

**ROOFING  
CONTRACTOR**

# Top 100 Roofing Contractors

by Samantha Meux

## THE TOP 100 CONTRACTORS KNOW THE SECRETS TO SUCCESS

**I**t'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.



	COMPANY NAME	LOCATION	TOTAL REVENUE	PEAK STAFF	RESIDENTIAL %	COMMERCIAL %
1.	CentiMark Corp.	Canonsburg, Pa.	502,299,439	3,500	0%	100%
2.	Tecta America Corp.	Rosemont, Ill.	426,300,000	2,500	0%	100%
3.	Baker Roofing Company	Raleigh, N.C.	159,566,012	874	10%	90%
4.	Mr. Roof	Ann Arbor, Mich.	105,000,000	750	70%	30%
5.	BEST Contracting Services Inc.	Gardena, Calif.	93,963,137	624	0%	100%
6.	Nations Roof LLC	Lithia Springs, Ga.	93,000,000	800	0%	100%
7.	Kalkreuth Roofing & Sheet Metal Inc.	Wheeling, W.Va.	87,941,823	350	2%	98%
8.	BELDON Group of Companies	San Antonio	65,500,000	680	70%	30%
9.	Titan Roofing Inc.	Chicopee, Mass.	64,479,154	451	2%	98%
10.	Aspen Contracting Inc.	Lee's Summit, Mo.	61,138,086	284	95%	5%
11.	Douglass Colony Group	Commerce City, Colo.	54,000,000	420	1%	99%
12.	United States Roofing Corp.	Norristown, Pa.	51,262,046	235	0%	100%
13.	Greenwood Industries	Millbury, Mass.	49,650,000	350	0%	100%
14.	Allen Roofing & Siding	Ellisville, Mo.	48,947,339	100	90%	10%
15.	Interstate Roofing	Denver	42,298,365	150	70%	30%
16.	Insulated Roofing Contractors	New Albany, Ind.	42,200,000	125	0%	100%
17.	Advanced Roofing	Fort Lauderdale, Fla.	41,500,000	220	0%	100%
18.	D. C. Taylor Co.	Cedar Rapids, Iowa	40,217,932	263	0%	100%
19.	Collis Roofing	Longwood, Fla.	39,500,000	350	93%	7%
20.	Lon Smith Roofing and Construction	Fort Worth, Texas	39,000,000	106	88%	12%
21.	KPost Co.	Dallas	38,344,302	286	0%	100%
22.	Crowther Roofing and Sheet Metal of Florida Inc.	Fort Myers, Fla.	37,643,000	329	7%	93%
23.	Elmer W Davis Inc.	Rochester, N.Y.	35,790,679	250	0%	100%
24.	Sutter Roofing Co.	Sarasota, Fla.	33,232,433	264	4%	96%
25.	American Dream Home Improvement Inc.	Downers Grove, Ill.	33,006,434	145	98%	2%
26.	Parsons Commercial Roofing	Waco, Texas	31,199,048	150	3%	97%
27.	Saratoga Roofing and Construction	Oklahoma City	29,793,450	160	1%	99%
28.	Burns & Scalo Roofing	Pittsburgh	28,561,295	250	10%	90%
29.	Bone Dry Roofing LLC	Indianapolis	27,932,495	110	96%	4%
30.	Best Choice Roofing Inc.	Hendersonville, Tenn.	27,700,000	110	99%	1%
31.	Evans Roofing Co. Inc.	Elmira, N.Y.	26,000,000	240	0%	100%
32.	Kodiak Roofing & Waterproofing Co.	Lincoln, Calif.	24,943,255	165	1%	99%
33.	D & D Roofing Inc.	Commerce City, Colo.	24,909,497	142	5%	95%
34.	Hayden Building Maintenance Corp.	West Nyack, N.Y.	23,168,800	110	5%	95%
35.	Commercial Roofers Inc.	Las Vegas	23,058,000	150	0%	100%
36.	John Beal Inc.	St. Louis	22,015,328	87	86%	14%
37.	All County Exteriors	Lakewood, N.J.	22,000,000	70	80%	20%
37.	Metalmaster Roofmaster Inc.	McHenry, Ill.	22,000,000	150	0%	100%
39.	Infinity Roofing & Siding Inc.	Houston	21,400,000	18	88%	12%
40.	Innovative Construction & Roofing	St. Louis	21,240,702	20	55%	45%
41.	CEI Group LLC	Howell, Mich.	20,000,000	150	5%	95%
42.	CMR Construction & Roofing	Fort Worth, Texas	19,563,444	125	60%	40%
43.	P & A Roofing & Sheet Metal Inc.	Orlando, Fla.	19,000,000	135	0%	100%
44.	ASAP Contracting & Roofing LLC	Columbia, Ill.	18,911,260	96	98%	2%
45.	Precision Construction and Roofing	North Richland Hills, Texas	18,388,000	18	60%	40%
46.	Texas Roof Management Inc.	Richardson, Texas	18,141,136	101	0%	100%
47.	Great Plains Roofing and Sheet Metal	Kansas City, Kan.	17,169,765	86	0%	100%
48.	CP Rankin Roof Management & Contracting	Chalfont, Pa.	16,895,989	102	1%	99%
49.	Donald B. Smith Inc.	Hanover, Pa.	16,680,000	68	9%	91%
50.	Enterprise Roofing Service Inc.	Concord, Calif.	16,551,472	107	0%	100%

Note: The information on this list was self-reported by respondents between February and July of 2013.

