

PAVEMENT Top Contractors 2013

Get the recognition you deserve!

Pavement Maintenance and Reconstruction™ invites you to apply to be on the 2013 Top Contractors list.



Award categories

- Paving
- Sealcoating
- Striping
- Sweeping

Award criteria

- Gross Sales Volume for your fiscal year 2012 (regardless of the date that fiscal year ended);
- A breakdown of the work that generated those 2012 sales;
- Third-party sales verification from your company's CPA, an independent CPA or your accounting firm.

Note: The sales information will be used only for selection criteria. Your sales information will not be published or shared outside of the magazine office.

Application deadline: April 1, 2013

Two application options:

1. Complete our online application at <http://topcontractor.questionpro.com>.
2. Complete the print version and mail or fax it to us - see reverse side of this flyer or Page 8 of the January issue of *Pavement Maintenance and Reconstruction*. Mail or fax the completed application to:

2013 Top Contractor Application
Pavement Magazine
1233 Janesville Avenue
Fort Atkinson, WI 53538
Fax 708-531-1613

Top Contractors announced: June/July issue of *Pavement Maintenance and Reconstruction*

If you have questions regarding the application, please contact:

Allan Heydorn, Editor
Phone: 708-531-1612
Email: Allan.Heydorn@Cygnus.com



PAVEMENT 2013 Top Contractor Ranking Survey

Welcome to *Pavement Maintenance & Reconstruction's* survey of paving & pavement maintenance contractors. Our hope with this survey is to develop verifiable Top Contractor listings in each of four industry segments: Paving, Sealcoating, Striping and Sweeping. To do that we need to know:

- Gross Sales Volume for your fiscal year 2012 (regardless of the date that fiscal year ended)
- A breakdown of the work that generated those 2012 sales
- Third-party sales verification (see explanation below)

To determine if a company qualifies for a list we will multiply the total 2012 sales dollars by the percentage of work done in each industry segment. So, if a contractor reports \$1 million in sales and generated 30% of those sales from pavement marking, the number used to determine qualification for the Striping Top Contractor List would be \$300,000 (\$1 million x 30%).

Note: No sales figures will be reported or published; sales figures will be used only internally for determining each list. Also, no contractor will be eligible for the list without third party verification of your FY 2012 Gross Sales Volume (see below). Complete this form online at TopContractor.QuestionPro.com or complete this page and fax or mail it in. Questions marked with an asterisk () must be completed for consideration.*

***Name & Title of Person Completing This Form**

Phone _____ Fax _____
E-mail _____

***Company Information**

Company Name (as you would like it to appear on the magazine) _____
Street Address _____
City _____ State _____ Zip Code _____
Phone _____ Fax _____
E-mail Address _____
Website _____
Years in Business _____

Please indicate your number of employees at peak season
(If employees fulfill more than one function please include them in the category they perform most often):

____ Management ____ Field Supervisors ____ Laborers
____ Office Staff ____ Sales

May we contact Your Company by e-mail? ____ Yes ____ No

2012 Ranking Information. All questions must be completed to be eligible for ranking. Information should be based on your 2012 fiscal year.

***1. What is your company's Total Gross Sales for your fiscal year 2012?**

_____ (This figure used internally for ranking purposes only; it will not be published.) Please round to whole dollar amounts. (Example: 1,548,222)

***2. What percentage of your fiscal 2012 sales dollar volume is represented by each of the following areas (must total 100%):**

____ Paving ____ Pavement Repair
____ Sealcoating ____ Production of hot mix asphalt
____ Striping (plant operation)
____ Sweeping
____ Other (explain) _____

***3. What percentage of your fiscal 2012 sales dollar volume is generated from work done on each of the following (must total 100%):**

____ Highways ____ Parking lots
____ Streets/roads ____ Driveways
____ Other (explain) _____

***4. What percentage of your fiscal 2012 sales dollar volume is generated from each of the following types of customers (answers must total 100%).**

____ Commercial/Industrial
____ Municipal (state/local agency)
____ Multi-family residential (apartments/condos/HOAs)
____ Single-family residential
____ Other (explain) _____

***5. What percentage of your fiscal year 2012 sales dollar volume is generated by working as a subcontractor for other contractors? _____**

***6. What was your overall company-wide profit margin in FY 2012? (Not for publication; results will be presented for the industry as a whole.)**

____ Less than 3% ____ 5%-10% ____ More than 15%
____ 3%-5% ____ 10%-15%

7. How many different customers did you work for in FY 2012?

____ Fewer than 50 ____ 101-150 ____ 201-300
____ 50-100 ____ 151-200 ____ More than 300

8. How many different jobs did your company complete in FY 2012?

____ Fewer than 50 ____ 101-150 ____ 201-300
____ 50-100 ____ 151-200 ____ More than 300

9. What is the estimated replacement value of your fleet of equipment (including trucks)?

____ Less than \$100,000 ____ \$200,000 - \$300,000 ____ More than \$400,000
____ \$100,000 - \$200,000 ____ \$300,000 - \$400,000

10. Did your company contribute time, materials or funds for any community or charitable program? (Please attach verification)

Organization _____ Contribution _____
Organization _____ Contribution _____

SALES VOLUME VERIFICATION

To qualify to have your Top Contractor application included in the rankings and considered for Top-performer Awards, [third-party verification of your FY 2102 Gross Sales Volume is required](#) from your company's CPA, an independent CPA or your accounting firm. Verification must be on the CPA's or accounting firm's letterhead (no photocopies) and must include a statement to the effect that "I have reviewed the company's Top Contractor application, and the FY 2012 gross sales response to question Number 1 is accurate to the best of my knowledge." The letter must be signed and dated and include the person's name, title and telephone number. *No financial information will be revealed; it will be used only internally to determine rankings and awards.*

Sign Application and send to: 2013 Top Contractor Application, Pavement Magazine, 1233 Janesville Avenue, Fort Atkinson, WI 53538; Fax 708-531-1613

Signature & Title _____
Date: _____