

Exterior2002013

Busier than EVER

Exterior remodelers' overall revenue was up in 2012, but they closed more jobs than they did in 2011 to earn it

Exterior contractors, as we at *Qualified Remodeler* refer to contracting firms that focus the majority of their business activity on remodeling a home's exterior, logged more overall revenue in 2012 compared to 2011. But, they had to close far more jobs worth less per-job revenue to do it. This trend follows that of the remodeling market in general, by which homeowners aren't spending as much per project as they did years ago. We have the recession to thank for this. The per-job cost — while smaller — is growing.

The Exterior 200 ranking is extrapolated from *Qualified Remodeler's* Top 500 list that appeared in the August 2013 issue, and is based on reported percentages in each of the project categories shown in the table (at right). To appear on the Exterior 200 list, at least 50 percent of a remodeling firm's revenue must come from exterior work.

Total revenue reported by the 2013 Exterior 200 was \$2,493,383,026 (up 5 percent compared to 2011 data), with a total of 639,427 jobs (up 35 percent) reported for an average gross revenue per job of \$3,899 (down 30 percent).

Percentage of Exterior 200 Remodelers by Type of Project

Project Type	Percent
Windows	90
Siding	76
Doors	62
Roofing	61
Other	44
Decks	34
Sunrooms	30
Outdoor Living	6

RANK	COMPANY	2012 REMODELING GROSS SALES	2012 REMODELING JOBS	% ROOFING	% SIDING	% WINDOWS	% DOORS	% DECKS, PORCHES	% SUNROOMS, CONSERVATORIES	% OUTDOOR LIVING	% OTHER	% SPENT MARKETING	% REPEAT BUSINESS	% REFERRAL BUSINESS
1	WINDOW WORLD INC. —North Wilkesboro, N.C. Tammy Whitworth, windowworld.com	\$413,194,952	123,497	0	7	89	4	0	0	0	0	9	4	41
2	CHAMPION WINDOW MFG. & SUPPLY CO. LLC —Cincinnati James Mishler, championfactorydirect.com	\$208,710,185	27,194	0	11	54	7	0	28	0	0	0	0	0
3	POWER HOME REMODELING GROUP —Chester, Pa. Corey Schiller, powerhr.com	\$167,445,597	17,500	33	15	46	4	0	0	0	2	20	0	5
4	ABC INC. DBA/ABC SEAMLESS —Fargo, N.D. Gerald W. Beyers, abcseamless.com	\$62,916,617	11,460	12	63	22	1	0	2	0	0	0	0	0
5	1-800-HANSONS —Troy, Mich. Brian Elias, hansonson.com	\$56,650,728	9,200	41	14	38	2	0	0	0	5	17	9	5
6	CASTLE, THE WINDOW PEOPLE —Mount Laurel, N.J. Chris Cardillo, castlewindows.com	\$55,859,363	9,462	0	0	100	0	0	0	0	0	20	10	20
7	ROMANOFF RENOVATIONS —Smyrna, Ga. Doug Romanoff, renovations.com	\$41,609,455	104,381	0	0	0	0	5	0	0	65	0	0	0
8	RF INSTALLATIONS LLC —Grand Prairie, Texas James R. Norman, rfinstallations.com	\$37,458,790	121,892	0	0	1	87	0	0	0	1	0	0	0
9	UNITED STATES SEAMLESS —Fargo, N.D. Michael Bullinger, usseamless.com	\$35,493,735	6,550	15	42	24	2	0	0	0	11	5	21	17
10	WINDOW WORLD, BATON ROUGE —Baton Rouge, La. James Roland, windowworldinfo.com	\$34,992,758	11,209	0	0	100	0	0	0	0	0	0	10	30
11	LEAFILTER NORTH INC. —Hudson, Ohio Matt Kaulig, leafilter.com	\$33,776,602	12,884	0	0	0	0	0	0	0	100	0	0	0
12	TRUE HOME VALUE INC. —Louisville, Ky. Charles L. Smith, thv.com	\$31,145,292	7,868	6	15	68	5	1	0	0	0	15	30	10
13	MID-ATLANTIC WATERPROOFING —Columbia, Md. Edwin Fennell, basements.com	\$31,061,004	2,824	0	0	0	0	0	0	0	100	14	1	22
14	AMERICAN EXTERIORS LLC —Littleton, Colo. Greg Garcia, amext.com	\$29,054,264	3,783	0	18	82	0	0	0	0	0	20	5	14
15	PACIFIC HOME REMODELING INC. —Los Angeles Yoram Hakimi, pacifichomeremodeling.com	\$27,827,417	2,156	20	0	53	0	0	1	0	24	22	0	3

