



**ROOFING  
CONTRACTOR**

# Top 100

## Roofing Contractors

by Samantha Meux

### INDUSTRY LEADERS SHARE THIS YEAR'S ACHIEVEMENTS AND LOOK AHEAD TO THE FUTURE

**F**or the sixth year in a row, *Roofing Contractor* is putting a well-deserved spotlight on industry all-stars by recognizing the Top 100 Roofing Contractors. For 2014, we are excited to honor an extensive variety of successful companies — from those that have made the list every year since its inception to some that are making a first-time appearance.

As in the past, the list includes only companies located in the United States, and rankings are based solely on annual sales revenue. Participation was voluntary. Each contractor reported its total revenue and business statistics for 2013, while some also offered valuable insight into their companies, the industry and the economy. All information was self-reported between

Jan. 24 and June 15 of 2014.

Holding on tight to the No. 1 spot for the third year in a row is CentiMark Corporation of Canonsburg, Pa. The company reported more than \$484 million in revenue for this past year. “Thanks to CentiMark’s loyal, repeat customers, we had another record-breaking year in 2013,” said COO and President Timothy Dunlap.

Coming in again at No. 2 is Tecta America Corporation of Rosemont, Ill., with \$403 million in reported revenue. Rounding out the top 10 are Baker Roofing Company of Raleigh, N.C.; North American Roofing of Asheville, N.C.; Nations Roof of Lithia Springs, Ga.; Mr. Roof of Ann Arbor, Mich.; Beldon Group of Companies of San Antonio; Aspen Contracting Inc. of Lee’s Summit, Mo.; Best Contracting Services

of Gardena, Calif.; and Simon Roofing of Youngstown, Ohio.

#### Success Stories

Despite some challenging conditions including a slowly recovering economy and some severe weather, this year’s top contractors hung tough during the past year. “We had a very solid year in 2013,” explained Darren Begg, senior vice president of Aetna Roofing Corporation in Trenton, N.J. “The early part of the year started off a little slow with a very competitive bidding atmosphere, but as the year progressed the market seemed to improve.”

However, many contractors noted that their accomplishments were not achieved without some difficulty. TJ Willetts, director of marketing for Burns & Scalo



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Roofing in Pittsburgh, said his company had a very strong year but acknowledged the challenging weather in the Northeast. Denver Green, president of Saratoga Roofing in Oklahoma City, said 2013 was a trying year, as his company experienced solid growth but was faced with significant margin pressure. Ken Kelly, president of Kelly Roofing in Naples, Fla., agreed. He stated that the roofing industry had to work hard to succeed in 2013, as his company also managed to complete great topline sales but on very tight margins.

The hard work paid off, as several companies relished unexpected success. “We

› Advanced Roofing Inc. of Fort Lauderdale, Fla., recently installed a single-ply system at the St. Thomas Airport in the U.S. Virgin Islands. Photo courtesy of Advanced Roofing Inc.

are very proud of our financial performance in 2013,” said Leo Ruberto, president of Feazel Inc. in Columbus, Ohio. “We exceeded our own expectations and owe it to our valued customers, strong sales staff and professional craftsmen delivering quality on every job. We saw about 50 percent growth from 2012.”

“Our company did better than expected in 2013,” said Rob Kornahrens, president of Advanced Roofing Inc. in Fort Lauderdale, Fla. “Our overall revenue was the same as 2012; however, profit was up due to our solar division ramping up production on several large projects throughout the state of Florida and focusing on increasing efficiencies in our roofing operations division.”

For some, 2013 marked some significant

milestones. Ken Gwyn, CEO of The Bulldog Group in Winston-Salem, N.C., said his company had its best financial performance since 2008. Chris Lowe, vice president of Kidd Roofing in Austin, Texas, and Gary Curry, president of Roofing by Curry in Sarasota, Fla., both said that their companies enjoyed record-breaking years in 2013. Curry pointed to a 60 percent increase in revenue over 2012.

It was also a banner year for Titan Roofing Inc. of Springfield, Mass. CFO Kevin Champion said, “Through the blessings of a large backlog of business and the efforts of our loyal and dedicated team of professionals, we enjoyed our best financial year ever.”

