

# More of the same

IF YOU LIKED LAST YEAR, THEN YOU'LL LIKE THIS YEAR.  
MARKETS FOR MAJOR MECHANICAL CONTRACTORS  
CONTINUE TO GROW INCREMENTALLY



▲ BCH Mechanical, photo by Rob Harris

BY ROBERT P. MADER OF CONTRACTOR'S STAFF

**H**ow are economic conditions in 2013 for the nation's major mechanical contractors? It's difficult to say because it depends on the specific market in which a contractor is working. Don Yerks from Dunbar Mechanical says the industrial sector in northwest Ohio has slowed, while Brian Harris of Amex Nooter in Hammond, Ind., is finding good work in refineries, steel mills, chemical plants, air and gas plants, and power plants in northwest Indiana. **Greg Hosch, president of Harris Co. in St. Paul, is seeing a dip in healthcare revenues in the Twin Cities as hospital construction finishes up,** but Warren Hill, Hill Mechanical Group, notes that high profile healthcare projects are still going on in Chicago.

## CONTRACTOR'S TOP 100 Who They Are...

Rank	Company	Revenue \$ Millions	% Change
1	EMCOR Group	\$2,950.00	13.03%
2	Johnson Controls Inc. North America Service	\$2,145.00	-6.95%
3	API Group Inc.	\$1,484.92	19.75%
4	Comfort Systems	\$1,331.20	7.43%
5	American Residential Services	\$703.90	15.87%
6	BMW Constructors	\$505.00	87.73%
7	ACCO Engineered Systems Inc.	\$501.00	8.21%
8	W.E. Bowers Associates Inc.	\$432.50	even
9	Southland Industries	\$407.28	-6.44%
10	Harder Mechanical Contractors Inc.	\$382.00	110.52%
11	TDIndustries	\$375.00	19.05%
12	Roto-Rooter Services Corp.	\$363.01	-1.89%
13	McKinstry Co.	\$340.00	-15.00%
14	Service Experts Inc.	\$331.10	-43.90%
15	The Waldinger Corp.	\$300.00	even
16	Limbach Facility Services LLC	\$296.10	even
17	Artemus Associates LLC	\$291.60	NA
18	John E. Green Co.	\$290.00	-3.33%
19	Nooter Construction	\$278.30	8.59%
20	JH Kelly	\$272.00	4.62%
21	U.S. Engineering	\$269.84	28.57%
22	GreenStar Services Corp.	\$261.00	NA
23	MMC Contractors Inc.	\$260.20	208.00%
24	<b>Harris Cos.</b>	<b>\$220.00</b>	<b>13.99%</b>
25	Hill Mechanical Group	\$217.09	-3.55%

Rank	Company	Revenue \$ Millions	% Change
26	J.F. Ahern	\$204.27	13.33%
27	Advanced Heating LLC	\$203.08	NA
28	Sterling Boiler & Mechanical Inc.	\$203.07	19.41%
29	McKenney's	\$200.00	even
30	John W. Danforth Group Inc.	\$176.72	29.41%
31	RK Mechanical Inc.	\$172.61	NA
32	Titan Contracting & Leasing/The Horn Cos.	\$171.10	even
33	McAbee Construction Inc.	\$170.00	NA
34	P1 Group Inc.	\$170.00	250.00%
35	Critchfield Mechanical Inc.	\$159.30	even
36	Ivey Mechanical Co. LLC	\$155.64	-14.37%
37	J.J. White Inc.	\$155.27	5.44%
38	Murphy Co. Mechanical Contractors & Eng	\$151.50	even
39	Trinity Mechanical Systems Inc.	\$150.00	even
40	Kinetic Systems Inc.	\$149.56	2.06%
41	The Brandt Cos. LLC	\$148.20	4.97%
42	Energy Systems Group LLC	\$146.87	even
43	Sauer Holdings Inc.	\$146.10	even
44	McCarl's	\$141.00	-0.70%
45	Falasca Mechanical Inc.	\$139.10	NA
46	Par Plumbing Co. Inc.	\$138.96	even
47	AZCO Inc.	\$137.10	34.31%
48	Hooper Corp.	\$135.44	even
49	Coastal Mechanical Services Group	\$133.44	even
50	Direct Energy US Home Services Inc.	\$130.50	5.65%



◀ **MMC Contractors Inc.**

Tony Guzzi, president of EMCOR Group says it best when he says we are in the middle.

"There's all kind of conflicting information," Guzzi says. "We're in the muddle. We've been in the muddle for quite a while and we've been trying to ignore the muddle and take care of what we can control. We've moved from a period of economic uncertainty to a period of political uncertainty that we'll be in until we clear up this fiscal mess, get a budget deal, and clear up our energy policy with the Keystone pipeline. We have an opportunity with the inexpensive natural gas that we have, but we can't take advantage of it politically. If we can do that, we could get the economy going again. People are tired of being tired. It's as simple as getting a fiscal deal and getting certainty on spending and taxes, then getting approval of the Keystone pipeline and then we can get moving again."