RANK	COMPANY	2012 REMODELING GROSS SALES	2012 REMODELING JOBS	% ROOFING	% SIDING	% WINDOWS	% DOORS	% DECKS, PORCHES	% SUNROOMS, CONSERVATORIES	% OUTDOOR LIVING	% OTHER	% SPENT MARKETING	% REPEAT BUSINESS	% REFERRAL BUSINESS
16	UNIVERSAL WINDOWS DIRECT INC. —Oakwood Village, Ohio William Barr/Michael Strmac, universalwindowsdirect.com	\$26,253,891	3,889	3	11	78	8	0	0	0	0	14	19	22
17	WINDOW NATION —Glen Burnie, Md. Harley Magden, windownation.com	\$26,188,159	4,718	0	10	80	10	0	0	0	0	15	0	2
18	COMFORT WINDOW & DOOR CO. —Syracuse, N.Y. Alfred Gentile, comfortwindows.com	\$25,358,436	5,058	1	11	60	10	2	3	0	1	0	40	15
19	AMERICAN VISION WINDOWS INC. —Simi Valley, Calif. William R. Herren, americanvisionwindows.com	\$24,500,000	3,275	0	0	85	5	0	0	0	10	0	25	30
20	PATIO ENCLOSURES BY GREAT DAY IMPROVEMENTS Macedonia, Ohio, Steve White, patioenclosures.com	\$23,200,000	1,300	0	0	27	0	5	58	0	0	13	20	20
21	K-DESIGNERS —Gold River, Calif. Larry D. Judson, k-designers.com	\$22,783,834	2,956	0	32	44	4	0	0	0	13	12	12	2
22	WOODBIDGE HOME EXTERIORS —Dallas Mitchell Spector, woodbridgeclassic.com	\$21,882,439	2,127	0	30	70	0	0	0	0	0	17	2	10
23	SUNGATE ENERGY SOLUTIONS INC. —San Diego Brad Smith, thesungate.com	\$20,709,827	1,385	1	0	1	1	0	0	0	95	16	5	0
24	WINDOW WORLD OF ST LOUIS —Bridgeton, Mo. James Lomax III, windowworldstl.com	\$20,321,508	7,667	0	5	90	3	0	0	0	2	0	8	8
25	STORM TIGHT WINDOWS INC. —Boynton Beach, Fla. Lee J. Brown, stormtightwindows.com	\$19,819,650	1,017	0	0	75	25	0	0	0	0	14	3	5
26	PARAMOUNT BUILDERS INC. —Virginia Beach, Va. Edward G. Augustine, paramountbuilders.com	\$19,690,788	2,317	12	34	44	10	0	0	0	0	20	14	5
27	SOLAR ENERGY WORLD —Whippany, N.J. George Dunning, solarEworld.com	\$18,990,000	491	0	0	0	0	0	0	0	100	6	0	10
28	UNIQUE HOME SOLUTIONS —Indianapolis Bob Dillon, uniquehomesolutions.org	\$17,725,000	1,995	15	20	35	0	0	0	0	10	21	18	10
29	CUSTOM REMODELERS INC. —Lino Lakes, Minn. Craig R. Carpenter, customremodelersinc.com	\$17,192,803	2,489	16	26	45	3	1	0	0	0	13	10	11
30	NATIONWIDE WINDOW & SIDING —Clifton, N.J. Baycan Azeri, nationwidewindow.com	\$15,836,604	2,228	5	50	35	5	5	0	0	0	18	5	20
31	AMERICA'S WINDOW LLC —Borden, Ind. Greg Kendzioriski, americaswindowusa.com	\$15,063,000	2,420	0	8	54	3	0	12	0	3	24	15	4
32	NORTHWEST EXTERIORS INC. —Rancho Cordova, Calif. Thomas Orr, northwestexteriors.com	\$14,541,105	1,882	0	10	50	0	0	15	0	10	15	0	15
33	C&L WARD —Davison, Mich. Patrick Ward, windowexperts.com	\$14,219,992	1,955	30	17	45	5	1	0	0	2	8	21	15
34	GUTTER HELMET SYSTEMS —Millersville, Md. Del Thebaud, harryhelmet.com	\$13,982,624	4,310	10	0	0	0	0	0	0	90	25	0	0
35	THE SOUTHARD CORP. —Great Bend, Kan. R. Joe Southard, southardcorp.com	\$13,945,468	1,409	0	4	87	9	0	0	0	0	0	0	0
36	S & K ROOFING SIDING & WINDOWS INC. —Eldersburg, Md. Donald C. Katzenberger, skroofing.com	\$13,696,646	3,340	68	12	6	1	2	0	0	11	2	35	40
37	YOUR HOME IMPROVEMENT CO. LLC —St. Cloud, Minn. Steven J. Little, yourhomeimprovementco.com	\$13,191,048	1,700	5	5	70	0	0	0	0	0	6	5	5
38	AMERICAN HOME DESIGN INC. —Goodlettsville, Tenn. Don C. Bruce, americanhomedesign.com	\$12,969,551	1,426	0	4	26	2	0	23	0	4	15	11	7
39	WEATHER TITE WINDOWS —Tampa, Fla. Michael Hollander, weathertitewindows.com	\$12,840,800	3,800	0	0	80	15	0	5	0	0	10	5	15
40	HARDY WINDOW CO. INC. —Anaheim, Calif. Kim Hardy, hardywindows.com	\$12,506,870	1,680	0	0	80	20	0	0	0	0	10	20	0
41	HOMEVIEW CONTRACTORS INC. —Pikesville, Md. Michael T. Zabec, homeviewinc.com	\$12,406,501	1,958	0	10	27	13	4	10	0	29	13	20	6
42	PACIFIC COAST HOME SOLUTIONS —Anaheim, Calif. Eric Martinson, pchscs.com	\$11,816,245	1,131	0	5	60	0	0	0	0	25	12	5	5
43	MODERN REMODELING INC. —Manassas, Va. Jonathan Ballard, modernremodelinginc.com	\$11,668,396	487	20	20	10	0	5	0	5	0	5	0	30
44	AMS, INC. —Pompano Beach, Fla. John Murray, amsoffla.com	\$11,400,000	1,930	75	5	5	5	5	5	0	0	10	30	40
45	UNITED STATES SEAMLESS-FARGO, DBA WESTERN PRODUCTS Fargo, N.D., Michael Bullinger, westernproducts.com	\$11,185,118	2,105	7	46	27	2	0	0	0	11	4	19	21
46	EZ HOME SOLUTIONS —Roseville, Minn. Robert O'Geay, ezhs.com	\$10,859,416	942	55	35	10	0	0	0	0	0	12	0	0