## Changing Direction

To ensure continued success in today’s



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# Top 100

	COMPANY NAME	LOCATION	TOTAL REVENUE	PEAK STAFF	RESIDENTIAL %	COMMERCIAL %
1.	CentiMark Corporation	Canonsburg, PA	\$484,700,000	3,500	0%	100%
2.	Tecta America Corp.	Rosemont, IL	\$403,000,000	3,000	5%	95%
3.	Baker Roofing Company	Raleigh, NC	\$152,964,000	743	10%	90%
4.	North American Roofing	Asheville, NC	\$120,000,000	475	0%	100%
5.	Nations Roof LLC	Lithia Springs, GA	\$115,000,000	1,000	0%	100%
6.	Mr. Roof	Ann Arbor, MI	\$95,000,000	750	60%	40%
7.	Beldon Group of Companies	San Antonio, TX	\$82,420,000	550	75%	25%
8.	Aspen Contracting Inc.	Lee's Summit, MO	\$75,000,000	300	98%	2%
9.	Best Contracting Services Inc.	Gardena, CA	\$65,582,827	250	0%	100%
10.	Simon Roofing	Youngstown, OH	\$65,300,738	430	0%	100%
11.	Titan Roofing Inc.	Springfield, MA	\$64,096,131	480	2%	98%
12.	Letner Roofing Co.	Orange, CA	\$64,000,000	345	15%	85%
13.	Douglass Colony Group	Commerce City, CO	\$55,600,000	420	1%	99%
14.	Saratoga Roofing	Oklahoma City, OK	\$54,235,000	414	0%	100%
15.	Collis Roofing Inc.	Longwood, FL	\$52,900,000	286	85%	15%
16.	American Dream Home Improvement	Downers Grove, IL	\$43,264,906	230	100%	0%
17.	Advanced Roofing Inc.	Fort Lauderdale, FL	\$43,203,000	250	0%	100%
18.	United States Roofing Corp.	Norristown, PA	\$43,193,496	185	0%	100%
19.	The Bulldog Group Inc.	Winston-Salem, NC	\$43,187,640	255	0%	100%
20.	D. C. Taylor Co.	Cedar Rapids, IA	\$41,501,444	272	0%	100%
21.	Insulated Roofing Contractors	New Albany, IN	\$37,070,000	125	0%	100%
22.	KPOST Company	Dallas, TX	\$36,444,653	290	0%	100%
23.	Interstate Roofing	Denver, CO	\$34,800,000	25	80%	20%
24.	Burns & Scalo Roofing	Pittsburgh, PA	\$34,626,552	294	10%	90%
25.	Bone Dry Roofing	Indianapolis, IN	\$34,600,000	130	96%	4%
26.	Sutter Roofing Company	Sarasota, FL	\$32,500,000	270	3%	97%
27.	Elmer W. Davis Inc.	Rochester, NY	\$32,147,595	250	0%	100%
28.	Best Choice Roofing and Home Improvement Inc.	Hendersonville, TN	\$31,771,131	135	99%	1%
29.	Dwayne Nash Industries Inc. dba Kodiak Roofing & Waterproofing Co.	Lincoln, CA	\$30,800,000	250	0%	100%
30.	The Roof Depot Inc.	Alpharetta, GA	\$29,995,000	83	20%	80%
31.	National Roofing Partners	Coppell, TX	\$27,000,000	24	0%	100%
31.	Parsons Commercial Roofing	Waco, TX	\$27,000,000	150	3%	97%
33.	Metalmaster Roofmaster Inc.	McHenry, IL	\$26,000,000	150	0%	100%
34.	D & D Roofing Inc.	Commerce City, CO	\$25,500,000	164	10%	90%
35.	Wayne's Roofing Inc.	Sumner, WA	\$25,110,366	95	5%	95%
36.	Best Roofing	Fort Lauderdale, FL	\$24,525,000	160	5%	95%
37.	Infinity Roofing & Siding Inc.	Houston, TX	\$21,800,000	18	88%	12%
38.	American Roofing & Metal Inc.	Louisville, KY	\$21,500,000	125	20%	80%
39.	Lon Smith Roofing and Construction	Ft. Worth, TX	\$21,130,000	125	85%	15%
40.	RoofOptions LLC	Johnsburg, IL	\$21,000,000	75	0%	100%
41.	Kidd Roofing	Austin, TX	\$19,961,000	100	60%	40%
42.	Precision Construction and Roofing	North Richland Hills, TX	\$19,556,211	18	70%	30%
43.	Champion Windows & Home Exteriors	Cincinnati, OH	\$18,000,000	1,300	100%	0%
44.	Crist Roofing	Hiram, GA	\$17,983,087	100	98%	2%
45.	Innovative Construction & Roofing	St. Louis, MO	\$17,722,427	22	58%	42%
46.	Jottan Inc.	Florence, NJ	\$17,635,400	70	0%	100%
47.	Donald B. Smith Inc.	Hanover, PA	\$17,370,000	75	10%	90%
48.	Gire Roofing	Champaign, IL	\$16,870,232	75	50%	50%
49.	L.E. Schwartz and Son Inc.	Macon, GA	\$16,540,000	100	25%	75%
50.	Remedy Roofing Inc.	Katy, TX	\$16,196,434	18	80%	20%

Note: The information on this list was self-reported by respondents between January and July of 2014.