### Diversity is a necessity

Guzzi predicts that 2013 will be up 3%-6% and, based on interviews for this story, that's as good a number as any. The contractors are not losing money. If a market is too brutal — high-rise residential, for example — they just won't bid it. To make any money, large mechanicals have to be diverse and capable of performing industrial work, food processing, oil and gas, high-end data centers and healthcare. That keeps out the riff-raff.

Oil and gas will be good, Guzzi says, industrial in general will be strong, and eventually power will be strong on the natural gas generation side. Healthcare, he notes, is episodic: if you win the job, you think the healthcare market is strong, if you don't, you think it's weak.

Food processing is strong across the country, especially in the Midwest and the mountain states. The high-tech market is good in Cali-



▲ **Waldrop Mechanical Services**

fornia, Oregon and Arizona. If they build everything in New York that they claim they're going to build, it's going to get busy. America's reindustrialization is taking place in the Southeast and Gulf Coast.

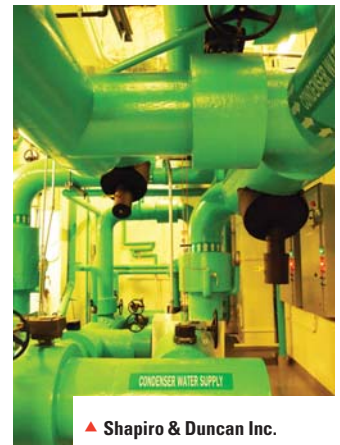
In northwest Indiana, Brian Harris, president of Amex Nooter, a division of Nooter Construction, Hammond Ind., has been busy working in refineries, steel mills, chemical plants, air and gas plants, and, lately, power plants. BP has a huge refinery in Whiting, Ind., and Exxon Mobil has one in Joliet, Ill. Amex Nooter is installing piping and doing some boiler work in steel mills, plus performing some capital work for customers such as U.S. Steel and ArcelorMittal. **Harris notes that there may be 200-300 chemical plants, big and small, in his territory, providing a good source of work.** Amex Nooter also serves customers in the air and gas business, such as Praxair, which often locate next to their own customers. Praxair, for example, will locate next to a refinery

and sell nitrogen to the refinery as a gasoline additive. Or it will locate next to a steel mill and sell it oxygen for its furnaces.

### A waiting game

Meanwhile in northwest Ohio, Don Yerks, director of marketing for Dunbar Mechanical and a veritable

▶ **Continued on page 27**



▲ **Shapiro & Duncan Inc.**

## CONTRACTOR'S TOP 100 Who They Are...

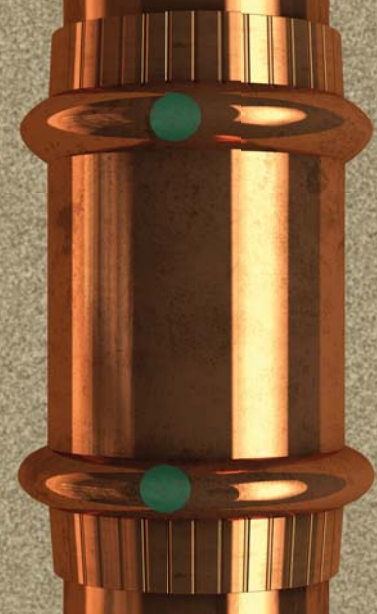
Rank	Company	Revenue \$ Millions	% Change
51	Joule Industrial Contractors	\$124.80	13.76%
52	Worth & Co. Inc	\$121.67	2.54%
53	Mechanical Inc.	\$120.05	-21.05%
54	John J. Kirlin Inc.	\$120.00	4.35%
55	Therma Corp.	\$119.40	-1.65%
56	Roth Bros. Inc.	\$114.85	0.88%
57	Pierce Associates Inc.	\$112.40	even
58	Murray Co. Mechanical Contractors	\$110.00	even
59	Hayes Mechanical LLC	\$109.36	NA
60	J.C. Cannistraro LLC	\$108.00	-8.48%
61	Lee Co.	\$105.24	6.06%
62	Shapiro & Duncan	\$104.20	42.47%
63	VSC Fire & Security	\$103.12	even
64	Herman Goldner	\$102.00	15.91%
65	Warwick Plumbing & Heating Corp.	\$102.00	even
66	Fire & Life Safety America	\$101.50	17.24%
67	Apollo Sheet Metal Inc.	\$100.00	-28.06%
68	F.W. Spencer & Sons	\$100.00	NA
69	Durr Mechanical	\$98.41	-35.95%
70	Letso's Co.	\$97.87	3.16%
71	Dynamic Systems Inc.	\$97.50	5.38%
72	National Refrigeration Services Inc.	\$96.40	NA
73	Bahnson Holdings Inc.	\$94.90	even
74	Pacific Rim Mechanical Contractors Inc.	\$94.10	40.30%
75	Dorvin D. Leis Co. Inc.	\$88.57	20.27%

