



Top 40 Striping Contractors: The First Real Contraction

The strongest category for sub-contracting tells us that while volume fell, profits were consistent with previous years' data.

Striping was the first category where the per-contractor numbers and the aggregate numbers told the same story, and it was a contraction story. The TC 2026 Top 40 Striping Contractors generated \$85.4 million in striping-only revenue, averaging \$2.13 million per contractor. That per-contractor figure sat 20.4% below the TC 2025 Top 50 average of \$2.68 million, and it gave back most of the +49% jump the category posted between TC 2024 and TC 2025.

Last year, I described the Striping category as, "probably the least volatile, and the most resilient to outside factors," among the four categories. The TC 2026 data does not support that statement, and it's made me rethink my entire assessment. But this contraction sits inside a more interesting and revealing pattern.

Even as striping-only revenue fell, striping rose as a percentage of the Top 40's average revenue mix, climbing from 15.66% in TC 2025 to 22.70% in TC 2026. That is the largest share gain of any category in this year's report, and it carried a clear implication. The Top 40 Striping contractors lost total gross sales faster than they lost striping sales. Striping became a larger share of a smaller pie for individual contractors.

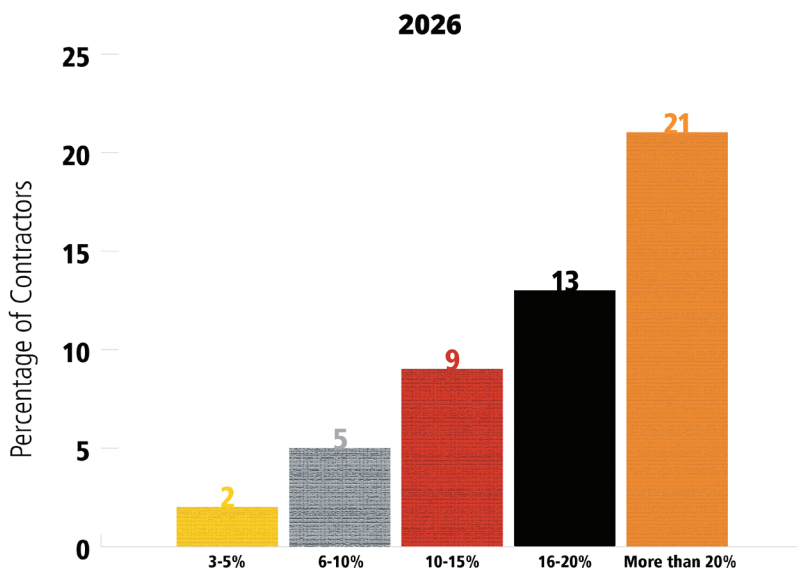
TOTAL SALES FOR THE STRIPING TOP 40

The Top 40 Striping reported \$1.179 billion in total gross sales, averaging \$29.5 million per contractor. The total gross average came in 19.4% below the TC 2025 Top 50 average of \$36.55 million, the steepest per-contractor gross drop of the four categories.

The revenue mix tells the more interesting industry story. Striping climbed to 22.7% of the average Top 40 contractor's gross. Paving fell to 29.8% of the mix, down from 37.3% in TC 2025. Pavement repair dropped to 12.9% from 19.0%. Sealcoating rose to 21.4% from 17.0%. Surface treatments climbed to 1.8% from 0.5%, and other work dropped to 11.4% from 10.6%.

Two contractors in the Top 40

STRIPING PROFIT MARGINS



Profit Margins

derived 100% of their revenue from striping, and six total contractors generated more than 50% of their gross from the service, up from three in TC 2025. The pure-play and striping-heavy contractors became more visible in this year's list. One major reason for that was a surge in survey engagement from contractors who specialize in striping services as their primary revenue stream.

TAKING ANOTHER LOOK

I had a theory that striping might be increasingly subcontracted out by larger contractors to specialists, which could help explain why striping appeared in revenue-mix data without those contractors building striping-specific scale. The TC 2026 data is consistent with that theory in a way the TC 2025 numbers alone could not prove.

STRIPING 40

Subcontracted revenue across the Top 40 Striping averaged 22.5% of gross, essentially unchanged from 22.0% in TC 2025. Striping was the only category in this year's report where subcontracted revenue did not drop. In the Overview, I noted that there was a nine-point decline in sub work across the unified Top 40, and the Paving and Sealcoating analyses both reported drops of six and three points respectively. Striping was flat.

If general contractors and larger pavement companies pulled subcontracted work back across most categories in 2025, but held or expanded the striping work they subcontracted out, that is consistent with a structural pattern of striping being treated as a specialized line that the larger contractors often push to specialists. One year of data is not proof, but it is the first piece of evidence that supports the theory. Worth watching in TC 2027!

