

Staying the course

Mechanical contractors gear up for new work.



Photo credit: ©istockphoto.com/kozmo098

While respondents to this year's Pipe Trades Giants survey say that more of their business in 2012 was commercial and industrial rather than residential, 56% of them report an increase in revenue from 2011. Yet the U.S. Census Bureau reports that public construction such as education, sewage/waste disposal and water supply were down last year. Health-care construction was up by 4.1% from 2011.

Education and health-care construction spending are down for the first five months this year, the Census Bureau reports, but sewage/waste disposal and water supply show increases this year — 2.7% and 9.9%, respectively.

A report from the Architectural Record notes that “uncertainty around

the Affordable Care Act and the future of Medicare and Medicaid have been weighing down health-care construction.” Financing also has been a factor.

The Dodge Momentum — a monthly measure of the initial report for nonresidential building projects in planning, which has been known

to lead construction spending for nonresidential buildings by a full year — dropped slightly in June from May, which recorded the highest level since May 2009.

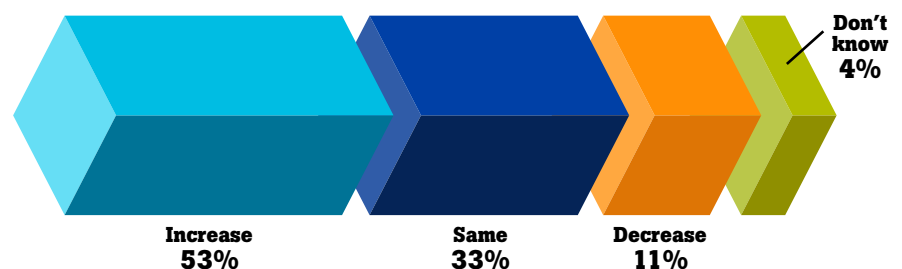
“This indicates that the rising trend for nonresidential building remains subject to the occasional setback,” the report notes. “As shown by such market fundamentals as vacancy rates, the commercial building sector is getting healthier, but the improvement continues to occur at a gradual and hesitant pace.”

The June Momentum Index revealed a mixed reading for its two major components, as a sharp increase in plans for institutional buildings offset a drop in commercial development.

More than half of PM's Pipe Trades survey respondents say they anticipate an increase in work for the rest of the year (respondents were surveyed in May and June). “We have improved our forecasting tools, which allowed us to ramp up our hiring efforts in advance of the improvement of the housing market,” an optimistic respondent says. “This has allowed us to capitalize on opportunities that other contractors could not.”

Overall construction spending in 2012 increased 9.2% from 2011, for a total of \$850.3 billion. The value of private residential construction rose 16.1% in 2012 and private nonresidential construction rose 15.4% for a total of \$297.7 billion.

Expected 2013 revenue vs. 2012 revenue



TOP 10 BY CATEGORY

For the first five months of 2013, construction spending has continued to climb 6.2% from the same period in 2012. Private residential construction rose 23.1% since May of last year, but new multifamily construction is the big winner so far, with a 55% increase in spending from May 2012 compared to a 33.2% increase for single-family homes. Building permits and housing starts have fluctuated the first half of 2013, but the trend seems to be an increasing percentage for both.

BIM, mobile technology

Mechanical contractors have increased their use building information modeling technology — 78% of Pipe Trades survey respondents say they use BIM.

Midlands Mechanical has put a “greater focus on BIM and virtual design construction,” President **Bill Kilmer** says. The company also uses total stations and global positioning for “faster and more accurate layouts.”

David Weiner, president of Advance Mechanical Systems, says his company integrated BIM into its prefabrication process. Modern Piping CEO **Dave Brown** says his company has increased its use of BIM as well as prefabrication.

Other companies, such as the DiGisare Group and Ivey Mechanical, have increased their prefab work.

“We continue to increase our prefabrication efforts and have improved safety performance to the best levels in company history,” Ivey Mechanical President **Denny Terrell** notes. “And we have improved our sales effort by monitoring implementation. We changed to new CRM software to help with this effort.”

Mobile technology beyond smartphones is being used more and more to improve communication between field personnel and project managers and to increase productivity.