Rank	Company	Revenue \$ Millions	% Change
76	University Mechanical Contractors	\$87.00	-24.35%
77	Hussung Mechanical Corporation	\$85.00	even
78	Source Refrigeration & HVAC Inc.	\$84.50	even
79	Conforti Plumbing Inc.	\$84.20	NA
80	A. O. Reed & Co.	\$81.40	-18.00%
81	Hermanson Co. LLP	\$80.19	-6.98%
82	Midstate Mechanical Inc.	\$80.00	even
83	The State Group	\$79.20	even
84	Corrigan Co., Mechanical Contractors	\$78.00	even
85	Harry Grodsky & Co. Inc.	\$77.04	-4.94%
86	W.W. Gay Mechanical Contractor Inc.	\$75.70	4.11%
87	Southern Air Inc.	\$75.29	2.74%
88	MLN Co.	\$75.00	even
89	Ampam Parks Mechanical Inc.	\$74.30	NA
90	Dunbar Mechanical	\$73.40	NA
91	Corval Group Inc.	\$72.00	-24.21%
92	California United Mechanical Inc.	\$71.30	NA
93	Nashville Machine Co. Inc.	\$70.00	-0.29%
94	S3H Group Inc.	\$70.00	even
95	Kroeschell Operations Inc.	\$69.28	NA
96	KSW Mechanical Services	\$69.28	even
97	Beutler Corp.	\$68.82	9.52%
98	McKamish Inc.	\$68.00	even
99	General Heating & Air Conditioning Inc.	\$67.55	NA
100	Lusk Mechanical Contractors	\$67.00	NA

