

TOP 10 BY CATEGORY

customers. It's paying off as this narrows the field of competition. We foresee more stringent quality requirements from our customers and feel we are prepared to exceed those expectations."

Websites, social media and community involvement (through local charities or sponsorships) were cited by some respondents to help them better connect with customers. Several respondents focused their marketing efforts on customer retention programs to keep clients from using competitors. Others used lean construction, building information modeling and prefabrication to stand out from the competition.

"We utilize and improve our BIM capabilities on almost every major project," notes **Robert L. Krier**, president of Franklin Park, Ill.-based Hill Mechanical Group.

Still others branched out into different types of work or expanded areas of work, such as industrial, HVAC or renewable energy.

Sustainability issues: With Americans increasingly focused on energy efficiency, some respondents focused efforts on providing services to their customers that help them use their energy wisely. "We developed energy-saving programs to help customers overcome their fear of spending capital," explains **Mark Kerney**, COO of Hill York, Fort Lauderdale, Fla.

Another respondent notes: "We have always focused on value of return on projects. But with the new focus on energy costs, we have developed our business model over the past several years to focus on energy services projects with guaranteed energy savings."

Fifty-four percent of respondents actively discuss with customers the advantages of installing Energy Star-certified appliances (such as water heaters); 35 percent discuss WaterSense-certified fixtures such as toilets with customers.

Repondents installed solar thermal (32.1 percent) and geothermal (34.9 percent) systems last year. And three-fourths (74.3 percent) took part in building a LEED-certified structure.

(Editor's note: The Pipe Trades Giants are not ranked on total sales volume, but what we call "pipe trades volume" — the percentage of a company's revenue that comes from plumbing, piping, hydronics, fire protection and water/wastewater treatment. HVAC, electrical and other revenue are not included in our computations.)

RANK	COMPANY NAME/LOCATION	PLUMBING (MILLIONS)
1	EMCOR Group, Norwalk, Conn.	\$1,024.26
4	ARS/Rescue Rooter, Memphis, Tenn.	\$210.00
5	Mr. Rooter Corp., Waco, Texas **	\$198.38
6	Comfort Systems USA, Houston	\$177.33
19	Benjamin Franklin Plumbing, Sarasota, Fla.*	\$134.00
33	Pan-Pacific Plumbing & Mechanical, Irvine, Calif.*	\$88.00
22	TDIndustries, Dallas	\$87.00
3	John E. Green Co., Highland Park, Mich.	\$75.00
34	ColonialWebb Contractors, Richmond, Va.*	\$65.40
15	MMC Contractors, Kansas City, Mo.	\$62.96

RANK	COMPANY NAME/LOCATION	PIPING (MILLIONS)
1	EMCOR Group, Norwalk, Conn.	\$1,536.39
2	Kinetic Systems, Fremont, Calif.	\$280.50
3	John E. Green Co., Highland Park, Mich.	\$150.00
7	BMW Constructors, Munster, Ind.	\$136.50
11	Murphy Co. Mechanical Contractors & Engineers, St. Louis	\$130.01
10	U.S. Engineering Co., Kansas City, Mo.	\$110.71
8	Harder Mechanical Contractor, Portland, Ore.*	\$100.00
16	McKinstry Co., Seattle	\$95.63
85	Service Experts, Richardson, Texas	\$11.81
84	AZCO, Menasha, Wis.	\$30.58

RANK	COMPANY NAME/LOCATION	HYDRONICS (MILLIONS)
9	P1 Group, Lenexa, Kan.	\$82.80
18	Mechanical Inc., Freeport, Ill.	\$73.48
13	Hill Mechanical Group, Franklin Park, Ill.	\$60.55
17	Murray Co., Rancho Dominguez, Calif.	\$54.47
26	John W. Danforth Co., Tonawanda, N.Y.	\$44.10
48	RK Mechanical, Denver, Colo.	\$38.52
28	Pierce Associates, Alexandria, Va.	\$36.96
14	Durr Mechanical Construction, New York City	\$35.43
23	Harris Cos., St. Paul, Minn.	\$35.20
60	R.W. Warner Inc., Frederick, Md.	\$29.88

RANK	COMPANY NAME/LOCATION	FIRE PROTECTION (MILLIONS)
1	EMCOR Group, Norwalk, Conn.	\$870.62
24	Fire & Life Safety America, Richmond, Va.	\$122.15
30	VSC Fire & Security, Ashland, Va.*	\$100.10
43	Wayne Automatic Fire Sprinklers, Ocoee, Fla.*	\$69.00
12	J.F. Ahern Co., Fond du Lac, Wis.	\$67.73
3	John E. Green Co., Highland Park, Mich.	\$25.00
44	Grunau Co., Oak Creek, Wis.	\$19.78
45	E.M. Duggan, Canton, Mass.*	\$13.60
49	Great Lakes Plumbing and Heating Co., Chicago	\$12.24
27	J.C. Cannistraro, Watertown, Mass.	\$11.75

RANK	COMPANY NAME/LOCATION	WATER/WASTEWATER TREATMENT (MILLIONS)
1	EMCOR Group, Norwalk, Conn.	\$768.19
46	Monterey Mechanical Co., Oakland, Calif.*	\$55.06
14	Durr Mechanical Construction, New York City	\$39.68
12	J.F. Ahern Co., Fond du Lac, Wis.	\$35.86
62	Foley Co., Kansas City, Mo.*	\$32.45
20	Corval Constructors, St. Paul, Minn.	\$27.60
26	John W. Danforth Co., Tonawanda, N.Y.	\$25.20
2	Kinetic Systems, Fremont, Calif.	\$16.50
17	Murray Co., Rancho Dominguez, Calif.	\$13.62
52	IPS, Maumee, Ohio*	\$9.75