“In 2012, we adopted tablet technology for both project management and field personnel,” says **Tom Palange**, director of marketing at J.C. Cannistraro. “Project managers and foremen now use iPads to assist them with communication, documentation and various other operations.”

Increasing safety in the shop and on the jobsite are still important considerations for mechanical contractors, not only for their employees but also for their bottom lines.

continued on page 40

RANK	COMPANY NAME/LOCATION	PLUMBING (MILLIONS)
9	Comfort Systems USA, Houston	\$212.99
10	Mr. Rooter, Waco, Texas*	\$200.56
12	American Residential Services, Memphis, Tenn.	\$187.24
4	Southland Industries, Irvine, Calif.*	\$132.00
5	TDIndustries, Dallas	\$131.16
23	Benjamin Franklin Plumbing, Sarasota, Fla.*	\$126.00
6	MMC Contractors, Overland Park, Kan.	\$117.05
29	KSW Mechanical Services, Long Island City, N.Y.	\$88.74
22	Sauer Holdings, Pittsburgh	\$81.53
11	John E. Green Co., Highland Park, Mich.*	\$72.50

RANK	COMPANY NAME/LOCATION	HYDRONICS/RADIANT (MILLIONS)
18	Murphy Co. Mechanical Contractors & Engineers, St. Louis*	\$130.00
26	Mechanical Inc., Freeport, Ill.	\$53.96
16	John W. Danforth Co., Tonawanda, N.Y.	\$53.10
20	P1 Group, Lenexa, Kan.	\$51.00
15	Harris Cos., St. Paul, Minn.	\$42.80
40	Murray Co., Rancho Domingo, Calif.*	\$36.30
38	RK Mechanical, Denver	\$35.92
31	Dorvin D. Leis Co., Kahului, Hawaii	\$28.35
59	R.W. Warner, Frederick, Md.*	\$27.00
33	Shapiro & Duncan, Rockville, Md.	\$26.77

RANK	COMPANY NAME/LOCATION	PIPING (MILLIONS)
2	BMW Constructors, Munster, Ind.	\$303.00
3	Harder Mechanical Contractors, Portland, Ore.	\$267.40
8	U.S. Engineering Co., Kansas City, Mo.	\$170.00
4	Southland Industries, Irvine, Calif.*	\$132.00
5	TDIndustries, Dallas	\$131.16
6	MMC Contractors, Overland Park, Kan.	\$117.05
21	Kinetics Systems, Fremont, Calif.*	\$115.35
19	JH Kelly, Longview, Wash.*	\$103.74
13	The Brandt Cos., Carrollton, Texas	\$102.30
17	J.C. Cannistraro, Watertown, Mass.	\$89.67

RANK	COMPANY NAME/LOCATION	FIRE PROTECTION (MILLIONS)
1	EMCOR Group, Norwalk, Conn.	\$381.14
24	VSC Fire & Security, Ashland, Va.*	\$100.00
30	Fire & Life Safety America, Richmond, Va.*	\$86.70
14	J. F. Ahern Co., Fond du Lac, Wis.	\$71.50
7	Welkin Mechanical, College Point, N.Y.	\$70.20
54	Wayne Automatic Fire Sprinklers, Ocoee, Fla.	\$55.00
2	BMW Constructors, Munster, Ind.	\$25.25
17	J.C. Cannistraro, Watertown, Mass.	\$20.58
63	Great Lakes Plumbing & Heating Co., Chicago*	\$20.46
46	Grunau Co., Oak Creek, Wis.*	\$17.71

RANK	COMPANY NAME/LOCATION	WATER/WASTEWATER TREATMENT (MILLIONS)
1	EMCOR Group, Norwalk, Conn.	\$190.57
7	Welkin Mechanical, College Point, N.Y.	\$81.90
27	Foley Co., Kansas City, Mo.	\$49.82
14	J. F. Ahern Co., Fond du Lac, Wis.	\$46.98
11	John E. Green Co., Highland Park, Mich.*	\$43.50
16	John W. Danforth Co., Tonawanda, N.Y.	\$35.40
19	JH Kelly, Longview, Wash.*	\$10.92
15	Harris Cos., St. Paul, Minn.	\$10.70
52	Corval Constructors, St. Paul, Minn.*	\$10.50
49	IPS, Maumee, Ohio*	\$9.95

* Editor's estimate

continued from page 37

“Limbach’s loss control, risk management and safety programs are the basis of Limbach’s improving productivity,” explains **Angela Weiser**, director of marketing and communication at Limbach Facility Services. “With significant decreases in insurance costs, Limbach can concentrate on improving its position in the market. The company uses industry-leading building information modeling and offsite prefabrication, both of which have increased Limbach’s contracting opportunities.”