# GIANTS BREAKDOWN

Rank	Company	Location	Revenue	HVAC	Piping	Plumbing	Sheet Metal	Refrigeration	Controls	Fire Protection	Wastewater	Other	
1	1	EMCOR Group	Norwalk, Conn.	\$2,950.00	\$1,150.00	\$295.00	\$649.00	\$206.50	\$118.00	0	\$265.50	\$265.50	0
2	2	Johnson Controls Inc. North America Service	Milwaukee	\$2,145.00	\$429.00	0	0	\$429.00	0	\$1,287.00	0	0	0
3	4	API Group Inc.	New Brighton, Minn.	\$1,484.92	\$74.25	\$148.50	\$74.25	0	0	0	\$1,188.00	0	0
4	3	Comfort Systems	Houston	\$1,331.20	\$998.25	0	\$212.96	0	0	\$66.55	\$13.31	0	\$39.93
5	5	American Residential Services	Memphis	\$703.90	\$351.95	0	\$351.95	0	0	0	0	0	0
6	16	BMW Constructors	Munster, Ind.	\$505.00	0	\$303.00	\$101.00	\$25.25	0	\$25.25	\$25.25	\$25.25	0
7	7	ACCO Engineered Systems, Inc.	Glendale, Calif.	\$501.00	\$250.50	\$83.46	0	\$83.46	0	\$83.46	0	0	0
8	9	W.E. Bowers Associates Inc.	Beltsville, Md.	\$432.50	\$86.50	\$86.50	\$86.50	\$86.50	0	\$86.50	0	0	0
9	8	Southland Industries	Irvine, Calif.	\$407.28	\$67.88	\$67.88	\$67.88	\$67.88	0	\$67.88	0	0	\$67.88
10	23	Harder Mechanical Contractors Inc.	Portland, Ore.	\$382.00	\$19.10	\$305.60	\$19.10	0	0	0	0	0	\$38.20
11	11	Roto-Rooter Services Corp.	Cincinnati	\$363.01	\$3.63	0	\$359.47	0	0	0	0	0	0
12	10	McKinstry Co.	Seattle	\$340.00	\$238.00	\$17.00	\$17.00	\$17.00	\$17.00	\$17.00	\$16.00	\$1.00	
13	6	Service Experts Inc.	Richardson, Texas	\$331.10	\$331.10	0	0	0	0	0	0	0	0
14	12	TDIndustries	Dallas	\$315.10	\$157.55	\$63.02	\$78.78	\$31.5	\$31.5	\$31.5	\$31.5	\$31.5	0
15	14	The Waldinger Corp.	Des Moines	\$300.00	\$100.00	\$100.00	0	\$100.00	0	0	0	0	0
16	15	Limbach Facility Services, LLC	Pittsburgh	\$296.10	\$75.00	\$75.00	\$40.00	\$76.00	0	\$30.00	0	0	0
17		Artemus Associates LLC	Houston	\$291.60	\$72.90	\$72.90	\$72.90	\$72.90	0	0	0	0	0
18	13	John E. Green Co.	Highland Park, Mich.	\$290.00	\$101.50	\$101.50	\$72.50	0	0	0	0	\$14.50	0
19	18	Nooter Construction	Treose, Pa.	\$278.30	0	\$166.98	\$27.83	\$27.83	0	\$55.66	0	0	0
20	17	JH Kelly	Longview, Wash.	\$272.00	0	\$100.64	\$27.20	0	0	0	0	\$10.88	\$133.28
21	20	U.S. Engineering	Kansas City, Mo.	\$269.84	\$29.70	\$145.80	\$64.80	\$26.98	\$2.70	0	0	\$2.70	0
22		GreenStar Services Corp.	New York, N.Y.	\$261.00	\$65.50	\$65.00	\$65.50	\$65.00	0	0	0	0	0
23	45	MMC Contractors, Inc.	Overland Park, Kan.	\$260.20	\$65.05	\$91.07	\$65.05	\$39.03	0	0	0	0	0
24	22	Harris Cos.	St. Paul, Minn.	\$220.00	\$44.00	\$66.00	\$44.00	\$44.00	0	\$11.00	0	\$11.00	0