RANK	COMPANY	2012 REMODELING GROSS SALES	2012 REMODELING JOBS	% ROOFING	% SIDING	% WINDOWS	% DOORS	% DECKS, PORCHES	% SUNROOMS, CONSERVATORIES	% OUTDOOR LIVING	% OTHER	% SPENT MARKETING	% REPEAT BUSINESS	% REFERRAL BUSINESS
47	ELITE REMODELING GROUP —Rolling Meadows, Ill. Michael Macek, elitewindowsandsiding.com	\$10,673,576	1,043	5	25	55	5	0	0	0	0	13	5	15
48	APPLEBY SYSTEMS INC. —York, Pa. John Kailian, applebysystems.com	\$10,416,333	1,037	0	10	70	0	0	3	0	1	19	15	1
49	BROTHERS HOME IMPROVEMENT INC. —Roseville, Calif. Gene V. Cavanna, brothershomeimp.com	\$10,283,062	2,096	0	0	90	10	0	0	0	0	5	23	32
50	AMERICAN EAGLE BUILDERS SUPPLY INC. —Arlington, Texas Roy Williams, americaneaglebuilders.com	\$10,235,311	841	0	15	55	0	5	0	0	20	15	25	10
51	EXO VATIONS —Cumming, Ga. Roone Unger, exovations.com	\$9,994,985	1,143	10	25	30	5	25	0	0	5	5	0	0
52	WEST SHORE WINDOW & DOOR INC. —Mechanicsburg, Pa. B.J. Werzyn, westshorewindow.com	\$9,948,497	1,355	0	9	58	33	0	0	0	0	12	18	0
53	PRINCE WILLIAM HOME IMPROVEMENT —Woodbridge, Va. Scott Holtzhauer, pwhomeimprovement.com	\$9,943,132	768	0	3	9	3	63	0	0	0	15	18	11
54	AMBASSADOR HOME IMPROVEMENTS INC. —Mechanicsburg, Pa. Joseph L Zisman, rbacentralpa.com	\$9,601,558	1,086	0	0	95	5	0	0	0	0	20	20	4
55	MAD CITY ROOFING SIDING WINDOWS —Madison, Wis. Cory Sturman, madcitywindows.com	\$9,598,278	1,250	5	5	60	5	0	0	0	0	10	10	10
56	RENEWAL BY ANDERSEN OF LAS VEGAS & PHOENIX —Las Vegas. Bill Godbout, rbavegas.com	\$9,509,702	1,014	0	0	66	34	0	0	0	0	9	21	8
57	EVERLAST HOME ENERGY SOLUTIONS —Anaheim, Calif. Mike Lumary/Greg Friend, everlastgogreen.com	\$9,268,517	806	5	7	47	2	0	0	0	27	16	20	15
58	ASHCO EXTERIORS INC. —Champlin, Minn. Jason Jeppesen, ashcoexteriors.com	\$9,202,288	727	75	10	5	0	3	0	0	0	4	10	20
59	COMMUNITY BUILDERS INC. —Tulsa, Okla. Greg Wolter, communitybuildersinc.com	\$9,067,947	952	15	20	35	0	0	5	0	10	12	6	3
60	GLOBAL HOME IMPROVEMENTS INC. —Feasterville, Pa. Paul Kazlov, globalhomeinc.com	\$8,909,523	475	50	25	25	0	0	0	0	0	15	7	10
61	CLEARVIEW HOME IMPROVEMENTS INC. —Placentia, Calif. Michael Lumary/Joseph Kovalcin, cvgreenhome.com	\$8,687,917	647	10	15	45	0	0	0	0	30	20	15	25
62	ABC SEAMLESS OF FARGO —Fargo, Minn. Gerald W. Beyers, abcseamless.com	\$8,562,000	1,524	12	63	22	0	0	3	0	0	10	30	26
63	THE ACRi CO. —Milan, Ill. Tim Aciri, acricompany.com	\$8,272,616	1,042	15	30	39	1	0	1	0	0	17	13	10
64	DUN-RITE EXTERIORS —Hudson, Ohio Anthony Umina, calldunrite.com	\$8,084,441	1,015	85	7	1	0	0	0	0	0	0	20	10
65	LEINGANG HOME CENTER INC. —Mandan, N.D. John Frohlich, leingang.com	\$8,066,382	2,017	10	28	45	1	0	0	0	2	3	31	20
66	ECOBEST EXTERIORS —Vancouver, Wash. Mike Puranen, ecobesthi.com	\$7,850,000	450	70	4	5	0	5	1	3	0	15	15	10
67	JONES & ASSOCIATES —Lubbock, Texas Jeff Jones, thejonesboys.com	\$7,736,633	760	25	15	60	0	0	0	0	0	8	22	20
68	A CUT ABOVE EXTERIORS —Portland, Ore. Mark Tiffe, acutabovexteriors.com	\$7,421,238	817	20	20	50	10	0	0	0	0	15	9	5
69	SCHMIDT SIDING & WINDOW CO. INC. —Mankato, Minn. Dale Brenke, schmidtmankato.com	\$7,376,183	2,000	22	39	21	2	0	4	0	12	3	40	20
70	MIDTOWN HOME IMPROVEMENTS INC. —O'Fallon, Mo. Patrick Melson, midtownstl.com	\$7,257,000	638	7	10	21	1	16	0	0	0	12	25	10
71	TRISTATE ROOFING WINDOWS AND SIDING —Tacoma, Wash. John Holum, tristate.pro	\$7,176,265	493	75	5	20	0	0	0	0	0	25	1	3
72	AMERICAN DESIGN AND BUILD LTD. —Bel Air, Md. Joseph A Tunney, adbuild.com	\$7,129,248	652	6	9	20	9	4	8	0	30	5	25	20
73	ARCHADECK OF CHARLOTTE —Charlotte, N.C. Eric Kent, archadeckofcharlotte.com	\$6,900,000	1,280	0	0	2	0	80	4	0	0	5	3	60
73	CALLEN CONSTRUCTION INC. —Muskego, Wis. Tom Callen, callenconstruction.com	\$6,900,000	690	10	8	26	5	0	5	0	0	8	32	15
73	INSTALL AMERICA LLC —Mohnton, Pa. Thomas McMillan, installamerica.net	\$6,900,000	865	24	10	41	1	0	18	0	2	13	15	2
76	HULLCO EXTERIORS INC. —Chattanooga, Tenn. Matt Hullander, hullcoexteriors.com	\$6,824,147	804	1	17	65	3	3	8	0	3	7	15	22
77	DURANTE WINDOWS & SIDING —Irondale, Ala. Jason Durante, godurante.com	\$6,270,337	696	0	30	40	10	10	10	0	0	13	16	11