PROFIT MARGINS

Last year's analysis identified a, "middle disappearing," trend in striping margins, with the 16% to 20% band contracting from 22% of the Top 50 in TC 2024 to 12% in TC 2025. That trend reversed in a single year. Among the TC 2026 Top 40 Striping Contractors:

- 37.5% (15) reported margins above 20%, up marginally from 36% (18 of 50) in TC 2025
- 30% (12) reported margins in the 16% to 20% range, up from 12% (6 of 50)
- 15% (6) reported 11% to 15% margins, down from 20% (10 of 50)
- 12.5% (5) reported 6% to 10% margins, down sharply from 30% (15 of 50)
- 5% (2) reported less than 5% margins, up from 2% (1 of 50)

The 16% to 20% band actually exploded with the combined upper tiers, margins of 16% or higher, jumped to 67.5% of the Top 40 from 48% of the TC 2025 Top 50. Striping contractors took less volume but held more margin than they did a year ago.

TYPE OF WORK

Every contractor in the Top 40 Striping did some parking lot work, averaging 68.0% of their typical work composition, up from 66.9% in TC 2025. Driveway work averaged 6.2%, down from 6.7%, with 22 of 40 contractors doing some driveway work. Highway work averaged 5.1%, with only 9 of 40 contractors reporting any highway striping at all. Residential streets averaged 17.0%, down from 17.7%. The other-locations category averaged 3.7%.

Striping concentrated more on parking lots in 2026 than it had in TC 2025. The category did not pivot residentially in the same way Paving and Sealcoating did. It held its commercial-parking core and let the residential work soften.

CUSTOMER MIX

Every Top 40 Striping Contractor did commercial or industrial work, averaging 56.3% of customer mix, down from 57.2% in TC 2025. Municipal work averaged 14.9%, down from 15.6%, with 34 of 40 contractors reporting some municipal work. Multi-family residential averaged 17.4%, down from 20.1%, with 39 of 40 contractors reporting some multi-family work. Single-family residential averaged 8.0%, up from 4.7%, with 25 of 40 contractors doing some single-family work at an average composition of 12.8% among those who did. Other customer types averaged 3.4%.

The customer mix softened across every category except single-family, with multi-family taking the largest single drop at nearly three points. The residential pivot showed up here, but more muted than in Paving and less commercially defensive than Sealcoating.

Only two contractors of the Top 40 did not self-perform at least 50% of their work, consistent with the 47 of 50 in TC 2025.

CUSTOMERS AND PROJECTS

- 32.5% (13) worked for more than 400 customers, and 50% (20) completed

more than 400 projects

- 2.5% (1) worked for 301 to 400 customers, and 5% (2) completed 301 to 400 jobs
- 17.5% (7) worked for 201 to 300 customers, and 12.5% (5) completed 201 to 300 jobs
- 12.5% (5) worked for 151 to 200 customers, and 17.5% (7) completed 151 to 200 jobs
- 12.5% (5) worked for 101 to 150 customers, and 7.5% (3) completed 101 to 150 jobs
- 22.5% (9) worked for fewer than 100 customers, and 7.5% (3) completed fewer than 100 jobs

The Top 40 Striping list had a higher concentration at both ends of the customer-count spectrum than the TC 2025 Top 50 did, with 32.5% serving more than 400 customers and 22.5% serving fewer than 100. The middle thinned. That pattern is consistent with the subcontracting theory: large generalists with deep customer rosters at one end, and specialists serving narrower portfolios at the other.

FLEET REPLACEMENT

About 57% (23) of the Top 40 reported fleet replacement values above \$2 million, down from 58% (29 of 50) in TC 2025 on a count basis. Another 5% (2) fell into the \$1 million to \$2 million range, 17.5% (7) reported between \$500,000 and \$1 million, 10% (4) between \$250,000 and \$500,000, and 10% (4) at less than \$250,000.

The Top 40 Striping list ran less capital-intensive than the TC 2025 Top 50 did. The combined share above \$1 million dropped from 84% (42 of 50) to 62.5% (25 of 40). That shift indicates either smaller respondent pools at the upper end of the fleet-value distribution or a real movement in how striping contractors approached equipment investment in 2025. As noted in the overview, the full impact of equipment cost increases and import tariffs will not show clearly until TC 2027. ■