One respondent notes: “In an increasingly aggressive market, we have strived to differentiate the company from the competition by emphasizing our ability to deliver a safety-oriented, superior

How do we rank companies?

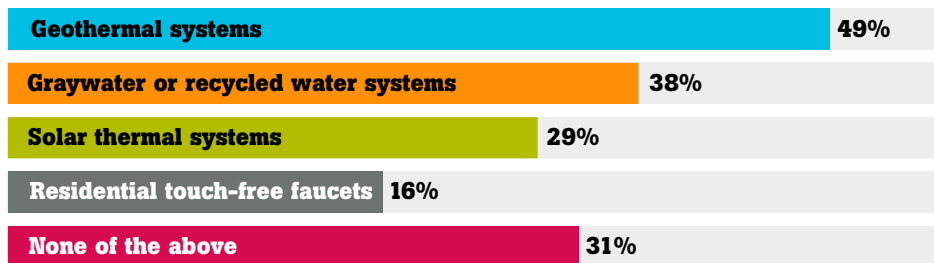
The information that Plumbing & Mechanical uses to rank the top mechanical companies in the industry is the most accurate we can gather. We use several different methods, but by far the most effective is the survey we send out. However, as happens every year, some companies opt not to supply some or all the information we request.

We use industry reports, annual reports or SEC filings to obtain information. For others, we have estimated sales volume and percentage breakdowns for those companies, indicated with an asterisk (rankings begin on page 42).

The only way to present a meaningful report on the state of the industry is to include companies that are significant players, even if they experienced a bad year or are in turmoil for another reason.

The Pipe Trades Giants are not ranked on total sales revenues, but what we call “pipe trades” revenue — the percentage of a company’s revenue that comes from plumbing, hydronics/radiant, piping, fire protection and water/wastewater treatment. HVAC, electrical and other revenue is not included in our computations (the “Other” category).

Sustainable products used (multiple responses allowed)



end product with on-time completions, professionalism and high ethical standards. We have no interest in being the cheapest; we prefer to be the best in order to attract a higher-end client who will see value in paying a little more.”

Many respondents note they have put more emphasis on training — technical as well as sales or customer-service training.

“We have a company-wide recommitment to excellence in every department of our company,” notes **Luciano Piccirilli**, CEO of Piccirilli-Slavik & Vincent Plumbing & Heating. “We’ve invested in technology-oriented tools and programs, and continued the recognition of the talented employees we are surrounded by, as well as invested time and money into educating the young up-and-coming technicians.”

Green is still relevant

More than half of respondents (55%) belong to a green construction organization, with the U.S. Green Building Council the most popular. And 82% of

respondents say they have LEED-certified personnel on staff.

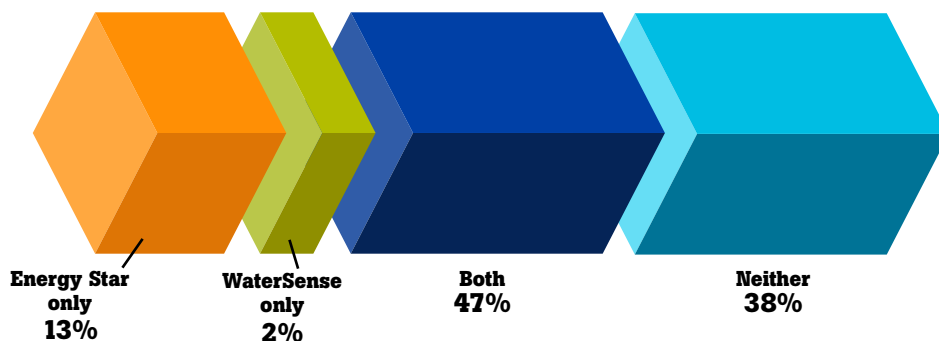
Green building seems to be growing in the retail and hospitality sectors — projects that address water conservation, energy efficiency and indoor air quality. McGraw Hill Construction’s report, “Green Retail and Hospitality SmartMarket Report: Capitalizing on the Growth in Green Building Investments,” reports that owners of retail and hotel establishments are reporting increasing levels of green building activity planned over the next two years.