RANK	COMPANY	2012 REMODELING GROSS SALES	2012 REMODELING JOBS	% ROOFING	% SIDING	% WINDOWS	% DOORS	% DECKS, PORCHES	% SUNROOMS, CONSERVATORIES	% OUTDOOR LIVING	% OTHER	% SPENT MARKETING	% REPEAT BUSINESS	% REFERRAL BUSINESS
78	JACOB SUNROOM & EXTERIORS —Fairview Heights, Ill. Scott Jacob, jacobexteriors.com	\$6,267,734	1,127	70	10	10	1	1	8	0	0	6	15	15
79	T&S ROOFING SYSTEMS INC. —Miami, Fla. Louis Toledo, tsroofingsystems.com	\$6,200,000	410	100	0	0	0	0	0	0	0	0	20	20
80	CREATIVE OPENINGS INC. —Kaukauna, Wis. Robert Beaster, creativeopenings.net	\$6,144,745	861	0	1	87	12	0	0	0	0	11	7	8
81	MIDWEST CONSTRUCTION & SUPPLY INC. —Mason City, Iowa Kalliope Eaton, mwcinc.com	\$6,009,354	528	0	28	35	0	0	37	0	0	9	15	8
82	CAROLINA HOME REMODELING LLC —Charlotte, N.C. Robert Anderson, carolinahomere modeling.com	\$5,972,294	690	0	7	20	0	0	23	0	11	18	5	2
83	PROFESSIONAL REMODELING GROUP —Manassas, Va. Tony Ishairzay, professionalremodelinggroup.com	\$5,965,075	248	0	0	0	0	35	0	0	15	15	20	5
84	UNIVERSAL GROUP INC. —Tarzana, Calif. John Bachsian, universalgroupinc.com	\$5,955,300	174	3	0	0	0	5	0	50	0	5	15	33
85	TRI-STATE RENOVATIONS INC. —Columbus, Ohio Preston O. Ford	\$5,929,942	27	25	5	5	10	0	0	0	5	0	0	0
86	EURO-TECH INC. —Bensenville, Ill. Fred T. Finn, eurotechinc.net	\$5,927,284	823	15	30	40	10	0	0	0	5	18	30	0
87	VOLPE ENTERPRISES INC., COMPLETE HOME RENOVATIONS North Wales, Pa., Janet Volpe, govolve.com	\$5,837,000	1,325	30	14	15	6	5	1	2	2	4	20	20
88	SUNROOMS AND MORE —Lexington, Ky. Jerod Hagen, sunroomsky.com	\$5,740,000	1,080	0	0	5	0	0	53	8	11	16	7	7
89	POWERSTAR HOME ENERGY SOLUTIONS —Anaheim, Calif. Mike Lumary/Greg Friend/Dave Smith, powerstargogreen.com	\$5,689,748	454	0	10	50	0	0	0	0	30	17	0	0
90	LANE HOUSE CONSTRUCTION —St. Louis Kerry V. House, lanehouseconstruction.com	\$5,571,203	862	76	10	10	1	3	0	0	0	5	0	5
91	ASPEN EXTERIORS INC. —Ramsey, Minn. Joseph M. Jelinek, aspenexteriors.com	\$5,467,239	346	70	20	0	0	0	0	0	10	5	5	25
92	DEXTER BUILDERS —Dexter, Mich. Jeff Brown, dexterbuilders.com	\$5,431,040	539	20	10	8	1	1	1	6	6	3	37	20