	COMPANY NAME	LOCATION	TOTAL REVENUE	PEAK STAFF	RESIDENTIAL %	COMMERCIAL %
51.	Howe Roofs	Kennesaw, Ga.	16,530,000	40	85%	15%
52.	Jottan Inc.	Florence, N.J.	16,293,500	75	0%	100%
53.	The Original Roofing Co.	Las Vegas	15,980,000	225	20%	80%
54.	Texas Fifth Wall Roofing Systems Inc.	Austin, Texas	15,876,000	108	0%	100%
55.	Roof Systems of Virginia Inc.	Richmond, Va.	15,700,000	110	5%	95%
56.	The Roof Depot Inc.	Alpharetta, Ga.	15,500,000	49	70%	30%
57.	Preferred LLC	Cleveland	15,057,390	200	0%	100%
58.	Alan Kunsman Roofing & Siding Inc.	Bethlehem, Pa.	15,000,000	95	50%	50%
58.	Craftsmen Restoration and Remodeling	Fairlawn, Ohio	15,000,000	50	80%	20%
58.	Dynamic Construction & Roofing	Lincoln, Neb.	15,000,000	11	25%	75%
61.	Katchmark Construction Inc.	Chantilly, Va.	14,706,000	70	31%	69%
62.	McKinnis Roofing & Sheet Metal Inc.	Blair, Neb.	14,448,000	54	40%	60%
63.	Superior Commercial Roofing Co. Inc.	Tucker, Ga.	14,378,000	83	0%	100%
64.	Butcher & Butcher Construction	Rochester Hills, Mich.	14,300,000	95	40%	60%
65.	Gulf Western Roofing and Sheet Metal Inc.	Naples, Fla.	14,000,000	90	70%	30%
66.	Kidd Roofing	Austin, Texas	13,738,487	70	50%	50%
67.	Aspenmark Roofing & Solar	Dallas	13,200,000	22	50%	50%
68.	National Roofing Co. Inc.	Albuquerque, N.M.	13,000,000	100	5%	95%
69.	M.C.Webb General Construction LLC	Bedford, Texas	12,733,901	35	40%	60%
70.	Legacy Builders and Contractors LLC	Irving, Texas	12,500,000	50	80%	20%
71.	Custom Castles	Anderson, S.C.	12,376,814	30	90%	10%
72.	Quality Exteriors LLC	Murfreesboro, Tenn.	12,320,001	14	65%	35%
73.	Guardian Exteriors Inc.	Dallas	12,253,000	51	80%	20%
74.	Springer-Peterson Roofing & Sheet Metal Inc.	Lakeland, Fla.	12,000,000	120	10%	90%
75.	Castro Roofing	Dallas	11,940,889	86	0%	100%
76.	Hudson Valley Roofing and Sheet Metal	New Windsor, N.Y.	11,667,210	100	0%	100%
77.	Allied Roofing Company Inc.	Kernersville, N.C.	11,632,000	70	0%	100%
78.	RSI Roofing	San Diego	11,456,988	77	10%	90%
79.	Thoroughbred Contractors	Shelbyville, Ky.	11,150,650	70	0%	100%
80.	Hoffman Weber Construction Inc.	Minneapolis	11,108,145	52	88%	12%
81.	SIMCO Construction Inc.	Decatur, Ala.	11,095,748	85	0%	100%
82.	G Fedale Roofing & Siding Contractors	Wilmington, Del.	11,000,000	40	65%	35%
83.	York Roofing Inc.	York, Pa.	10,879,000	60	0%	100%
84.	Roofmasters Roofing & Sheet Metal Co.	Hays, Kan.	10,600,000	45	30%	70%
85.	Absolute Roofing and Construction	Parma, Ohio	10,440,000	54	40%	60%
86.	Monarch Construction and Roofing	Lakewood, Colo.	10,000,000	30	90%	10%
87.	ONEWAY Construction	St. Louis	10,000,000	10	75%	25%
88.	Simmons and Sons Roofing	Wills Point, Texas	9,987,750	34	90%	10%
89.	Trademark Home Solutions	Denver	9,899,400	23	95%	5%
90.	Clark Construction	New Braunfels, Texas	9,850,271	8	90%	10%
91.	NU-TEK Roof Systems Inc.	Lake Hopatcong, N.J.	9,800,000	45	5%	95%
92.	Nations Renovations	Plano, Texas	9,700,000	52	53%	47%
93.	Campopiano Roofing Inc.	Twinsburg, Ohio	9,625,000	95	50%	50%
94.	Barber & Associates	Jacksonville, Fla.	9,600,000	45	0%	100%
95.	Champion Roofing Inc.	Bensenville, Ill.	9,500,000	55	30%	70%
96.	A-R Roofing LLC	Pratt, Kan.	9,450,000	130	92%	8%
97.	Sack Roofing Inc.	Lady Lake, Fla.	9,365,231	12	75%	25%
98.	Ashco Exteriors Inc.	Champlin, Minn.	9,202,288	17	90%	10%
99.	Acumen Contracting Group LLC	Littleton, Colo.	9,000,000	50	100%	0%
100.	Kelly Roofing	Naples, Fla.	8,925,000	78	45%	55%

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