“The percentage of retail owners that have taken a green approach in over half of their building projects rose from 18% in 2011 to 38% this year, and is expected to rise to 52% by 2015,” the report states. “Hotel owners show an even greater investment in green building — the percentage of those owners that have taken a green approach in over half of their building projects rose from 28% in 2011 to 48% in 2013, and is projected to rise to 64% by 2015.”

Almost two-thirds of respondents (62%) say they recommend Energy Star or WaterSense-labeled products to their clients. This finding follows the trends of increased interest in water conservation and energy efficiency detailed in the McGraw Hill report.

Water-saving products installed by respondents include graywater or recycled water systems and touch-free faucets. With regard to energy-efficient technologies, geothermal heating and cooling systems are becoming more popular as solar thermal projects have waned.

Install Energy Star or WaterSense products



THE 2013 PIPE TRADES GIANTS BY RANK

2012 RANK	2013 RANK	COMPANY NAME/LOCATION	PIPE TRADES REVENUE (MILLIONS)	PIPE TRADES REVENUE (MILLIONS)						TOTAL 2012 REVENUE (MILLIONS)
				PLUMBING	HYDRONICS/RADIANT	PIPING	FIRE PROTECTION	WATER/WASTEWATER TREATMENT	OTHER	
1	1	EMCOR Group, Norwalk, Conn.	\$571.71	\$0	\$0	\$0	\$381.14	\$190.57	\$5,780.59	\$6,352.29
7	2	BMW Constructors, Munster, Ind.	\$404.00	\$50.50	\$25.25	\$303.00	\$25.25	\$0	\$101.00	\$505.00
9	3	Harder Mechanical Contractors, Portland, Ore.	\$305.60	\$38.20	\$0	\$267.40	\$0	\$0	\$76.40	\$382.00
4	4	Southland Industries, Irvine, Calif.*	\$264.00	\$132.00	\$0	\$132.00	\$0	\$0	\$136.00	\$400.00
13	5	TDIndustries, Dallas	\$262.32	\$131.16	\$0	\$131.16	\$0	\$0	\$135.14	\$397.46
26	6	MMC Contractors, Overland Park, Kan.	\$260.12	\$117.05	\$26.01	\$117.05	\$0	\$0	\$0	\$260.12
NR	7	Welkin Mechanical, College Point, N.Y.	\$234.00	\$35.10	\$0	\$46.80	\$70.20	\$81.90	\$0	\$234.00
10	8	U.S. Engineering Co., Kansas City, Mo.	\$229.36	\$53.97	\$2.70	\$170.00	\$0	\$2.70	\$40.48	\$269.84
8	9	Comfort Systems USA, Houston	\$226.30	\$212.99	\$0	\$0	\$13.31	\$0	\$1,104.90	\$1,331.20
6	10	Mr. Rooter, Waco, Texas*	\$209.28	\$200.56	\$4.36	\$4.36	\$0	\$0	\$8.72	\$218.00
5	11	John E. Green Co., Highland Park, Mich.*	\$203.00	\$72.50	\$0	\$87.00	\$0	\$43.50	\$87.00	\$290.00
2	12	American Residential Services, Memphis, Tenn.	\$187.24	\$187.24	\$0	\$0	\$0	\$0	\$416.76	\$604.00