93	KULP'S OF STRATFORD LLC —Stratford, Wis. Bob Kulp, kulpproof.com	\$5,425,000	150	97	0	0	0	0	0	0	3	0	15	50
94	SPRINGHOUSE WINDOW & DOOR —Spring House, Pa. Jack Corper, gospringhouse.com	\$5,423,000	643	0	0	70	30	0	0	0	0	5	20	20
95	HOME TOWN RESTYLING INC. —Hiawatha, Iowa Wayne W. Winn, hometownrestyling.com	\$5,407,872	560	0	15	35	2	9	9	0	0	7	32	12
96	FREY CONSTRUCTION & HOME IMPROVEMENT LLC Prairie du Sac, Wis., Scott Frey, freyconstruction.com	\$5,370,811	528	44	15	5	1	4	0	0	6	0	32	10
97	MILLER CUSTOM EXTERIORS —Fredericksburg, Ohio Lorin R Miller, millercustomexteriors.com	\$5,350,014	587	48	17	16	0	0	5	0	8	3	0	0
98	LEGACY REMODELING INC. —Pittsburgh. Jeffrey Moeslein, legacyremodel.com	\$5,340,664	659	20	20	35	10	5	0	0	0	14	18	11
99	FICK BROS ROOFING & EXTERIOR REMODELING CO —Baltimore J. Patrick Fick, fickbros.com	\$5,274,653	311	70	5	2	1	5	0	0	15	2	40	45
100	MINNESOTA RUSCO INC. —Minnetonka, Minn. Mike Hazelwood, minnesotarusco.com	\$5,257,454	625	0	15	55	10	0	5	0	0	20	5	5
101	PHIL BEAULIEU & SONS HOME IMPROVEMENT INC. —Chicopee, Mass. Alain/Francis Beaulieu, pbhi.biz	\$5,149,760	517	25	25	30	10	10	0	0	0	15	20	15
102	LIFETIME WINDOWS AND SIDING —Denver Peter Svedin/Jason Lewis, hailproofsiding.com	\$5,136,000	675	0	35	60	5	0	0	0	0	10	8	25
103	NEWSOUTH WINDOW SOLUTIONS LLC —Tampa, Fla. Earl Rahn, newsouthwindow.com	\$5,135,655	412	0	0	75	25	0	0	0	0	15	5	0
104	HOLLOWAY CO. INC. —Sterling, Va. Theodore H. Tidmore, hollowaycompany.com	\$5,069,486	211	0	0	0	0	38	0	62	0	1	25	50
105	EXTERIOR MEDICS —Alexandria, Va. Mark Watson/Joel LeVecchi, exteriormedics.com	\$5,053,181	710	50	20	5	5	0	0	0	10	7	28	14
106	BRAYMILLER BUILDERS OF W.N.Y. INC. —Hamburg, N.Y. David C. Braymiller, braymillerbuilders.com	\$5,026,659	993	0	0	50	25	0	0	0	0	20	15	15
107	CAROLINA WINDOWS & DOORS INC. —Greenville, N.C. Jeff Bailey, cwdnc.com	\$4,842,771	620	18	2	57	15	0	8	0	0	3	20	0
108	HOME VISIONS INC. —Beltsville, Md. John Keith Ridgely, homevisionsinc.com	\$4,786,298	915	35	25	40	0	0	0	0	0	9	10	25