2026 TOP CONTRACTOR



	Year in Business	Sales Composition (%)						Where We Work (%)					Customer Mix (%)				
		Paving	Pavement Repair	Sealcoating	Striping	Surface Treatments	Other	Driveways	Highways	Parking Lots	Streets/Roads	Other	Commercial	Municipal	Multi-family	Single-family	Other
A. C. Moate Industries - Auburn, WA	30	48	4	12	12	0	24	0	0	100	0	0	75	17	8	0	0
A&A Paving - Roselle, IL	66	60	15	10	5	0	10	10	0	80	10	0	50	10	40	0	0
AAA Striping & Seal Coating Service - Edmonton, AB	45	0	5	1	94	0	0	0	88	2	10	0	5	20	25	25	25
Accurate Pavement Striping - Taylor, TX	15	0	0	0	80	0	20	0	0	50	50	0	25	10	20	10	35
Advanced Asphalt Paving, Inc. - Twinsburg, OH	33	76	5	9	2	0	8	2	0	98	0	0	93	0	6	1	0
Affordable Striping & Sealing, LLC - Las Vegas, NV	19	0	0	47	53	0	0	12	0	53	35	0	48	10	30	12	0
Ameriseal LLC - Merrimack, NH	38	5	35	45	15	0	0	40	0	50	10	0	40	15	15	30	0
AMI Construction Inc - Lebanon, TN	31	56	10	2	3	1	28	0	0	60	37	3	61	0	2	37	0
Asphalt Authority - Auburn, IN	5	0	5	55	20	20	0	10	0	70	20	0	67	20	3	10	0
Asphalt Services - North Port, FL	12	0	10	80	10	0	0	0	0	40	60	0	60	0	40	0	0
Asphalt Solutions Inc. - Youngstown, OH	25	60	10	10	10	0	10	0	0	100	0	0	85	0	15	0	0
Asphaltech Pavement Solutions - Bridgeton, NJ	8	30	15	25	9	0	21	5	0	80	0	15	45	5	45	5	0
B&G Sealcoating - Endicott, NY	17	10	10	55	25	0	0	20	0	80	0	0	55	15	10	20	0
Central Paving, LLC - Ellensburg, WA	18	50	10	30	10	0	0	10	0	60	20	10	50	30	10	10	0
Cincinnati Asphalt - Harrison, OH	13	37	14	12	6	0	31	10	0	60	15	15	56	9	21	8	6
Citymark Striping LLC - Troy, NY	17	0	5	20	50	5	20	1	4	60	15	20	40	40	19	1	0
DACS Asphalt & Concrete - Commerce City, CO	9	50	20	8	5	0	17	0	0	87	13	0	86	8	6	0	0
Daniel B. Krieg, Inc. - Harrisburg, PA	93	51	1	19	2	3	24	1	54	22	19	4	60	35	4	0	1
Doctor Asphalt LLC - Sun Prairie, WI	10	10	15	30	5	35	5	5	0	80	10	5	70	5	20	5	0
Dominion Paving & Sealing - Purcellville, VA	43	57	12	9	6	0	16	1	1	60	36	2	26	2	71	1	0
EcoSurface - Phoenix, AZ	3	40	15	25	10	5	5	0	0	80	10	10	70	0	30	0	0
Erskinesealcoating@gmail.com - Meadowbrook, WV	6	80	2	15	3	0	0	50	2	45	3	0	50	10	10	30	0
Finley Asphalt & Concrete - Manassas, VA	61	40	45	3	2	0	10	0	0	70	20	10	20	45	35	0	0
G-FORCE Parking Lot Striping of Alabama - Heflin, AL	7	0	0	40	60	0	0	5	0	75	15	5	70	20	5	5	0
G-FORCE Parking Lot Striping of Seattle - Tacoma, WA	3	0	0	0	100	0	0	0	0	100	0	0	30	70	0	0	0
G-FORCE Parking Lot Striping of Tampa - Wimauma, FL	8	0	0	27	40	0	33	1	1	68	30	0	59	15	21	5	0
G-FORCE Parking Lot Striping of Utah - West Jordan, UT	5	3	26	25	20	0	26	2	0	79	1	18	96	1	2	1	0
JMP Excelsior Services LLC - Oakland, NJ	31	0	0	0	100	0	0	0	0	100	0	0	25	25	10	20	20
M & M Asphalt Maintenance Inc. dba All County Paving - Delray Beach, FL	38	60	10	16	8	0	6	0	4	33	63	0	24	34	21	0	21

Sponsored by



STRIPING 40

	Year in Business	Sales Composition (%)						Where We Work (%)					Customer Mix (%)				
		Paving	Pavement Repair	Sealcoating	Striping	Surface Treatments	Other	Driveways	Highways	Parking Lots	Streets/Roads	Other	Commercial	Municipal	Multi-family	Single-family	Other
Maul Paving, Inc - Plainfield, IL	26	40	25	22	3	0	10	0	0	95	5	0	70	5	25	0	0
O'Leary Asphalt Inc - Ijamsville, MD	41	25	25	10	5	0	35	0	0	80	20	0	75	5	15	5	0
Paramount Asphalt & Sealcoating - Naples, FL	10	60	5	15	20	0	0	0	10	40	50	0	70	10	20	0	0
Pavement Solutions, LLC - Richmond, IL	25	49	19	12	13	0	7	10	0	90	0	0	70	10	10	10	0
Pothole Heroes - Loveland, OH	6	0	70	20	10	0	0	5	0	80	15	0	70	5	20	0	5
Precision Striping and Sealcoating, Inc - Hardwick, NJ	40	0	5	70	25	0	0	45	0	35	10	10	35	5	10	50	0
Sunland Asphalt - Phoenix, AZ	47	49	4	9	2	2	34	0	40	28	20	12	20	40	10	10	20
T&N Asphalt Services, Inc - Salt Lake City, UT	29	2	18	32	48	0	0	1	0	90	5	4	90	1	5	4	0
The Pavement Group Inc - Wexford, PA	8	46	12	8	5	0	29	0	0	95	2	3	94	0	6	0	0
The Surface Masters, Inc. - Marietta, GA	15	73	5	6	3	0	13	0	0	75	25	0	52	36	11	0	1
United Paving Co. - Corona, CA	26	25	30	20	9	1	15	3	0	70	25	2	65	10	20	5	0