11	13	The Brandt Cos., Carrollton, Texas	\$167.40	\$65.10	\$0	\$102.30	\$0	\$0	\$142.60	\$310.00
16	14	J. F. Ahern Co., Fond du Lac, Wis.	\$161.38	\$12.26	\$12.26	\$18.38	\$71.50	\$46.98	\$42.90	\$204.28
27	15	Harris Cos., St. Paul, Minn.	\$160.50	\$42.80	\$42.80	\$64.20	\$0	\$10.70	\$53.50	\$214.00
23	16	John W Danforth Co., Tonawanda, N.Y.	\$159.30	\$17.70	\$53.10	\$53.10	\$0	\$35.40	\$17.70	\$177.00
21	17	J.C. Cannistraro, Watertown, Mass.	\$147.00	\$36.75	\$0	\$89.67	\$20.58	\$0	\$0	\$147.00
14	18	Murphy Co. Mechanical Contractors & Engineers, St. Louis*	\$145.70	\$15.69	\$130.01	\$0	\$0	\$0	\$78.45	\$224.15
15	19	JH Kelly, Longview, Wash.*	\$141.96	\$27.30	\$0	\$103.74	\$0	\$10.92	\$131.04	\$273.00
20	20	P1 Group, Lenexa, Kan.	\$136.00	\$42.50	\$51.00	\$34.00	\$0	\$8.50	\$34.00	\$170.00
17	21	Kinetics Systems, Fremont, Calif.*	\$135.70	\$13.57	\$0	\$115.35	\$0	\$6.79	\$0	\$135.70
28	22	Sauer Holdings, Pittsburgh	\$130.45	\$81.53	\$0	\$48.92	\$0	\$0	\$277.21	\$407.66
19	23	Benjamin Franklin Plumbing, Sarasota, Fla.*	\$126.00	\$126.00	\$0	\$0	\$0	\$0	\$14.00	\$140.00
24	24	VSC Fire & Security, Ashland, Va.*	\$100.00	\$0	\$0	\$0	\$100.00	\$0	\$0	\$100.00
18	25	McKinstry Co., Seattle*	\$99.00	\$30.00	\$0	\$69.00	\$0	\$0	\$201.00	\$300.00
22	26	Mechanical Inc., Freeport, Ill.	\$97.13	\$7.19	\$53.96	\$27.58	\$0	\$8.39	\$22.78	\$119.91
51	27	Foley Co., Kansas City, Mo.	\$94.00	\$7.52	\$7.52	\$29.14	\$0	\$49.82	\$0	\$94.00
30	28	Warwick Plumbing & Heating Corp., Newport News, Va.*	\$91.80	\$25.50	\$0	\$66.30	\$0	\$0	\$10.20	\$102.00
50	29	KSW Mechanical Services, Long Island City, N.Y.	\$88.74	\$88.74	\$0	\$0	\$0	\$0	\$0	\$88.74
32	30	Fire & Life Safety America, Richmond, Va.*	\$86.70	\$0	\$0	\$0	\$86.70	\$0	\$0	\$86.70
46	31	Dorvin D. Leis Co., Kahului, Hawaii	\$85.06	\$38.99	\$28.35	\$8.86	\$8.86	\$0	\$3.54	\$88.61
25	32	Limbach Facility Services, Pittsburgh	\$81.95	\$42.39	\$2.83	\$25.43	\$5.65	\$5.65	\$200.62	\$282.57
29	33	Shapiro & Duncan, Rockville, Md.	\$80.30	\$26.77	\$26.77	\$26.77	\$0	\$0	\$81	\$81.11
41	34	Pace Plumbing Corp., Brooklyn, N.Y.	\$80.01	\$68.01	\$0	\$0	\$12.00	\$0	\$0	\$80.01
33	35	Pan-Pacific Plumbing & Mechanical, Irvine, Calif.*	\$80.00	\$40.00	\$0	\$40.00	\$0	\$0	\$0	\$80.00
49	36	Pierce Associates, Alexandria, Va.	\$78.00	\$25.74	\$26.52	\$25.74	\$0	\$0	\$0	\$78.00
44	37	Ivey Mechanical Co., Kosciusko, Miss.	\$77.82	\$38.91	\$0	\$38.91	\$0	\$0	\$77.82	\$155.64
31	38	RK Mechanical, Denver	\$76.52	\$20.30	\$35.92	\$20.30	\$0	\$0	\$79.64	\$156.16