RANK	COMPANY	2012 REMODELING GROSS SALES	2012 REMODELING JOBS	% ROOFING	% SIDING	% WINDOWS	% DOORS	% DECKS, PORCHES	% SUNROOMS, CONSERVATORIES	% OUTDOOR LIVING	% OTHER	% SPENT MARKETING	% REPEAT BUSINESS	% REFERRAL BUSINESS
109	SOUTHWEST EXTERIORS —San Antonio Scott Barr, southwestexteriors.com	\$4,757,656	345	0	47	42	11	0	0	0	0	8	15	24
110	NEW JERSEY SIDING & WINDOWS —Randolph, N.J. Neil Sciacca, newjerseywindow.com	\$4,728,794	325	3	48	44	4	1	0	0	0	10	9	10
111	SUNROOM DESIGN GROUP —Little Chute, Wis. Brian Gottlieb, lovemysunroom.com	\$4,713,892	267	0	0	0	0	0	75	0	0	7	0	0
112	RICHARD LARSON BUILDERS INC. —Hutchinson, Minn. Doug Kephart, larsenbuilders.com	\$4,495,992	358	14	21	13	1	2	0	0	0	6	33	35
113	K&H HOME SOLUTIONS —Arvada, Colo. Ted Roland, khwindows.com	\$4,495,900	985	0	21	68	4	0	0	0	7	20	13	9
114	BUDGET EXTERIORS INC. —Bloomington, Minn. Kenneth J. Thompson, budgetexteriors.com	\$4,447,259	920	13	20	35	5	0	0	0	27	8	20	20
115	CLEAR CHOICE WINDOWS AND MORE —Largo, Fla. Jim Hardy, clearchoicewin.com	\$4,378,470	515	0	0	80	20	0	0	0	0	12	1	40
116	CAPIZZI HOME IMPROVEMENT —Cotuit, Mass. Thomas Capizzi Jr., capizzihome.com	\$4,316,257	304	20	20	25	9	3	2	3	0	12	35	7
117	ADVANCED HOME TECHNOLOGIES INC. —Clintonville, Wis. Scott R. Young, ahtwindows.com	\$4,193,391	530	0	0	90	10	0	0	0	0	21	10	2
118	AMERICAN HOME IMPROVEMENTS —Knoxville, Tenn. Mark Sims, homeproguy.com	\$4,186,251	583	15	19	34	1	4	15	5	0	15	22	24
119	L.J. STONE INC. —Muncie, Ind. Trent Stone, ljstone.com	\$4,155,158	554	0	5	30	10	0	20	0	0	15	20	10
120	LAKESIDE EXTERIORS INC. —Chesterfield, Mo. Matthew Merrifield, lakesideexteriors.com	\$4,131,356	258	5	53	25	7	5	0	0	0	0	0	0
121	ALCRAFT INC. —North Haven, Conn. Michael C Mamrosch, alcrafterinc.com	\$4,103,463	389	33	33	20	5	5	4	0	0	14	15	5
122	SUN COAST REMODELERS —San Diego Louis Scott Janson, suncoastsd.com	\$4,098,614	500	20	30	50	0	0	0	0	0	0	20	10
123	EAGLE HOME IMPROVEMENT —East Alton, Ill. Dennis K. Jones, eaglewindowsandsiding.com	\$4,064,460	653	40	20	11	2	2	4	0	0	4	38	28
124	FRANCIS HARVEY REMODELING LLC —Shrewsbury, Mass. Neil Harvey, francisharvey.com	\$4,015,506	241	40	14	17	1	3	0	0	7	5	24	23
125	QUILLEN BROS. INC. —Bryan, Ohio Robert V. Quillen, quillenbrosinc.com	\$3,942,524	586	0	0	100	0	0	0	0	0	9	12	13
126	CLOSET AMERICA —Lanham, Md. Skip LaBella, closetamerica.com	\$3,939,191	775	0	0	0	0	0	0	0	100	15	0	0
127	BETTER WAY SIDING & WINDOWS —East Peoria, Ill. Dave Smith, betterwaysiding.com	\$3,900,000	500	50	25	20	0	0	0	0	5	7	5	5
128	EXTERIOR SOURCE —Chesapeake, Va. Rod Renfrow, exteriorsourceva.com	\$3,813,197	1,252	5	0	5	0	0	0	0	90	10	15	35
129	WADDEN CONSTRUCTION INC. —Herndon, Va. Robert Wadden, waddenconstruction.com	\$3,800,368	228	55	42	0	0	0	0	0	3	2	0	10
130	ALLIED REMODELING OF CENTRAL MARYLAND INC. —Towson, Md. Dean D'Eugenio, alliedremodelingofcentralmd.com	\$3,800,000	524	60	13	15	0	10	0	0	0	5	10	10
130	TOTAL REMODELING SYSTEMS LLC —Winchester, Va. Joe Henley, totalremodelingsystems.com	\$3,800,000	112	0	5	10	2	5	75	0	0	10	0	10
132	SUBURBAN CONSTRUCTION INC. —Davenport, Iowa J.R. Girsakis, suburbanconstruction.com	\$3,765,706	1,016	0	5	60	35	0	0	0	0	9	35	18
133	TIMBER HOME IMPROVEMENTS —Vancouver, Wash. Matthew Van Dyke, timberus.com	\$3,742,410	394	63	0	37	0	0	0	0	0	12	5	5
134	ROOF MASTERS —Rockville, Md. Howard Rittenberg, leakproofroof.net	\$3,726,423	296	80	10	5	5	0	0	0	0	7	0	35
135	U.S. HOME EXTERIORS —Burlington, N.C. Joe Johnson/Doug Massey, ushomeexteriors.com	\$3,619,868	759	0	16	39	12	0	0	0	33	18	21	12
136	AQUAGUARD WATERPROOFING —Beltsville, Md. Todd Watkins, fixbasements.com	\$3,501,235	476	0	0	5	0	0	0	0	95	13	5	20
137	HOME SPECIALISTS/ABC SEAMLESS —Madison, Wis. James W. Lutz, abchomespecialists.com	\$3,420,000	1	10	45	35	0	0	10	0	0	10	10	60
138	ISTUETA ROOFING —Miami Frank Istueta, istuetaroofting.com	\$3,391,460	542	100	0	0	0	0	0	0	0	5	35	30
139	EVERDRY WATERPROOFING OF S.E. MICHIGAN Sterling Heights, Mich., Jeffrey Schleuning, everdrymichigan.com	\$3,380,037	233	0	0	0	0	0	0	0	100	0	0	0

