almost \$19 million, up from \$9.6 million in 2006.

"I attribute it to the people we have working in the company and their experience in the marketplace," says Richard China, president and CEO of 1st Electric of Baltimore.

China sold his former family-owned firm, Primo Electric, to IES of Houston in 1999. He remained with IES until retiring in November 2004. Not long after, he received a call asking if he was interested in buying back the former Primo. China negotiated a deal, but it fell apart. China decided to start a new company, 1st Electric, which began in November 2005. By May 2006, 1st Electric became profitable and has continued to grow.

"I had a strong following of people willing to come on board as the backlog built," China says.

Key 2007 projects include a \$2.5 million, multiphase project for Forrester Construction Co. of Rockville, Md., at Nimitz Library, Ricketts Hall and Mahan Hall at the U.S. Naval Academy in Annapolis, Md. It also completed the second phase of a \$2.8 million job at Centennial

Elementary School in Ellicott City, Md., for the Whiting-Turner Contracting Co. of Baltimore.

1st Electric opened the first of four planned satellite offices on the Eastern Shore of Maryland in March 2006, and earlier this year it opened a second satellite in Aberdeen, Md., to better serve the military market. The company plans to open an office in Northern Virginia and one in the Hagerstown area by mid-2009.

China expects each satellite office to generate \$4 million to \$5 million in revenue, with a total of \$50 million in revenue projected companywide by 2010.

This year got off to a slow start, due to job delays and financing difficulties for developers, China says. However, revenues for May and June topped the charts, which should help 1st Electric meet its \$25 million to \$30 million projection for 2008.

The company is wrapping up a \$7 million project for the Smithsonian Institute, wiring a 400,000-sq-ft warehouse to store artifacts, and it recently received its highest contract ever – \$9 million for electrical work at a new high school in Harford County, Md.

After working for a large, public company, China seems pleased to be back running the show. "I found starting this company refreshing," China says. "When I make a decision today, something happens. Personal relationships you have with customers are important to being successful in this business." <<