* Editor's estimate

2012 RANK	2013 RANK	COMPANY NAME/LOCATION	PIPE TRADES REVENUE (MILLIONS)	PLUMBING	HYDRONICS/RADIANT	PIPING	FIRE PROTECTION	WATER/WASTEWATER TREATMENT	OTHER	TOTAL 2012 REVENUE (MILLIONS)
34	39	Baker Group, Des Moines, Iowa	\$74.17	\$20.60	\$6.59	\$38.73	\$0	\$8.24	\$8.24	\$82.41
37	40	Murray Co., Rancho Domingo, Calif.*	\$72.60	\$0	\$36.30	\$36.30	\$0	\$0	\$37.40	\$110.00
38	41	Joulé Industrial Contractors, Gibbstown, N.J.*	\$72.10	\$0	\$0	\$72.10	\$0	\$0	\$30.90	\$103.00
40	42	A. O. Reed & Co., San Diego	\$70.85	\$38.15	\$0	\$32.70	\$0	\$0	\$38.15	\$109.00
39	43	Jack B. Henderson Construction, Albuquerque, N.M.*	\$68.10	\$13.62	\$0	\$54.48	\$0	\$0	\$0	\$68.10
54	44	W. J. O'Neil Co., Livonia, Mich.	\$67.28	\$4.49	\$0	\$62.79	\$0	\$0	\$22.43	\$89.70
NR	45	AZCO, Appleton, Wis.	\$63.06	\$0	\$0	\$63.06	\$0	\$0	\$74.03	\$137.09
42	46	Grunau Co., Oak Creek, Wis.*	\$61.60	\$11.55	\$19.25	\$11.55	\$17.71	\$1.54	\$15.40	\$77.00
43	47	Hill Group, Franklin Park, Ill.*	\$61.57	\$12.31	\$0	\$43.10	\$6.16	\$0	\$143.65	\$205.22
45	48	E.M. Duggan, Canton, Mass.*	\$60.00	\$24.00	\$0	\$24.00	\$12.00	\$0	\$0	\$60.00
53	49	IPS, Maumee, Ohio*	\$59.09	\$3.51	\$6.44	\$39.20	\$0	\$9.95	\$6.44	\$58.50
47	50	Herman Goldner Co., Philadelphia	\$56.18	\$10.21	\$5.12	\$40.86	\$0	\$0	\$45.96	\$102.14
59	51	Modern Piping, Cedar Rapids, Iowa	\$56.01	\$14.01	\$5.60	\$36.40	\$0	\$0	\$0	\$56.01
35	52	Corval Constructors, St. Paul, Minn.*	\$56.00	\$3.50	\$0	\$42.00	\$0	\$10.50	\$14.00	\$70.00
48	53	Egan Co., Brooklyn Park, Minn.	\$55.01	\$27.51	\$0	\$27.50	\$0	\$0	\$0	\$55.01
58	54	Wayne Automatic Fire Sprinklers, Ocoee, Fla.	\$55.00	\$0	\$0	\$0	\$55.00	\$0	\$0	\$55.00
3	55	Roto-Rooter Group, Cincinnati	\$51.62	\$51.62	\$0	\$0	\$0	\$0	\$43.98	\$95.60
NR	56	Advance Mechanical Systems, Arlington Heights, Ill.	\$48.24	\$8.64	\$0	\$39.60	\$0	\$0	\$23.76	\$72.00