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	COMPANY NAME	LOCATION	TOTAL REVENUE	PEAK STAFF	RESIDENTIAL %	COMMERCIAL %
51.	The Original Roofing Company LLC	Las Vegas, NV	\$16,150,000	160	30%	70%
52.	Roof Check Inc.	Longmont, CO	\$16,000,000	120	50%	50%
53.	Aetna Roofing Corp.	Trenton, NJ	\$15,715,571	70	0%	100%
54.	Allen Roofing & Siding	Ellisville, MO	\$15,680,000	100	90%	10%
55.	Texas Roof Management Inc.	Richardson, TX	\$15,165,000	115	0%	100%
56.	Roof Systems of Va. Inc.	Richmond, VA	\$15,000,000	120	5%	95%
57.	McDonnell Roofing Inc.	Anaheim, CA	\$14,800,000	120	20%	80%
58.	Butcher & Butcher Construction	Rochester Hills, MI	\$14,000,000	95	30%	70%
59.	McKinnis Roofing & Sheet Metal Inc.	Blair, NE	\$13,828,587	53	40%	60%
60.	Katchmark Construction Inc.	Chantilly, VA	\$13,602,000	75	30%	70%
61.	Sack Roofing Inc.	Lady Lake, FL	\$13,500,000	74	80%	20%
62.	Custom Castles	Anderson, SC	\$13,224,876	23	90%	10%
63.	CMR Construction & Roofing	Haltom City, TX	\$13,108,878	125	40%	60%
64.	Springer-Peterson Roofing	Lakeland, FL	\$13,000,000	120	10%	90%
65.	Absolute Roofing and Construction Inc.	Brook Park, OH	\$12,670,000	64	50%	50%
66.	John Beal Inc.	St. Ann, MO	\$12,328,000	41	88%	12%
67.	Platinum Roofing, Waterproofing & Energy	San Jose, CA	\$12,250,000	65	0%	100%
68.	Roofing By Curry	Sarasota, FL	\$12,170,014	90	95%	5%
69.	ASAP Contracting & Roofing LLC	Columbia, IL	\$12,089,451	78	96%	4%
70.	Noland's Roofing Inc.	Clermont, FL	\$12,000,000	50	90%	10%
70.	Saddleback Roofing	Orange, CA	\$12,000,000	60	0%	100%
70.	Stanley Roofing	Ipswich, MA	\$12,000,000	34	3%	97%
73.	Nushake Roofing	Ripon, CA	\$11,800,000	90	80%	20%
74.	RSI Roofing	San Diego, CA	\$11,769,301	67	10%	90%
75.	Tory's Roofing & Waterproofing Inc.	Pearl City, HI	\$11,700,000	45	30%	70%
76.	Aspenmark Roofing & Solar	Dallas, TX	\$11,542,000	12	65%	35%
77.	Storm Renovators	St. Louis, MO	\$11,367,000	33	100%	0%
78.	Star Roofing	Phoenix, AZ	\$11,000,000	65	15%	85%
79.	Kelly Roofing	Naples, FL	\$10,675,000	85	55%	45%
80.	Upstate Roofing & Painting Inc.	Rochester, NY	\$10,492,000	79	5%	95%
81.	Nations Renovations	Dallas, TX	\$10,300,000	87	20%	80%
82.	A-R Roofing LLC	Pratt, KS	\$10,125,000	125	91%	9%
83.	Barber & Associates	Jacksonville, FL	\$10,000,000	52	0%	100%
83.	Elbert Construction	Noblesville, IN	\$10,000,000	30	90%	10%
85.	Roofmasters Roofing & Sheet Metal Co. Inc.	Hays, KS	\$9,778,932	58	30%	70%
86.	Total Roofing	Colorado Spring, CO	\$9,757,915	30	95%	5%
87.	Feazel Inc.	Columbus, OH	\$9,600,000	208	55%	45%
88.	Stonebrook Roofing Inc.	Lincoln, NE	\$9,350,000	27	50%	50%
89.	Perry Roofing Contractors	Gainesville, FL	\$9,306,630	72	39%	61%
90.	Marshall Exteriors LLC	Newark, NY	\$9,256,864	34	95%	5%
91.	Los Gatos Roofing	Los Gatos, CA	\$9,100,000	40	95%	5%
92.	Champion Roofing Inc.	Bensenville, IL	\$9,000,000	50	40%	60%
93.	Premier Roofing Ca.	Spring Valley, CA	\$8,900,000	40	5%	95%
94.	Weathersafe Exteriors Inc.	Woodbury, MN	\$8,750,000	18	98%	2%
95.	Lyons Roofing	Phoenix, AZ	\$8,700,000	93	77%	23%
96.	Schulte Roofing Inc.	Navasota, TX	\$8,364,000	45	80%	20%
97.	Showalter Roofing Service Inc.	Naperville, IL	\$8,203,579	44	50%	50%
98.	DKG & Associates Inc.	Albuquerque, NM	\$8,000,000	60	1%	99%
98.	ONEWAY Construction	St. Louis, MO	\$8,000,000	11	70%	30%
100.	Thoroughbred Contractors	Shelbyville, KY	\$7,415,000	55	0%	100%