## Top Specialty Contractors – Breakout Rankings

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

### TOP REGIONAL CONTRACTORS BY VALUE OF WORK WORLDWIDE

1	EMCOR Group, Inc	\$5,927,150,000
2	Comfort Systems USA	\$1,109,530,000
3	Henkels & McCoy, Inc.	\$906,000,000
4	Miller & Long Co., Inc.	\$440,000,000
5	Structural Group	\$427,460,000
6	M.C. Dean, Inc.	\$387,850,000
7	Miller Electric Company	\$303,420,000
8	ISEC, Inc.	\$258,600,000
9	High Concrete Group LLC	\$235,000,000
10	Truland Systems Corporation	\$223,730,000
11	ColonialWebb Contractors	\$200,000,000
12	W.E. Bowers	\$166,000,000
13	D. H. Griffin Wrecking Co., Inc.	\$148,000,000
14	East Coast Fire Protection, Inc	\$140,000,000
15	Pierce Associates, Inc	\$135,000,000
16	S.B. Ballard Construction Company	\$132,000,000
17	Hatzel & Buehler, Inc.	\$130,000,000
18	Trainor Glass Company	\$126,570,000
19	Worth & Company	\$122,500,000
20	Atlantic Scaffolding Company	\$117,500,000
21	Madison Concrete Construction	\$115,000,000
22	McKinney Drilling Co.	\$109,800,000
23	Southland Concrete	\$98,570,000
24	Mona Electric Group, Inc.	\$88,000,000
25	Shapiro & Duncan, Inc	\$87,100,000
26	J. E. Richards, Inc.	\$80,000,000
27	W.G. Tomko, Incorporated	\$74,000,000
28	Oncore Construction LLC	\$68,000,000
29	The Farfield Company	\$65,300,000
30	The Tri-M Group, LLC	\$65,180,000
31	Battaglia Electric, Inc	\$64,000,000
32	A.C. Dellovade, Inc.	\$62,690,000
33	Schlouch Incorporated	\$54,560,000
34	Century Concrete Inc.	\$53,000,000
35	Singleton Electric Co, Inc	\$52,970,000
36	EEL Holding Corporation	\$45,000,000
37	B.R. Kreider & Son Inc.	\$44,000,000
38	CAVAN Construction Company, Inc	\$42,000,000
TIE	H.T. Sweeney & Son Inc.	\$42,000,000
TIE	TSI / Exterior Wall Systems Inc.	\$42,000,000
41	Southland Insulators	\$39,000,000
TIE	Oliver Sprinkler Co, Inc	\$39,000,000
43	Denison Landscaping Inc	\$36,200,000
44	Linde Corporation	\$35,000,000
45	Caretti Inc.	\$34,000,000
46	Nickle Electrical Companies	\$31,000,000
TIE	Total Engineering, Inc.	\$31,000,000
48	Piedmont Landscape Contractors	\$29,900,000
49	Superior Air Handling Corp	\$28,600,000
50	TEMP-AIR	\$28,050,000
51	John H. Hampshire, Inc	\$27,000,000
52	Heller Electric Company, Inc.	\$26,890,000
53	Walker Seal Electric Company, Inc	\$25,700,000
54	Tower-Davis Electric	\$24,000,000
55	Iacaboni Site Specialists Inc	\$23,900,000
56	AdvanceTEC L.L.C.	\$23,000,000
TIE	The Scalco Group of Companies	\$23,000,000
TIE	Goel Services, Inc.	\$23,000,000
59	Roof Systems of VA, Inc.	\$21,500,000
60	Engelman Construction Inc	\$21,200,000
61	Zephyr Aluminum LLC	\$21,000,000
62	1st Electric, Inc	\$18,590,000
63	The Witmer Group	\$17,500,000
64	High Purity Systems, Inc.	\$16,730,000
65	Metal Sales and Service Inc.	\$16,500,000
66	Ritter & Paratore Contracting	\$16,250,000
67	R. D. Bean, Inc.	\$16,000,000
68	Reliance Fire Protection Inc	\$15,840,000
69	Outside Unlimited	\$15,500,000
70	Walsh Electric Company, Inc.	\$15,200,000

71	Material Distributors, Inc.	\$15,000,000
72	Lighting Maintenance, Inc	\$11,000,000
73	P K Contractors, Inc.	\$10,700,000
74	Midsouth Steel, Inc.	\$10,400,000
75	Steel Fab Enterprises, Inc.	\$10,300,000

### TOP DISTRICT OF COLUMBIA SPECIALTY CONTRACTORS

1	EMCOR Group, Inc	\$203,820,000
2	Miller & Long Co., Inc	\$122,000,000
3	M.C. Dean, Inc	\$55,100,000
4	Truland Systems Corporation	\$54,860,000
5	Mona Electric Group, Inc	\$50,000,000
6	J. E. Richards, Inc	\$37,800,000
7	Oncore Construction	\$37,000,000
8	Singleton Electric Co, Inc	\$36,440,000
9	Goel Services, Inc	\$23,000,000
10	High Concrete Group	\$20,000,000
TIE	W.E. Bowers	\$20,000,000
12	The Anderson Company	\$17,500,000
13	Shapiro & Duncan, Inc	\$15,000,000
14	John H. Hampshire, Inc	\$12,000,000
15	TSI / Exterior Wall Systems, Inc	\$10,000,000
TIE	Pierce Associates, Inc	\$10,000,000
17	C A Lindman Companies	\$9,200,000
18	Tower-Davis Electric	\$7,400,000
19	Structural Group	\$6,270,000
20	Walker Seal Electric Company, Inc	\$6,200,000

### TOP DELAWARE SPECIALTY CONTRACTORS

1	Hatzel & Buehler, Inc	\$31,000,000
2	Nickle Electrical Companies	\$25,000,000
3	Battaglia Electric, Inc	\$23,000,000
4	High Concrete Group	\$20,000,000
5	Cavan Construction Company, Inc	\$16,000,000
6	The Tri-M Group	\$15,000,000
7	Union Wholesale Company	\$10,000,000
8	Southland Insulators	\$9,000,000
9	The Farfield Company	\$8,000,000
10	Truland Systems Corporation	\$6,050,000