55	57	NAC Mechanical & Electrical Services, Vadnais Heights, Minn.*	\$46.50	\$15.50	\$15.50	\$15.50	\$0	\$0	\$15.50	\$62.00
56	58	Charles E. Jarrell Contracting Co., Earth City, Mo.*	\$46.23	\$3.27	\$0	\$42.96	\$0	\$0	\$47	\$46.70
57	59	R.W. Warner, Frederick, Md.*	\$45.00	\$18.00	\$27.00	\$0	\$0	\$0	\$0	\$45.00
60	60	Hill York Service Corp., Fort Lauderdale, Fla.*	\$42.87	\$0	\$0	\$42.87	\$0	\$0	\$0	\$42.87
61	61	Corrigan Co. Mechanical Contractors, St. Louis*	\$41.91	\$0	\$0	\$41.91	\$0	\$0	\$7.40	\$49.30
62	62	CCI Mechanical, Salt Lake City*	\$41.52	\$15.97	\$9.58	\$15.97	\$0	\$0	\$22.35	\$63.87
63	63	Great Lakes Plumbing & Heating Co., Chicago*	\$40.92	\$20.47	\$0	\$0	\$20.46	\$0	\$21.08	\$62.00
68	64	Midlands Mechanical, Omaha, Neb.	\$39.54	\$12.26	\$15.42	\$10.67	\$0	\$1.19	\$0	\$39.54
64	65	Rock Hill Mechanical Corp., Kirkwood, Mo.*	\$36.80	\$0	\$18.40	\$18.40	\$0	\$0	\$9.20	\$46.00
NR	66	A&R Mechanical Contractors, Urbana, Ill.	\$34.02	\$9.866	\$0	\$24.16	\$0	\$0	\$15.29	\$49.31
66	67	Power Process Piping, Plymouth, Mich.*	\$33.66	\$5.21	\$0	\$27.76	\$0	\$6.69	\$1.04	\$34.70
67	68	Pioneer Pipe, Marietta, Ohio*	\$33.53	\$2.42	\$0	\$29.90	\$0	\$1.21	\$6.87	\$40.40
52	69	Yearout Mechanical, Albuquerque, N.M.	\$33.46	\$16.73	\$0	\$16.73	\$0	\$0	\$22.31	\$55.77
70	70	J.E. Johnson Contracting, Midland, Mich.*	\$27.47	\$3.92	\$1.64	\$21.26	\$0	\$6.65	\$5.23	\$32.70
NR	71	Butters-Fetting Co., Milwaukee	\$26.40	\$4.40	\$4.40	\$15.40	\$2.20	\$0	\$17.60	\$44.00
71	72	Fort Pitt Group, Forest Hill, Md.*	\$24.64	\$10.56	\$7.04	\$7.04	\$0	\$0	\$10.56	\$35.20
69	73	W.G. Tomko, Finleyville, Pa.*	\$24.48	\$21.42	\$0	\$0	\$0	\$3.06	\$6.12	\$30.60
36	74	McClure Co., Harrisburg, Pa.	\$21.75	\$8.70	\$0	\$13.05	\$0	\$0	\$65.25	\$87.00
NR	75	Geiger Brothers, Jackson, Ohio	\$19.20	\$6.40	\$0	\$12.80	\$0	\$0	\$6.40	\$25.60