RANK	COMPANY	2012 REMODELING GROSS SALES	2012 REMODELING JOBS	% ROOFING	% SIDING	% WINDOWS	% DOORS	% DECKS, PORCHES	% SUNROOMS, CONSERVATORIES	% OUTDOOR LIVING	% OTHER	% SPENT MARKETING	% REPEAT BUSINESS	% REFERRAL BUSINESS
140	JANCEWICZ & SON —Bellows Falls, Vt. Jayson Dunbar, roofsplus.com	\$3,364,484	199	76	7	6	1	1	0	0	7	2	39	24
141	LARSON SIDING AND WINDOWS —Rochester, Minn. Tim Mayer, larsonsidingsiding.com	\$3,357,197	616	5	35	40	10	5	5	0	0	7	2	20
142	ABC SEAMLESS OF CHEYENNE —Cheyenne, Wyo. Randy Terfehr, abccheyenne.com	\$3,349,972	625	2	74	19	0	0	5	0	0	6	23	40
143	HOOSIER WINDOWS & SIDING —Fort Wayne, Ind. Andy Birch, hoosierwindow.com	\$3,328,227	581	15	15	70	0	0	0	0	0	20	0	15
144	SMART HOME ENERGY SOLUTIONS —Placentia, Calif. Michael Lumary/Benson Kane/Joseph Kovalcin, enversolar.com	\$3,305,401	382	10	15	45	0	0	0	0	30	20	15	25
145	THE BOARD STORE HOME IMPROVEMENTS INC. —La Crosse, Wis. Miles Wilkins, theboardstoreonline.com	\$3,267,830	731	5	15	41	11	1	12	5	0	7	30	21
146	AAA WINDOW SIDING ROOFING —Lincoln, Ill. Larry T. Adams, tripleasiding.com	\$3,168,759	750	37	25	34	3	0	0	0	1	11	11	5
147	SUPERIOR HOME IMPROVEMENT INC. —Salt Lake City Richard A Johnson, usasuperior.com	\$3,052,314	219	2	15	65	0	0	0	0	11	7	5	20
148	ABC SEAMLESS OF OMAHA AND CENTRAL NE —Omaha, Neb. Ted Franssen, abcnebraska.com	\$2,960,408	430	5	40	25	5	0	10	0	15	9	15	5
149	MR. BUILD INC. —Bradenton, Fla. Richard M. Dunn Jr., mrbuildinc.com	\$2,955,724	410	1	3	33	23	1	8	1	1	3	23	24
150	AMERICAN WEATHERTECHS —West Chester, Ohio Corey Cover, americanweathertechs.com	\$2,922,226	404	18	22	53	7	0	0	0	0	5	10	30
151	CHAPMAN WINDOWS & DOORS —West Chester, Pa. Mark Chapman, chapmanwindowsdoors.com	\$2,897,730	1,220	0	10	60	30	0	0	0	0	0	25	25
152	A.B.E. DOORS & WINDOWS —Allentown, Pa. Jim Lett Sr., abeddoors.com	\$2,849,883	915	0	0	32	50	0	0	0	18	6	62	11
153	VINTAGE CONSTRUCTION INC. —Arrington, Tenn. Scott C. Walter, vintageconstructioninc.com	\$2,810,000	495	0	0	5	0	0	0	0	85	0	25	15
154	TRISTATE SIDING & WINDOWS INC. —Davenport, Iowa Andrew Sallee, tristatecompany.com	\$2,781,833	352	41	19	27	0	0	0	0	13	14	10	10
155	SUNSHINE CONTRACTING CORO. —Woodbridge, Va. Ryan Sabo, sunshinecontractingcorp.com	\$2,750,000	353	0	25	30	5	30	0	0	10	10	60	0
156	ALL SEASONS CONSTRUCTION INC. —Wichita, Kan. Jeffrey F. Hund, allseasonsconstruction.com	\$2,728,894	356	5	25	30	5	4	0	0	0	4	25	22
157	CORNERSTONE EXTERIORS —Schaumburg, Ill. Jason Chi, cornerstone-exteriors.com	\$2,728,534	205	25	50	25	0	0	0	0	0	8	0	15
158	SOUTHWEST BUILDERS —Oklahoma City, Okla. Dale Pfundt, southwest-builders.com	\$2,706,189	240	0	5	4	0	0	42	0	0	6	12	30
159	LEGACY EXTERIORS —Madison, Wis. Josh Gauwitz, legacy-exteriors.com	\$2,686,529	240	40	20	20	0	5	0	0	5	15	10	30
160	PEAK ROOFING CONTRACTORS INC. —Manassas, Va. Dawn Smith, peakroofingcontractors.com	\$2,682,359	1,161	60	25	5	0	0	0	0	5	15	35	10
161	ALL ASPECTS WATERPROOFING —Savage, Md. William A. Caputo, mywetbasement.com	\$2,669,762	459	0	0	0	0	0	0	0	95	20	0	10
162	NEW YORK SASH —Whitesboro, N.Y. Scot D. Hayes, newyorksash.com	\$2,624,261	549	4	10	57	6	6	1	0	1	11	28	7
163	OHIO BUILD & REMODEL —Westerville, Ohio Richard R. Mealey, newlookohio.com	\$2,597,420	215	18	14	14	9	6	0	0	0	16	10	0
164	ROCK AND TAIT EXTERIORS LLC —Chippewa Falls, Wis. Kane Rockow, rockandtait.com	\$2,572,510	720	67	5	2	1	0	0	0	20	14	11	18
165	TRI-STATE CREATIONS —Conshohocken, Pa. Josh Schneider, tristatecreations.com	\$2,527,876	202	14	3	25	4	3	0	0	18	14	5	3
166	ALCO PRODUCTS INC —Bethesda, Md. Zak Kreisman, alcoproductsinc.com	\$2,500,000	425	20	30	40	10	0	0	0	0	8	25	45
167	ENERGY AIDE —Shrewsbury, N.J. Anthony Leone, energyaide.com	\$2,474,000	707	10	32	30	8	0	0	0	20	24	40	30
168	BUSCHURS HOME IMPROVEMENT —Dayton, Ohio Terry Paxton, buschurs.com	\$2,415,096	306	0	10	33	5	2	50	0	0	10	25	40
169	KEY EXTERIORS INC. —Fort Wayne, Ind. William Kesterke, keyexteriors.com	\$2,249,962	309	30	5	35	20	0	0	0	0	5	15	10
170	VEKTON CORP. —Penfield, N.Y. Thomas E. Dustman, vekton.com	\$2,239,934	243	20	50	15	4	1	0	0	0	4	14	20