25	19	Hill Mechanical Group	Franklin Park, Ill.	\$217.09	\$44.85	\$28.93	\$10.13	\$49.19	\$14.47	\$17.36	\$49.19	\$2.89	0
26	25	J.F. Ahern	Fond du Lac, Wis.	\$204.27	\$26.56	\$16.34	\$12.26	\$12.26	0	\$2.04	\$71.50	\$46.98	\$16.32
27		Advanced Heating LLC	Cameron, Wis.	\$203.08	\$67.69	\$67.69	0	\$67.69	0	0	0	0	0
28	28	Sterling Boiler & Mechanical Inc.	Evansville, Ind.	\$203.07	\$50.77	\$101.54	\$50.77	0	0	0	0	0	0
29	21	McKenney's	Atlanta	\$200.00	\$40.00	\$40.00	\$40.00	\$40.00	0	\$40.00	0	0	0
30	41	John W. Danforth Group, Inc.	Tonawanda, N.Y.	\$176.72	\$35.34	\$35.34	\$35.34	\$35.34	\$35.34	0	0	0	0
31		RK Mechanical, Inc.	Denver	\$172.61	\$34.52	\$34.52	\$34.52	\$34.52	0	\$34.52	0	0	0
32	26	Titan Contracting & Leasing/The Horn Cos.	Owensboro, Ky.	\$171.10	0	\$101.64	0	\$11.29	0	0	0	0	\$56.46
33		McAbee Construction, Inc.	Tuscaloosa, Ala.	\$170.00	0	\$170.00	0	0	0	0	0	0	0
34	86	P1 Group Inc.	Lenexa, Kan.	\$170.00	\$42.50	\$34.00	\$25.50	\$17.00	\$60.00	\$8.50	0	\$8.50	0
35	28	Critchfield Mechanical Inc.	San Jose, Calif.	\$159.30	\$79.65	\$39.83	\$39.83	0	0	0	0	0	0
36	24	Ivey Mechanical Co., LLC	Kosciusko, Miss.	\$155.64	\$108.95	0	\$46.69	0	0	0	0	0	0
37	33	J.J. White, Inc.	Philadelphia	\$155.27	\$25.88	\$25.88	\$25.88	\$25.88	0	\$25.88	0	0	\$25.88
38	31	Murphy Co. Mechanical Contractors & Eng	St. Louis	\$151.50	\$53.03	\$75.75	\$7.58	\$7.58	\$7.58	0	0	0	0
39	32	Trinity Mechanical Systems Inc.	Charlotte, N.C.	\$150.00	\$90.00	0	0	0	\$60.00	0	0	0	0
40	35	Kinetic Systems, Inc.	Fremont, Calif.	\$149.56	\$37.39	\$37.39	0	\$37.39	0	\$37.39	0	0	0
41	38	The Brandt Cos. LLC	Carrollton, Texas	\$148.20	\$29.64	\$29.64	\$29.64	\$29.64	0	\$29.64	0	0	0
42	34	Energy Systems Group LLC	Newburgh, Ind.	\$146.87	\$49.96	\$49.96	0	0	0	\$49.96	0	0	0
43	36	Sauer Holdings, Inc.	Pittsburgh	\$146.10	\$18.26	\$18.26	\$18.26	\$18.26	\$18.26	\$18.26	\$18.26	0	\$18.26
44	37	McCarl's	Beaver Falls, Pa.	\$141.00	0	\$93.06	0	0	0	\$2.82	\$2.82	\$25.38	\$16.92
45		Falasca Mechanical Inc.	Vineland, N.J.	\$139.10	\$34.78	\$34.78	\$34.78	\$34.78	0	0	0	0	0
46	40	Par Plumbing Co. Inc.	Lynbrook, N.Y.	\$138.96	0	\$46.32	\$46.32	0	0	0	\$46.32	0	0
47	57	AZCO Inc.	Appleton, Wis.	\$137.10	0	\$83.63	0	\$5.48	0	0	0	0	\$47.99
48	42	Hooper Corp.	Madison, Wis.	\$135.44	\$23.70	\$23.70	0	\$23.70	0	\$23.70	0	0	\$40.63
49	44	Coastal Mechanical Services Group	Melbourne, Fla.	\$133.44	\$45.37	\$24.02	\$16.01	\$17.35	\$5.34	\$2.67	\$5.34	0	\$22.69
50	46	Direct Energy US Home Services, Inc.	Miamisburg, Ohio	\$130.50	\$65.25	0	\$65.25	0	0	0	0	0	0