For more companies on the list, visit [www.roofingcontractor.com](http://www.roofingcontractor.com)

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► Sutter Roofing Company of Sarasota, Fla., installed roofs at the new Mall at University Town Center in Sarasota, which is scheduled to open for business this fall. Photo courtesy of Sutter Roofing Company.

evolving economic environment, many companies felt compelled to adopt new policies and procedures or change their focus this past year. According to Dunlap, CentiMark is one such example. “CentiMark has a strong tradition of exploring new ways to increase sales,” he said. “We have added electronic marketing including our CentiMark mobile app, regenerated our website and updated our customer-friendly resource database — MyCentiMark.com. We are very proud of our expanding customer service initiatives and our investment in our national, global and regional account programs. By placing the right people with our diverse customer base, we are able to grow both customer and market share while creating an exceptional customer experience.”

Many other companies also looked to internal restructuring as a means of generating new work and increasing productivity in 2013. Green said Saratoga Roofing launched a strategic account sales team, started a quality-control division and

invested heavily in training its crews this past year. According to Willetts, Burns & Scalo incorporated new technology and automation into its estimating, operations and accounting procedures. Dan Mesch, director of operations for American Dream Home Improvement in Downers Grove, Ill., said his company relied on an evolving mix of new policies, programs and marketing campaigns, and implemented a two-year plan to open eight additional locations by early spring of 2016.

According to Begg, Aetna Roofing Corporation also made several company-wide improvements in 2013. “Over the past year we have hired additional estimating staff, hired additional support staff, purchased a new crane to increase productivity and made significant investments in equipment,” he said. “In December 2013, we began construction of an additional 13,000-square-foot warehouse facility to assist us in increasing both capacity and productivity.”

Putting greater emphasis on customer relationships also proved to be an important concept embraced by this year’s top contractors. “We have implemented new internal policies and procedures to build the

best sales teams and offer the best customer service from start to finish,” said Danielle Woodruff, customer relations manager for Innovative Construction & Roofing in St. Louis. “We are using target marketing, referral programs and thorough training programs to ensure our representatives have the most knowledge on all current products and techniques to fit each of our client’s needs to improve their home or business.”

Ruberto, Feazel Inc., agreed. “Keeping our focus on the customer, taking their needs and wants into consideration, and developing tools that will make their experience better has been our number-one initiative,” he said. “We’ve done this not only by expanding our service capabilities to give our customers a single point of contact for all of their exterior building needs, but also by investing heavily into technology that gives us greater flexibility, more accuracy and better response times. These technical tools enable our customers to get things done in a more time effective, streamlined manner without all the red tape of trying to track down who they should really be talking to, to get something done.”

In addition to internal revamping, some companies challenged themselves to pursue



entirely new types of jobs and projects. “We have tapped into new markets that we have not been in before,” said Daniele Riopelle, CEO of Interstate Roofing in Denver. “We are starting to do new construction, which is a totally new market for us.” Douglass Sutter, president of Sutter Roofing Company in Sarasota, Fla., noted that his company also found success by shifting its focus. “We have become much more of a re-roofing contractor as opposed to new construction,” he explained. “We like tough projects that scare smaller, less-experienced contractors.”