RANK	COMPANY	2012 REMODELING GROSS SALES	2012 REMODELING JOBS	% ROOFING	% SIDING	% WINDOWS	% DOORS	% DECKS, PORCHES	% SUNROOMS, CONSERVATORIES	% OUTDOOR LIVING	% OTHER	% SPENT MARKETING	% REPEAT BUSINESS	% REFERRAL BUSINESS
171	DAECH AND BAUER CONSTRUCTION INC. —Collinsville, Ill. James S. Daech, roof211.com	\$2,224,431	230	80	12	3	0	0	0	0	0	3	40	10
172	OBERMILLER SEAMLESS INC. —Grand Island, Neb. Barry Obermiller, obermillerseamless.com	\$2,202,000	695	0	47	28	5	0	0	0	20	7	10	0
173	ZEPHYR THOMAS HOME IMPROVEMENT CO. —Lancaster, Pa. Coy Thomas, zephyrthomas.com	\$2,151,477	323	15	5	40	20	4	3	0	0	30	56	19
174	ASHER ENTERPRISES INC. —Eau Claire, Wis. Chad M. Asher, asherenterprises.com	\$2,029,513	268	30	15	22	3	5	8	0	9	3	33	9
175	MAJORS HOME IMPROVEMENT —Milton, Fla. Michael Majors, majorshomeimprovement.com	\$2,013,601	310	0	15	55	10	0	5	0	15	8	10	20
176	VINYL WINDOW BROKER INC. —Santa Ana, Calif. Lundun Morgan, vinylwindowbroker.com	\$1,968,448	199	0	0	100	0	0	0	0	0	25	0	5
177	1ST CHOICE HOME IMPROVEMENTS INC. —Pensacola, Fla. Scott McCartney, 1stchoicehomeimprovements.com	\$1,921,945	290	1	13	30	3	2	15	0	0	17	10	3
178	MONARCH SIDING & WINDOWS INC. —Papillion, Neb. Tom Galgerud, monarchsiding.com	\$1,904,155	450	35	32	33	0	0	0	0	0	0	20	30
179	SCHMIDT EXTERIORS —Batavia, Ill. Mike Schmidt, schmidtexteriors.com	\$1,879,847	148	1	20	72	3	0	0	0	4	2	22	33
180	CLASSIC HOME IMPROVEMENT PRODUCTS INC. —Anaheim Hills, Calif. Jason C. Lorge, chipproducts.com	\$1,877,440	2,624	0	0	0	0	0	0	0	100	0	20	30
181	RADIANT WINDOWS & REMODELING LLC —Oak Harbor, Ohio Michael Shadoan, radiantwindows.com	\$1,857,794	296	1	1	75	4	2	3	0	0	2	26	66
182	RAIN GUTTER SPECIALTIES —South Jordan, Utah Tim Brown, utahgutter.com	\$1,853,432	1,900	0	0	0	0	0	0	0	100	12	15	25
183	TOTAL HOME CONSTRUCTION CORP. —Plainview, N.Y. Paul Panagiotidis, totalhomeconstruction.com	\$1,800,942	160	15	30	15	0	5	0	0	0	10	25	25
184	ADVANCED METAL ROOFING LLC —Brentwood, N.H. Wayne C. Wilusz, advancedsteelroofingandsiding.com	\$1,783,834	159	80	19	1	0	0	0	0	0	10	10	5
185	DECKS UNIQUE INC. —Commack, N.Y. Louis Pagnutti, decksunique.com	\$1,783,000	155	0	0	0	0	100	0	0	0	4	5	35
186	SOLARSHIELD REMODELERS INC. —Altoona, Pa. Daniel E. Green, solarshieldinc.com	\$1,687,810	170	5	2	25	2	1	45	5	0	12	35	15
187	ALL-WEATHER WINDOW DOORS & SIDING INC. —Mission, Kan. Kim D. Blake, allweatherkc.com	\$1,677,518	425	0	3	64	25	0	0	0	0	5	30	20
188	A. CASPERSEN CO. INC. —Cuyahoga Falls, Ohio Eric A. Caspersen, acaspersenco.com	\$1,601,247	250	17	50	12	5	1	0	0	10	0	30	21
189	2B DEVELOPMENT CORP —East Hanover, N.J. Andrew Brukh, 2Bcorp.com	\$1,575,000	231	40	30	30	0	0	0	0	0	15	20	20
190	SLAVIN CONSTRUCTION —Elmira, N.Y. Joe Slavin, slavinconstruction.com	\$1,533,463	131	28	8	13	4	5	4	0	0	6	8	18
191	SUNSET CONSTRUCTION DBA OUTDOOR ESCAPES —Locust Grove, Va. John Dodson, outdoorescapesdeck.com	\$1,507,860	84	0	0	0	0	70	0	0	0	3	2	10
192	SAVE ENERGY CO. —Petaluma, Calif. John Gorman, saveenergyco.com	\$1,503,928	316	0	0	100	0	0	0	0	0	4	38	40
193	SOUTHERN LEISURE BUILDERS INC. —Jacksonville, N.C. Steven Krol, southernleisurebuilders.com	\$1,500,000	125	30	0	10	0	10	50	0	0	0	0	30
194	JOPLIN VENETIAN BLIND INC. —Joplin, Mo. Earl Whitehead, jvbinc.com	\$1,489,213	268	0	35	45	5	0	15	0	0	15	20	25
195	MORIN'S SIDING & WINDOW CO., ABC SEAMLESS —Proctor, Minn. Daniel J. Morin, morinsabc.com	\$1,482,907	271	5	65	20	5	0	5	0	0	3	25	25
196	AMERICAN QUALITY EXTERIORS INC. —Bethany, Okla. Dan VanZandt, americanqualityexteriors.com	\$1,432,109	189	0	38	47	4	0	0	0	11	18	19	2
197	AMERICAN HOME CENTER INC. —Beltsville, Md. Robert Willett, ahc-inc.net	\$1,428,580	347	0	0	82	16	0	0	0	2	4	10	76
198	CANYONSIDE ENTERPRISES INC. DBA: ABC SEAMLESS SIDING Jerome, Idaho, Rick Featherston, jeromeabcseamless.com	\$1,403,475	667	6	55	15	2	0	0	0	22	3	26	8
199	BRIGHTON HOME PRODUCTS —Chicago Martin S. Draths III, brightonhomeproducts.com	\$1,400,000	265	14	3	20	26	2	0	0	14	5	50	15
200	INNOVATIVE HOME CONCEPTS INC. —Crystal Lake, Ill. Rhett Wilborn, innovativehomeconcepts.com	\$1,391,075	201	5	10	25	5	5	0	0	15	10	14	11