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# GIANTS BREAKDOWN

Rank	Company	Location	Revenue	HVAC	Piping	Plumbing	Sheet Metal	Refrigeration	Controls	Fire Protection	Wastewater	Other
51	55	Joule Industrial Contractors	Edison, N.J.	\$124.80	0	0	0	0	0	0	0	0
52	48	Worth & Co. Inc.	Pipersville, Pa.	\$121.67	\$30.42	\$30.42	\$30.42	0	0	0	\$30.42	0
53	30	Mechanical Inc.	Freeport, Ill.	\$120.05	\$54.02	\$12.00	\$18.01	\$24.00	0	0	\$12.00	0
54	50	John J. Kirlin Inc.	Rockville, Md.	\$120.00	\$30.00	\$30.00	\$30.00	\$30.00	0	0	0	0
55	47	Therma Corp.	San Jose, Calif.	\$119.40	\$29.85	\$29.85	\$29.85	\$29.85	0	0	0	0
56	52	Roth Bros. Inc.	Youngstown, Ohio	\$114.85	\$91.88	0	0	0	0	0	0	\$22.97
57	53	Pierce Associates Inc.	Alexandria, Va.	\$112.40	\$28.10	\$28.10	\$28.10	\$28.10	0	0	0	0
58	54	Murray Co. Mechanical Contractors	Rancho Domingue, Calif.	\$110.00	\$36.67	\$36.67	\$36.67	0	0	0	0	0
59		Hayes Mechanical LLC	Chicago	\$109.36	\$27.34	\$27.34	\$27.34	\$27.34	0	0	0	0
60	49	J.C. Cannistraro LLC	Watertown, Mass.	\$108.00	\$27.00	\$27.00	\$27.00	0	\$27.00	0	0	0
61	60	Lee Co.	Franklin, Tenn.	\$105.24	\$42.10	\$21.05	\$21.05	\$10.52	0	\$3.16	0	\$5.26
62	79	Shapiro & Duncan	Rockville, Md.	\$104.20	\$67.73	0	\$32.30	0	\$4.17	0	0	0
63	56	VSC Fire & Security	Ashland, Va.	\$103.12	0	0	0	0	0	\$103.12	0	0
64	66	Herman Goldner	Philadelphia	\$102.00	\$20.40	\$20.40	\$15.30	0	\$5.10	0	0	\$40.80
65	58	Warwick Plumbing & Heating Corp.	Newport News, Va.	\$102.00	\$34.00	\$34.00	\$34.00	0	0	0	0	0
66	67	Fire & Life Safety America	Richmond, Va.	\$101.50	0	0	0	0	0	\$101.50	0	0
67	39	Apollo Sheet Metal, Inc.	Kennewick, Wash.	\$100.00	\$33.33			\$33.33	0	\$33.33	0	0
68		F.W. Spencer & Sons	Brisbane, Calif.	\$100.00	\$35.00	\$30.00	\$35.00	0	0	0	0	0
69	29	Durr Mechanical	New York	\$98.41	\$16.41	0	0	0	0	\$0.26	\$29.33	\$54.27
70	62	Letsos Co.	Houston	\$97.87	\$78.30	\$0.98	\$10.77	\$6.85	0	\$0.98	0	0
71	64	Dynamic Systems, Inc.	Austin, Texas	\$97.50	\$24.38	\$24.38	\$24.38	\$24.38	0	0	0	0
72		National Refrigeration Services Inc.	Suwanee, Ga.	\$96.40	0	0	0	0	\$96.40	0	0	0
73	63	Bahnsen Holdings Inc.	Winston Salem, N.C.	\$94.90	\$47.45	\$23.73	\$23.73	0	0	0	0	0
74	93	Pacific Rim Mechanical Contractors, Inc.	San Diego	\$94.10	\$23.53	\$23.53	0	\$23.53	0	\$23.53	0	0
75	78	Dorvin D. Leis Co., Inc.	Kahului, Hawaii	\$88.57	\$13.29	\$20.37	\$38.97	\$2.66	\$3.54	\$0.88	\$0.88	0
76	51	University Mechanical Contractors	Mulkiteo, Wash.	\$87.00	0	\$34.80	\$30.45	0	0	0	\$8.70	\$13.05
77	69	Hussung Mechanical Corporation	Louisville, Ky.	\$85.00	\$34.00	\$17.00	\$28.90	0	\$3.40	0	\$1.70	0
78	70	Source Refrigeration & HVAC Inc.	Anaheim, Calif.	\$84.50	\$42.25	0	0	0	\$42.25	0	0	0
79		Conforti Plumbing Inc	El Dorado, Calif.	\$84.20	0	0	\$84.20	0	0	0	0	0
80	59	A. O. Reed & Co.	San Diego	\$81.40	\$20.35	\$20.35	\$20.35	\$20.35	0	0	0	0
81	68	Hermanson Co. LLP	Kent, Wash.	\$80.19	\$16.04	\$16.04	\$16.04	\$16.04	0	\$16.04	0	0
82	73	Midstate Mechanical, Inc.	Phoenix	\$80.00	\$44.00	\$24.00	\$12.00	0	0	0	0	0
83	74	The State Group	Mississauga, Ont.	\$79.20	\$18.48	\$18.48	\$18.48	0	0	0	0	\$23.76
84	75	Corrigan Co., Mechanical Contractors	St. Louis	\$78.00	0	\$66.30	0	\$11.70	0	0	0	0
85	72	Harry Grodsky & Co., Inc.	Springfield, Mass.	\$77.04	\$19.26	\$19.26	\$19.26	\$19.26	0	0	0	0
86	80	W.W. Gay Mechanical Contractor, Inc.	Jacksonville, Fla.	\$75.70	\$15.14	\$15.14	\$15.14	0	0	\$15.14	0	\$15.14
87	81	Southern Air Inc.	Lynchburg, Va.	\$75.29	\$37.65	0	0	\$37.65	0	0	0	0
88	77	MLN Co.	Houston	\$75.00	\$52.50	0	\$18.75	\$3.75	0	0	0	0
89		Ampam Parks Mechanical, Inc.	Wilmington, Calif.	\$74.30	\$18.58	\$18.58	\$18.58	\$18.58	0	0	0	0
90		Dunbar Mechanical	Toledo, Ohio	\$73.40	\$11.74	\$30.83	\$7.34	0	\$0.73	\$0.73	0	\$22.02
91	61	Corval Group, Inc.	St. Paul, Minn.	\$72.00	\$7.20	\$25.20	\$14.40	\$3.60	\$7.20	0	0	\$14.40
92		California United Mechanical Inc.	San Jose, Calif.	\$71.30	\$17.83	\$17.83	\$17.83	\$17.83	0	0	0	0
93	83	Nashville Machine Co., Inc.	Nashville	\$70.00	\$13.30	\$4.20	\$18.90	\$8.40	0	0	0	\$25.20
94	84	S3H Group Inc.	Las Vegas	\$70.00	\$35.00	0	\$35.00	0	0	0	0	0
95		Kroeschell Operations Inc.	Arlington Heights, Ill.	\$69.28	\$23.09	\$23.09	0	0	\$23.09	0	0	0
96	85	KSW Mechanical Services	Long Island City, N.Y.	\$69.28	\$69.28	0	0	0	0	0	0	0
97	94	Beutler Corp.	McClellan, Calif.	\$68.82	\$68.82	0	0	0	0	0	0	0
98	89	McKamish, Inc.	Pittsburgh	\$68.00	\$13.60	\$9.52	\$10.88	\$17.00	\$6.80	\$6.80	\$6.80	\$10.20
99		General Heating & Air Conditioning, Inc.	Madison, Wis.	\$67.55	\$33.78	0	0	\$33.78	0	0	0	0
100		Lusk Mechanical Contractors	Muldraugh, Ky.	\$67.00	\$16.75	\$16.75	\$16.75	\$16.75	0	0	0	0

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Mr. Sunshine in 2012, is more subdued. "It's not near as good as we expected it to be," Yerks says. "A year ago when we talked, there were a lot of projects coming. Most of them, we are told, are still coming but they are not here yet, so things have been delayed, things that we were told had quick timetables are not so quick. We're finding customers to be more cautious in the capital improvement process than we expected them to be. In the second half of the year, a lot

of customers became more cautious because they didn't see the recovery happening as fast as they thought it would." The problem, Yerks said, was in the first-, second- and third-tier automotive suppliers. As Detroit has made its comeback, the automakers are investing in plants and equipment. Their suppliers were expected to follow suit, but they have not.

