



**ENR Top 600 Specialty Contractors**

**For publication in Engineering News-Record**

**Please read the attached guidelines and definitions before filling out this survey form.**

On October 23, ENR’s estimated 250,000 readers will receive our 39th annual listing of The ENR Top 600 Specialty Contractors. Ranked by year-end construction-specific revenue and categorized by the type of construction services provided, the leading subcontractors and specialty trade contractors in the U.S. once again will compete on our pages for the top positions in their chosen specialties. If you feel you belong with this elite group, please fill out this brief online survey by **September 11<sup>th</sup>, 2017**. Just 33 short questions and minutes of your time are all that stand between you and the vast readership of the construction industry’s most respected news journal. Please note that if your firm is a general contractor eligible for the ENR Top 400 Contractors listing of such contractors, or if your firm is a subsidiary of a general contractor that already has included your revenue in its Top 400 Contractor survey, then please refrain from participating in this survey. If you have any questions, you can email me at [tulaczg@enr.com](mailto:tulaczg@enr.com), or contact Survey Database Coordinator Virgilio G. Mendoza at [mendozav@enr.com](mailto:mendozav@enr.com). Copies of this survey that you can use as worksheets may be downloaded or printed out from ENR’s website at [www.enr.com](http://www.enr.com).

Thank you,

Gary J. Tulacz  
Senior Editor  
Engineering News-Record

350 5th Avenue, Suite 6000  
New York, NY 10118  
Phone: **646-849-7135**

**IMPORTANT:** 1. How should you company’s name and location be listed on ENR’s Top Lists and directories?

Company name [ ]

Street Address [ ]

City, State, Postal Code [ ]

Main Telephone [ ]

Fax Number [ ]

Company Email Address [ ]

Company website [ ]

2. Is your company’s revenue from construction for:

Calendar year end December 31, 2016

Fiscal year ending (Month) [ ] (Year) [ ]



7. Based on majority ownership, does your firm qualify for government contracting goal programs for minorities, women, veterans or people with disabilities?

- Yes  
 No [SKIP Q8]

**[ANSWER IF Q7=YES]**

8. Which government contracting goal program does your firm qualify for?

- MBE  
 WBE  
 Veteran/Disabled Veteran-owned business enterprise  
 None of the above

**CONFIDENTIAL:** Answers to remaining questions are for statistical purposes only and are not for publication.

9. Including yourself, how many employees does your company employ, including all locations?

[                    ] employees

10. Are your craft workers represented by a union?

- Yes  
 No  
 Partial

11. Did your firm have a net operating profit in 2016?

- Yes  
 No

**[ANSWER IF Q11=YES]**

12. How large was your profit margin (in %)? [                    ] %

**[ANSWER IF Q11=NO]**

13. How far below break-even did your company end up (in %)? [                    ] %

14. What percentage of your payments are received past due (in %)? [                    ] %

15. For payments that are received late, what is the average number of days late?

[                    ] day(s)

16. Have you experienced craft worker shortages on recent projects?

- Yes  
 No

17. Which crafts have been in short supply?

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> Electricians                            | <input type="checkbox"/> Plumbers and pipefitters | <input type="checkbox"/> Glazers                 |
| <input type="checkbox"/> Sheet metal workers                     | <input type="checkbox"/> Masons                   | <input type="checkbox"/> Tapers/Finishers        |
| <input type="checkbox"/> Equipment operators                     | <input type="checkbox"/> Laborers                 | <input type="checkbox"/> Foremen/Superintendents |
| <input type="checkbox"/> Carpenters and joiners                  | <input type="checkbox"/> Ironworkers              |  |
| <input type="checkbox"/> Roofers                                 | <input type="checkbox"/> Painters                 |  |
| <input type="checkbox"/> Other (Specify): [                    ] |   |  |

18. In what year was your firm founded? [                      ]

19. How many of your employees are certified by the U.S. Green Building Council's LEED system, GreenGlobes, or other environmental rating services?  
[                      ] employee(s)

20. What is your approximate EMR (Experience Modification Ratio)?  
[                      ]

21. What is the approximate value of your equipment fleet?  
\$ [                      ]

22. What is your estimated budget for purchasing new or used equipment in the next 12 months?  
\$ [                      ]

23. What types of equipment are you most likely to acquire?

- Asphalt (asphalt pavers, cold planers, milling machines, patchers)
- Attachments (buckets, shears, hammers, magnets, brooms, plows)
- Compact (compact excavators, skid steer loaders, compact track loaders)
- Compaction (ride-on soil and asphalt rollers, walk-behind and handheld compactors)
- Concrete (concrete pavers, pumps, mixers, curb-and-gutter machines)
- Drilling & Tunneling (horizontal directional drills, tunnel boring machines, trenchers)
- Earthmoving (excavators, loaders, dozers, backhoes, motor graders, off-highway trucks)
- Jobsite Accessories (light towers, air compressors, power generators, ladders, toolboxes)
- Jobsite Intelligence (machine control systems, site positioning, lasers, UAVs, helicopters)
- Lifting & Access (cranes, aerial work platforms, forklifts, telescopic handlers)
- Light/Service Vehicles (class 1-3 pick-up trucks, service trucks, cargo vans)
- On-Highway Trucking & Hauling (class 4-8 vocational trucks, trailers, bodies)
- Safety & Security (personal protection equipment, scaffolding, video surveillance)
- Specialized Transportation (self-propelled modular transporters, barges)
- Tools (handheld drills, saws, hammers, measuring equipment)
- Other (Specify): [                      ]

24. Approximately what percentage of your fleet is: [Total must equal 100%]

Owned [                      ]%

Leased [                      ]%

Rented [                      ]%

25. On average, how much have prices for new machines increased over the past 5 years?

- 1% - 5%
- 6% - 10%
- 11% - 20%
- 21% - 30%
- 30% or more
- No Change
- Prices have decreased

26. To what do you attribute this change in price?

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27. Who should we contact for inquiries concerning this survey?

**IMPORTANT:** Direct contact data will not be published or distributed. Contact person's email address serves as the only point of contact for future surveys so do not leave this blank.

Contact Name [ ] Title [ ]  
 Telephone [ ] Telephone Extension [ ]  
 Email Address (A survey confirmation email will be sent to this address) [ ]  
 Company Name [ ]  
 Street Address [ ]  
 City, State, Postal Code [ ]  
 Company Website [ ]  
 Alternate Name [ ] Alternate Contact Email [ ]  
 Alternate Title [ ] Alternate Contact Telephone [ ]

**Please provide the names of the following company officers:**

Who is your Chief Executive Officer/President?

Name [ ] Title [ ]

Who is your Business Development Officer?

Name [ ] Title [ ]

Who is your Public Relations/Communications Officer?

Name [ ] Title [ ]

Who is your Human Resources/Personnel Officer?

Name [ ] Title [ ]

Who is your Equipment Manager?

Name [ ] Title [ ]

**PERSONAL PLEDGE OF ACCURACY:** Independent verification of my firm's construction revenue and/or billings is not available in time for ENR's deadline. As a result, I personally attest to the accuracy of the numbers reported.

Name [ ] Title [ ]

(Signature) \_\_\_\_\_

\_\_\_\_\_ Date

Thank you for your responses!

Gary J. Tulacz, Senior Editor  
 Engineering News-Record  
 BNP Media  
 350 5th Avenue, Suite 6000  
 New York, NY 10118