### TOP MARYLAND SPECIALTY CONTRACTORS

1	Miller & Long Co., Inc	\$174,000,000
2	EMCOR Group, Inc	\$143,080,000
3	Pierce Associates, Inc	\$114,000,000
4	W.E. Bowers	\$62,000,000
5	Gaines and Co.	\$62,600,000
6	High Concrete Group	\$40,000,000
7	M.C. Dean, Inc	\$36,300,000
8	Truland Systems Corporation	\$35,600,000
9	Shapiro & Duncan, Inc	\$30,000,000
10	Southland Concrete	\$29,540,000
11	Hess Mechanical Corp	\$29,500,000
12	Denison Landscaping, Inc	\$29,000,000
13	TSI / Exterior Wall Systems, Inc	\$28,000,000
14	J. E. Richards, Inc	\$26,400,000
15	Mona Electric Group, Inc	\$26,000,000
16	Iacaboni Site Specialists, Inc	\$23,400,000
17	Structural Group	\$18,320,000
18	Oncore Construction	\$17,000,000
19	1st Electric, Inc	\$15,190,000
20	East Coast Fire Protection, Inc	\$15,000,000
TIE	Southland Insulators	\$15,000,000
22	Total Engineering, Inc	\$14,170,000
23	John H. Hampshire, Inc	\$14,000,000
24	ISEC	\$13,500,000
25	Reliance Fire Protection, Inc	\$13,410,000
26	Outside Unlimited	\$13,300,000
27	Caretti, Inc	\$11,000,000
TIE	Zephyr Aluminum	\$11,000,000
29	W. G. Tomko, Inc	\$10,000,000
TIE	R. D. Bean, Inc	\$10,000,000

## Top Specialty Contractors

### TOP PENNSYLVANIA SPECIALTY CONTRACTORS

1	Worth & Company	\$118,500,000
2	Madison Concrete Construction	\$115,000,000
3	EMCOR Group, Inc	\$74,650,000
4	W. G. Tomko, Inc	\$64,000,000
5	The Farfield Company	\$57,300,000
6	Schlouch Incorporated	\$54,270,000
7	High Concrete Group	\$50,000,000
8	B.R. Kreider & Son, Inc	\$44,000,000
9	Hatzel & Buehler, Inc	\$43,000,000
10	The Tri-M Group	\$39,000,000
TIE	Oliver Sprinkler Co, Inc	\$39,000,000
12	H.T. Sweeney & Son, Inc	\$38,000,000
13	Linde Corporation	\$35,000,000
14	Battaglia Electric, Inc	\$33,000,000
15	Caretti, Inc	\$22,000,000
16	Engleman Construction, Inc	\$21,200,000
17	Cavan Construction Company, Inc	\$20,000,000
18	Scalo Group of Companies	\$18,000,000
19	The Witmer Group	\$17,500,000
20	Structural Group	\$16,810,000

### TOP VIRGINIA SPECIALTY CONTRACTORS

1	M.C. Dean, Inc	\$290,250,000
2	ColonialWebb Contractors	\$195,000,000
3	S.B. Ballard Construction Company	\$132,000,000
4	Truland Systems Corporation	\$126,310,000
5	Miller & Long Co., Inc	\$109,000,000
6	W.E. Bowers	\$84,000,000
7	Southland Concrete	\$63,010,000
8	Century Concrete, Inc	\$53,000,000
9	High Concrete Group	\$50,000,000
10	Shapiro & Duncan, Inc	\$42,100,000
11	East Coast Fire Protection, Inc	\$39,800,000
12	Miller Electric Company	\$33,200,000
13	The Anderson Company	\$30,500,000
14	Heller Electric Co., Inc	\$22,260,000
15	Structural Group	\$21,970,000
16	Roof Systems of VA, Inc	\$21,500,000
17	EMCOR Group, Inc	\$20,980,000
18	High Purity Systems, Inc	\$16,730,000
19	Hess Mechanical Corp	\$16,090,000
20	J. E. Richards, Inc	\$15,500,000
21	C A Lindman Companies	\$15,400,000
22	Walsh Electric Company	\$15,200,000
23	Oncore Construction	\$14,000,000
24	Singleton Electric Co, Inc	\$13,390,000
25	Mona Electric Group, Inc	\$12,000,000
TIE	Southland Insulators	\$12,000,000
27	Walker Seal Electric Company, Inc	\$11,200,000
28	Pierce Associates, Inc	\$11,000,000
29	Trainor Glass Company	\$10,980,000
30	Total Engineering, Inc	\$9,930,000