The other head-scratcher in eastern Ohio

CONTRACTOR'S TOP 10 COMPANIES BY TYPE OF WORK

Fire Protection				Plumbing			
Rank	Company	Location	\$ Millions	Rank	Company	Location	\$ Millions
3	API Group Inc.	New Brighton, Minn.	\$1,188.00	1	EMCOR Group	Norwalk, Conn.	\$649.00
1	EMCOR Group	Norwalk, Conn.	\$265.50	11	Roto-Rooter Services Corp.	Cincinnati	\$359.47
63	VSC Fire & Security	Ashland, Va.	\$103.12	5	American Residential Services	Memphis	\$351.95
66	Fire & Life Safety America	Richmond, Va.	\$101.50	4	Comfort Systems	Houston	\$212.96
26	J.F. Ahern	Fond du Lac, Wis.	\$71.50	6	BMW Constructors	Munster, Ind.	\$101.00
111	Reliable Automatic Sprinkler Co.	Liberty, S.C.	\$56.40	11	TDIndustries	Dallas	\$97.50
112	Century Fire Protection LLC	Duluth, Ga.	\$56.28	8	W.E. Bowers Associates Inc.	Beltsville, Md.	\$86.50
116	Wayne Automatic Fire Sprinklers	Ocoee, Fla.	\$54.83	79	Conforti Plumbing Inc.	El Dorado, Calif.	\$84.20
125	Firetrol Protection Systems Inc.	Salt Lake City	\$49.90	3	API Group Inc.	New Brighton, Minn.	\$74.25
25	Hill Mechanical Group	Franklin Park, Ill.	\$49.19	17	Artemus Associates LLC	Houston	\$72.90

HVAC				Sheet Metal			
Rank	Company	Location	\$ Millions	Rank	Company	Location	\$ Millions
1	EMCOR Group	Norwalk, Conn.	\$1,150.05	2	Johnson Controls Inc. North America Service	Milwaukee	\$429.00
4	Comfort Systems	Houston	\$998.25	1	EMCOR Group	Norwalk, Conn.	\$206.50
2	Johnson Controls Inc. North America Service	Milwaukee	\$429.00	15	The Waldinger Corp.	Des Moines	\$100.00
5	American Residential Services	Memphis	\$351.95	8	W.E. Bowers Associates Inc.	Beltsville, Md.	\$86.50
13	Service Experts Inc.	Richardson, Texas	\$331.10	7	ACCO Engineered Systems Inc.	Glendale, Calif.	\$83.46
7	ACCO Engineered Systems Inc.	Glendale, Calif.	\$250.50	16	Limbach Facility Services LLC	Pittsburgh	\$76.00
12	McKinstry Co.	Seattle	\$238.00	17	Artemus Associates LLC	Houston	\$72.90
11	TDIndustries	Dallas	\$187.50	9	Southland Industries	Irvine, Calif.	\$67.88
35	Ivey Mechanical Co. LLC	Kosciusko, Miss.	\$108.95	27	Advanced Heating LLC	Cameron, Wis.	\$67.69
18	John E. Green Co.	Highland Park, Mich.	\$101.50	22	GreenStar Services Corp.	New York, N.Y.	\$65.00

Piping				Water			
Rank	Company	Location	\$ Millions	Rank	Company	Location	\$ Millions
10	Harder Mechanical Contractors Inc.	Portland, Ore.	\$305.60	1	EMCOR Group	Norwalk, Conn.	\$265.50
6	BMW Constructors	Munster, Ind.	\$303.00	26	J.F. Ahern	Fond du Lac, Wis.	\$46.98
1	EMCOR Group	Norwalk, Conn.	\$295.00	52	Worth & Co. Inc	Pipersville, Pa.	\$30.42
33	McAbee Construction Inc.	Tuscaloosa, Ala.	\$170.00	69	Durr Mechanical	New York	\$29.33
19	Nooter Construction	Treose, Pa.	\$166.98	44	McCarl's	Beaver Falls, Pa.	\$25.38
3	API Group Inc.	New Brighton, Minn.	\$148.50	6	BMW Constructors	Munster, Ind.	\$25.25
21	U.S. Engineering	Kansas City, Mo.	\$145.80	18	John E. Green Co.	Highland Park, Mich.	\$14.50
51	Joule Industrial Contractors	Edison, N.J.	\$124.80	53	Mechanical Inc.	Freeport, Ill.	\$12.00
32	Titan Contracting & Leasing/The Horn Cos.	Owensboro, Ky.	\$101.64	24	Harris Cos.	St. Paul, Minn.	\$11.00
28	Sterling Boiler & Mechanical Inc.	Evansville, Ind.	\$101.54	20	JH Kelly	Longview, Wash.	\$10.88

