

**ROOFING
CONTRACTOR**

Top 100 Roofing Contractors

by Samantha Meux

THE TOP 100 CONTRACTORS KNOW THE SECRETS TO SUCCESS

It's back! Every August, *Roofing Contractor* releases its list of the Top 100 Roofing Contractors. The list showcases successful companies that continuously stand out among the competition, and this year's lineup is certainly no exception.

Each company listed voluntarily shared its total revenue and business statistics for 2012. The list includes only companies located in the United States, and the rankings are based solely on annual sales revenue. The information was self-reported between February 1 and July 19 of 2013.

Coming out on top for the second year in a row is CentiMark Corporation of Canonsburg, Pa. The company reported

more than \$502 million in revenue this past year, up from almost \$463 million in 2011. CentiMark President and COO Timothy M. Dunlap commented on the company's recent achievements.

"CentiMark continued to grow in sales, revenue and operating income in 2012. We focused on customer needs with our proprietary online management tools, emphasized roof repair services, enhanced product offerings and expanded our National Accounts Program," he said. "While CentiMark has not changed its focus, we have placed significant emphasis on safety by investing over \$1 million in additional guardrail systems and safety personnel. We have also invested in the growth of our Service Department for roof

repairs and continued expansion of our Canadian operations."

Dunlap noted that he is optimistic about CentiMark's future. "Based on our continued growth in the first half of 2013, we have invested in our service sales and regional sales force with extensive training and development programs," he said. "We're expecting positive growth in sales, revenue and operating income for the balance of 2013."

Maintaining its No. 2 spot on the list is Tecta America Corp. of Rosemont, Ill., with more than \$426 million in reported revenue. On July 1, Tecta America completed the sale of its company to Los Angeles-based investment firm Oaktree Capital Management LLC.



“Tecta has established itself as the largest commercial roofing company in the nation, and we look forward to the opportunity for even more growth that will be possible with the resources and strategic support of Oaktree Capital,” Dave Schupmann, senior vice president of sales and marketing at Tecta America, said in a press release. “We are confident that these changes will enhance benefits to our customers, contractors and architects.”

Other companies rounding out this year’s top 10 include Baker Roofing Company of Raleigh, N.C.; Mr. Roof of Ann Arbor, Mich.; BEST Contracting Services Inc. of Gardena, Calif.; Nations Roof LLC of Lithia Springs, Ga.; Kalkreuth Roofing & Sheet Metal Inc. of Wheeling, W.Va.; BELDON Group of Companies of San Antonio, Texas; Titan Roofing Inc. of Chicopee, Mass.; and Aspen Contracting Inc. of Lee’s Summit, Mo. (For more on Nations Roof, see the article beginning on page 38.)

Dan Tennant, sales manager for Kalkreuth Roofing & Sheet Metal, explained how the company managed to grow despite tough conditions. “Kalkreuth actually did better in 2012 simply by ramping up the service and maintenance component of our business,” he said. “We speculated that building owners, hard hit by the economic downturn, would find it easier on their budgets to do repairs and maintenance in lieu of full-blown and expensive roof replacements. This speculation paid off, and we now have service and maintenance divisions at all four of our locations.”

Tennant also offered some advice to other contractors. “While I can’t claim to have said this first, I would recommend, in a down economy, to concentrate on your core business,” he said.

“In other words, do what you do best, and avoid branching out into new, less-experienced areas.”

BELDON President and CEO Brad Beldon said this year he is “slightly optimistic for a slight increase over 2012.” He noted some current trends that contractors should be aware of, including increased focus on safety in the steep-slope market and continued emphasis on single-ply in South Texas’ low-slope market. He also offered his advice for continued success: “Understand your true costs, and bid the job, not the competition.”

Titan CFO Kevin Champion explained that the company did better than anticipated this past year and noted it is putting more emphasis on safety. “We performed about 15 percent better than our initial projections. Favorable weather allowed us to keep our teams working and cut into our backlog a bit,” he said. “While we were proud of our safety trend over the last several years, our president made the decision to redouble our efforts (management, resources, training, monitoring) in this critical area.”

Champion also noted it is possible to succeed in a down economy. “While I keep an eye on the Dodge Momentum Index family, we don’t manage the business by economic projections,” he said. “Some of our best years came while the index was in freefall. We don’t allow a poor economy to become an excuse for poor performance.” **RC**

Samantha Meux is associate editor of Roofing Contractor. She can be reached at 248-786-1620 or meuxs@bnpmedia.com.