* Editor's estimate

THE 2013 PIPE TRADES GIANTS ALPHABETICAL LIST

RANK	COMPANY	PIPE TRADES REVENUE (MILLIONS)	RANK	COMPANY	PIPE TRADES REVENUE (MILLIONS)
66	A&R Mechanical Contractors, Urbana, Ill.	\$34.02	16	John W. Danforth Co., Tonawanda, N.Y.	\$159.30
42	A. O. Reed & Co., San Diego	\$70.85	41	Joulé Industrial Contractors, Gibbstown, N.J.*	\$72.10
56	Advance Mechanical Systems, Arlington Heights, Ill.	\$48.24	21	Kinetics Systems, Fremont, Calif.*	\$135.70
12	American Residential Services, Memphis, Tenn.	\$187.24	29	KSW Mechanical Services, Long Island City, N.Y.	\$88.74
45	AZCO, Appleton, Wis.	\$63.06	32	Limbach Facility Services, Pittsburgh	\$81.95
39	Baker Group, Des Moines, Iowa	\$74.17	74	McClure Co., Harrisburg, Pa.	\$21.75
23	Benjamin Franklin Plumbing, Sarasota, Fla.*	\$126.00	25	McKinstry Co., Seattle*	\$99.00
2	BMW Constructors, Munster, Ind.	\$404.00	26	Mechanical Inc., Freeport, Ill.	\$97.13
13	The Brandt Cos., Carrollton, Texas	\$167.40	64	Midlands Mechanical, Omaha, Neb.	\$39.54
71	Butters-Fetting Co., Milwaukee	\$26.40	6	MMC Contractors, Overland Park, Kan.	\$260.12
62	CCI Mechanical, Salt Lake City	\$41.52	51	Modern Piping, Cedar Rapids, Iowa	\$56.01
58	Charles E. Jarrell Contracting Co., Earth City, Mo.*	\$46.23	10	Mr. Rooter, Waco, Texas*	\$209.28
9	Comfort Systems USA, Houston	\$226.30	18	Murphy Co. Mechanical Contractors & Engineers, St. Louis*	\$145.70
61	Corrigan Co. Mechanical Contractors, St. Louis*	\$41.91	40	Murray Co., Rancho Domingo, Calif.*	\$72.60
52	Corval Constructors, St. Paul, Minn.*	\$56.00	57	NAC Mechanical & Electrical Services, Vadnais Heights, Minn.*	\$46.50
31	Dorvin D. Leis Co., Kahului, Hawaii	\$85.06	20	P1 Group, Lenexa, Kan.	\$136.00
48	E.M. Duggan, Canton, Mass.*	\$60.00	34	Pace Plumbing Corp., Brooklyn, N.Y.	\$80.01
53	Egan Co., Brooklyn Park, Minn.	\$55.01	35	Pan-Pacific Plumbing & Mechanical, Irvine, Calif.*	\$80.00
1	EMCOR Group, Norwalk, Conn.	\$571.71	36	Pierce Associates, Alexandria, Va.	\$78.00
30	Fire & Life Safety America, Richmond, Va.*	\$86.70	68	Pioneer Pipe, Marietta, Ohio*	\$33.53
27	Foley Co., Kansas City, Mo.	\$94.00	67	Power Process Piping, Plymouth, Mich.*	\$33.66
72	Fort Pitt Group, Forest Hill, Md.*	\$24.64	59	R.W. Warner, Frederick, Md.*	\$45.00
75	Geiger Brothers, Jackson, Ohio	\$19.20	38	RK Mechanical, Denver	\$76.52
63	Great Lakes Plumbing & Heating Co., Chicago*	\$40.92	65	Rock Hill Mechanical Corp., Kirkwood, Mo.*	\$36.80
46	Grunau Co., Oak Creek, Wis.*	\$61.60	55	Roto-Rooter Group, Cincinnati	\$51.62
3	Harder Mechanical Contractors, Portland, Ore.	\$305.60	22	Sauer Holdings, Pittsburgh	\$130.45
15	Harris Cos., St. Paul, Minn.	\$160.50	33	Shapiro & Duncan, Rockville, Md.	\$80.30
50	Herman Goldner Co., Philadelphia	\$56.18	4	Southland Industries, Irvine, Calif.*	\$264.00
47	Hill Group, Franklin Park, Ill.*	\$61.57	5	TDIndustries, Dallas	\$262.32
60	Hill York Service Corp., Fort Lauderdale, Fla.*	\$42.87	8	U.S. Engineering Co., Kansas City, Mo.	\$229.36
49	IPS, Maumee, Ohio*	\$59.09	24	VSC Fire & Security, Ashland, Va.*	\$100.00
37	Ivey Mechanical Co., Kosciusko, Miss.	\$77.82	44	W. J. O'Neil Co., Livonia, Mich.	\$67.28
14	J. F. Ahern Co., Fond du Lac, Wis.	\$161.38	73	W.G. Tomko, Finleyville, Pa.*	\$24.48
17	J.C. Cannistraro, Watertown, Mass.	\$147.00	28	Warwick Plumbing & Heating Corp., Newport News, Va.*	\$91.80
70	J.E. Johnson Contracting, Midland, Mich.*	\$27.47	54	Wayne Automatic Fire Sprinklers, Ocoee, Fla.	\$55.00
43	Jack B. Henderson Construction, Albuquerque, N.M.*	\$68.10	7	Welkin Mechanical, College Point, N.Y.	\$234.00
19	JH Kelly, Longview, Wash.*	\$141.96	69	Yearout Mechanical, Albuquerque, N.M.	\$33.46
11	John E. Green Co., Highland Park, Mich.*	\$203.00			

* Editor's estimate