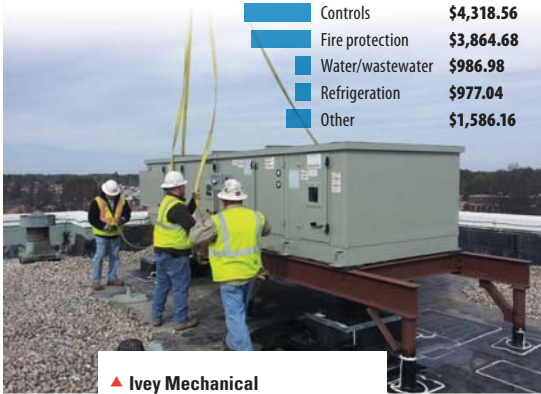
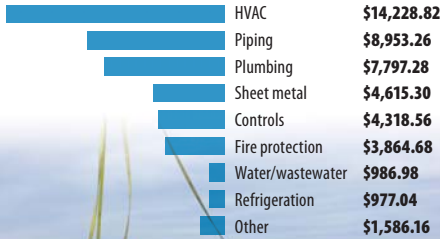
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## WHAT THEY DO

(Dollars in Millions)



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► Dunbar Mechanical

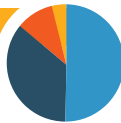
and western Pennsylvania is the lack of construction from hydraulic fracturing for natural gas. Mechanical contractors rightly expected work from stripping and cracking plants and compressor stations but that hasn't happened.

### Where opportunity exists

In the Chicago area, Hill Mechanical Group's total dedication to BIM has helped it win complicated work, especially data centers, says Warren Hill P.E., president. Hill Mechanical performs HVAC, plumbing and fire protection in data centers, which are booming in the Chicago market.

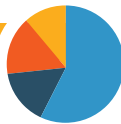
### How They Get work

Bid/Spec	50.43%
Negotiated	35.84%
Design/Build	9.93%
Other	3.80%



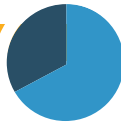
### Markets Served

New construction	57.74%
Service/maintenance	15.80%
Equipment retrofit	15.61%
Remodeling/renovation	10.85%



### Public vs. Private

Private	67.48%
Public	32.52%



### Where They Do It

Residential	5.05%
Commercial	38.35%
Industrial	28.52%
Institutional	28.08%



Source: CONTRACTOR 2013 Book of Giants survey



▲ M&D Mechanical

Hill notes that the application of heat wheels to recover some of the massive amounts of space conditioning in data centers is a major trend.

Despite completion of significant hospital projects in Chicago, such as the new Rush University Medical Center and the Ann & Robert H. Lurie Children's Hospital, hospital construction is still strong with a new tower under construction at Christ Hospital in Oak Lawn, Ill., and a completely new hospital for the Rehabilitation Institute of Chicago.

"Higher education got the news about science being important and they've built more science buildings than I can click off," Hill says. His firm has built science buildings for DePaul University, Lewis University, Wheaton College, Loyola University, the University of Chicago and North Park College.

In the center of the country, Bill McDermott, CEO of MMC Corp. in Overland Park, Kan., says, "As a whole, we are seeing that multifamily, student housing, senior housing, mission critical, and healthcare are strong markets right now and have been successful in those markets. On the flip side, projects funded by the government have been slower than in the past."

But while the Feds may have slowed down their spending, local governments have not, McDermott notes.

"We're seeing activity in the education field and infrastructure, such as water and wastewater," says McDermott. "In fact, our MW Builders general contracting brand has seen a lot of activity in the K-12 market, especially in Texas. In addition, our mechanical contractor, MMC Contractors, has secured multiple wastewater projects in the Midwest."

Like Hill Mechanical, MMC has won plenty of hospital business. While construction of massive hospitals — more than 250,000-sq. ft. — has slowed, McDermott says there is still plenty of opportunity in construction of smaller hospitals and in renovation work.

Harris Mechanical, a \$220 million institutional/industrial contractor headquartered in St. Paul, Minn., is performing piping work at two utility scale concentrating solar power plants in Mohave, Calif., and Gila Bend, Ariz., says President Greg Hosch.

"It's a huge project," Hosch says of the Gila Bend project that's about 80% done. "They let a package here and a package there. It's all piping, everything from water treatment to water lines to hot oil lines and piping around the turbine block. A good chunk of it is heavy-wall X-Ray-quality type product, 90% of it is welded. A vast majority of our hours there are in welded pipe."

This is just a portion of our complete Book of Giants feature story. For the full text, go to [www.contractormag.com](http://www.contractormag.com).

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