### TOP CONCRETE CONTRACTORS

1	Miller & Long Co., Inc	\$405,000,000
2	High Concrete Group	\$180,000,000
3	S.B. Ballard Construction Company	\$132,000,000
4	Madison Concrete Construction	\$115,000,000
5	Southland Concrete	\$97,850,000
6	Oncore Construction	\$68,000,000
7	Structural Group	\$54,221,500
8	Century Concrete, Inc	\$47,700,000
9	Cavan Construction Company, Inc	\$29,400,000
10	Engleman Construction, Inc	\$19,080,000

### TOP ELECTRICAL CONTRACTORS

1	M.C. Dean, Inc	\$387,850,000
2	Truland Systems Corporation	\$222,820,000
3	EMCOR Group, Inc	\$203,563,800
4	J. E. Richards, Inc	\$78,903,000
5	Mona Electric Group, Inc	\$66,000,000
6	Hatzel & Buehler, Inc	\$62,900,000
7	Singleton Electric Co, Inc	\$52,970,000
8	Battaglia Electric, Inc	\$49,920,000
9	Miller Electric Company	\$36,300,000
10	The Tri-M Group	\$35,400,000
11	Nickle Electrical Companies	\$31,000,000
12	The Farfield Company	\$26,120,000
13	Tower-Davis Electric	\$24,000,000
14	Heller Electric Co., Inc	\$23,394,300
15	Walker Seal Electric Company, Inc	\$20,560,000
16	ColonialWebb Contractors	\$19,500,000
17	1st Electric, Inc	\$17,102,800
18	Walsh Electric Company	\$15,200,000
19	EEL Holding Corporation	\$12,000,000
20	Tolley Electrical Corp	\$9,220,000

### TOP EXCAVATION CONTRACTORS

1	Schlouch Incorporated	\$41,787,900
2	H.T. Sweeney & Son, Inc	\$38,000,000
3	The Anderson Company	\$32,320,000
4	Total Engineering, Inc	\$29,340,000
5	B.R. Kreider & Son, Inc	\$26,400,000

### TOP FIRE PROTECTION/SECURITY CONTRACTORS

1	East Coast Fire Protection, Inc	\$60,800,000
2	Oliver Sprinkler Co, Inc	\$39,000,000
3	Reliance Fire Protection, Inc	\$15,840,000
4	Mona Electric Group, Inc	\$13,200,000
5	Mid Atlantic Fire Protection, Inc	\$7,000,000

### TOP MECHANICAL/HVAC CONTRACTORS

1	EMCOR Group, Inc	\$238,966,200
2	W.E. Bowers	\$166,000,000
3	Pierce Associates, Inc	\$135,000,000
4	Worth & Company	\$98,000,000
5	ColonialWebb Contractors	\$78,000,000
6	Shapiro & Duncan, Inc	\$60,970,000
7	Hess Mechanical Corp	\$25,755,000
8	The Farfield Company	\$22,855,000
9	High Purity Systems, Inc	\$16,730,000
10	W. G. Tomko, Inc	\$14,800,000

### TOP PLUMBING CONTRACTORS

1	ColonialWebb Contractors	\$58,500,000
2	W. G. Tomko, Inc	\$44,400,000
3	Shapiro & Duncan, Inc	\$26,130,000
4	Worth & Company	\$24,500,000
5	Hess Mechanical Corp	\$10,302,000

### TOP ROOFING CONTRACTORS

1	Scalo Group of Companies	\$20,700,000
2	R. D. Bean, Inc	\$16,000,000
3	Roof Systems of VA, Inc	\$15,050,000
4	P K Contractors, Inc	\$9,630,000
5	A.C. Dellovade, Inc	\$5,870,000