Several contractors noted an increased concentration on bidding in 2013. “Our company has changed its focus from the past few years by only bidding on projects with strong profit margins and sticking to our core competencies of re-roofing difficult, occupied commercial roofing systems,” Kornahrens, Advanced Roofing Inc., said. Gary Sdao, vice president of Best Contracting Services in Gardena, Calif., said, “With everyone still bidding the projects with tight margins, more emphasis has to be put on bidding properly and project management in order to meet targets and goals.” Gwyn, The Bulldog Group, noted that following up on bids and maintaining previously developed relationships have been essential to his company’s success.

### Focusing on the Future

With 2013 under their belts, the top contractors are now focused on the current year and thinking about the long-term future of their companies. Most are moving forward with positive momentum, as they feel the economy may finally be on the upswing. Pat Nussbeck, President of Aspen Contracting Inc. in Lee’s Summit, Mo., said that while he thinks it is going to be a slow climb back up, the economy is starting to turn around, and new construction is beginning to make a comeback. According to Lowe, Kidd Roofing, housing starts are forecasted to be strong this year. Sdao, Best Contracting Services, said new construction has recently picked up considerably, and there has also been more activity in the public arena.

Kornahrens, Advanced Roofing Inc., has observed similar trends. “We are seeing

the economy grow on a steady pace for the last few years,” he said. “We have personally increased business spending and have noticed more activity in the commercial market as a whole. Also, large influxes of overseas buyers are helping to stimulate the market.”

With hope for continued economic improvement, many companies feel they are on the right track for another successful year. Kelly, Kelly Roofing, expects 2014 to be a better year due to greater consumer confidence. Gwyn, The Bulldog Group, said, “There has been an uptick in margins the first half of 2014, and it feels pretty good for a change.”

Morale is high, as several contractors expect that their financial performance will improve over 2013. Nussbeck, Aspen



➤ Saratoga Roofing & Construction of Oklahoma City roofed the Embassy Suites and Convention Center in Norman, Okla. Photo courtesy of Saratoga Roofing & Construction.

Contracting Inc., said his company is already on pace to do better than this past year, and he is currently projecting \$100 million in revenue. Sdao, Best Contracting Services, expects his company to meet or exceed its sales and revenue goals for this year. Steve Little, president of KPOST Company in Dallas, said his company is predicting its revenue to increase 15 percent. Riopelle said Interstate Roofing is projecting to increase its margins by at least 30 percent. Laura Threlkeld, executive assistant for National Roofing Partners in Coppell, Texas, said NRP is projected to bring in at least \$50 million, almost doubling the company’s revenue from 2013.

Coming off of a very successful 2013, American Dream Home Improvement expects to do even better this year. “Every aspect of the company grew by leaps and bounds in 2013,” Mesch explained. “The success and growth we experienced in 2013 propelled ADHI to open four new offices in

the first half of 2014. With four more offices up and running, we expect to see volume and revenue grow by 50-100 percent by the end of 2014.”

According to Ruberto, Feazel Inc. is also on track to surpass this past year’s success. “We’re anticipating upwards of 150 percent growth compared to 2013,” he said. “We continue to focus on delivering value and the best customer service in the industry to our customers. This has enabled us to build deep relationships with the residents, builders and property management companies in our community. Word of mouth is our best form of advertising, and customer referrals are already up early in the 2014 season. We have increased the amount of services we offer and have entered new markets.”

Many contractors pointed to this past year’s long, harsh winter as a reason for possible increases in roofing work and revenue for 2014. “Due to the severe winter, all roofing contractors are fortunate to have a lot of work,” Dunlap said. “Our customer service initiatives such as our CentiMark mobile app, service work and re-roofing opportunities will result in a strong year in 2014.”

Green, Saratoga Roofing, said this year’s roofing season has been shortened due to the past year’s tough winter, which has resulted in higher-margin work. Willetts, Burns & Scalo Roofing, said the weather in his company’s region pushed a lot of its backlog into 2014; and Neal Ferry, business development manager for Stonebrook Roofing Inc. in Lincoln, Neb., said he anticipates a modest increase in volume due to early 2014 weather delays. Begg, Aetna Roofing Corporation, agreed. “I anticipate a better year in 2014,” he said. “The difficult winter will bring increased opportunities for the spring and summer.”

Regardless of the reason, industry leaders went into this year with confidence. “We feel very positive about 2014,” Nichole Mariedth, bid coordinator for Kodiak Roofing & Waterproofing Co. in Lincoln, Calif., said. “We look forward to what it will bring.”

We are right there with you, and we can’t wait to see what next year’s Top 100 Roofing Contractors will have to share with us. **RC**

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