

## COVER STORY

# Top of the heap

In spite of continuing workforce and supply chain challenges exacerbated by the COVID-19 pandemic, many demolition firms reported increased revenue from 2020 to 2021.

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Based on the companies that have chosen to participate in our Largest Demolition Contractors List, it appears that 2021 proved to be a strong year for the demolition sector, despite notable challenges.

Of the 29 firms that submitted 2021 data, just five reported lower revenue in 2021 than in 2020.

The firms reporting the highest revenue for 2021 were Brandenburg Industrial Service Co., Chicago (\$265.2 million); Penhall Co., Irving, Texas (\$220 million); and D.H. Griffin Wrecking Co. Inc., Greensboro, North Carolina (\$214.7 million). NorthStar Group Services of New York City did not submit data for 2021 but reported \$694 million in revenue for 2020.

The 10 companies reporting the highest revenue in 2021 saw an average increase of about 25 percent, which was in line with the overall average for companies that submitted 2021 data.

With a 146 percent revenue increase from 2020 to 2021, Manafort Brothers Inc., Plainville, Connecticut, led the way in annual revenue gains. Jackson Demolition, Schenectady, New York, followed closely behind with a 127 percent increase in revenue.

Other companies reporting revenue increases of 30 percent or more include Costello Dismantling Co. Inc., West Wareham, Massachusetts; Kroeker Inc., Fresno, California; B&B Wrecking & Excavating, Cleveland; JR Ramon, San Antonio; D.H. Griffin; Sky Contracting, Clifton, New Jersey; Robles 1 LLC, Cibola, Texas; Independence Excavating, Independence, Ohio; and Lindamood Demolition, Irving, Texas.

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	COMPANY	HEADQUARTERS	2021 DEMOLITION-RELATED REVENUE
1	NorthStar Group Services Inc.	New York, NY	\$868,541,000*
2	Brandenburg Industrial Service Co.	Chicago, IL	\$265,200,000
3	Penhall Co.	Irving, TX	\$220,000,000
4	D. H. Griffin Wrecking Co. Inc.	Greensboro, NC	\$214,767,076
5	Select Demo Services LLC	Salem, NH	\$145,100,000
6	The Alloy Group	Export, PA	\$116,840,000
7	Bierlein Cos. Inc.	Midland, MI	\$104,462,705*
8	National Salvage & Service Corp.	Bloomington, IN	\$97,000,000
9	Independence Excavating Inc.	Independence, OH	\$94,300,000
10	Cherry Cos.	Houston, TX	\$85,928,100*
11	Ferma Corp.	Newark, CA	\$85,102,000*
12	Demolition Brotherhood NYC	New York, NY	\$68,832,500*
13	Veit & Co. Inc.	Rogers, MN	\$64,222,137*
14	Lindamood Demolition	Irving, TX	\$60,000,000
15	Jackson Demolition Service Inc.	Schenectady, NY	\$52,274,704
16	Interior Specialists Inc., dba ISI Demolition	White Marsh, MD	\$51,904,890
17	Sessler Cos.	Waterloo, NY	\$45,430,000
18	Precision Demolition	Lewisville, TX	\$41,174,350*
19	O'Rourke Wrecking Co.	Cincinnati, OH	\$40,000,000
20	Total Wrecking & Environmental LLC	Tonawanda, NY	\$38,730,000
21	EnviroVantage	Epping, NH	\$36,668,950*
22	Costello Dismantling Co. Inc.	West Wareham, MA	\$34,691,000
23	Adamo Group Inc.	Detroit, MI	\$33,500,000
24	Manafort Brothers Inc.	Plainville, CT	\$32,758,853
25	B&B Wrecking & Excavating Inc.	Cleveland, OH	\$31,384,144
26	Kroeker Inc.	Fresno, CA	\$30,000,000
27	American Demolition Corp.	Elgin, IL	\$29,410,250*
28	AMPCO Contracting Inc.	Anaheim, CA	\$29,150,000
29	North American Dismantling Corp.	Lapeer, MI	\$28,475,072
30	McDonagh Demolition	Chicago, IL	\$26,006,326*
31	Marschel Wrecking LLC	Fenton, MO	\$20,201,850
32	R. Baker & Son	Marlboro, NJ	\$20,000,000
33	JR Ramon	San Antonio, TX	\$19,800,000
34	Second Chance Inc.	Baltimore, MD	\$18,772,500*
35	Pece of Mind Environmental Inc.	Orlando, FL	\$18,500,000
36	Robles 1 LLC	Cibolo, TX	\$14,941,791
37	Bestech Inc. of Connecticut	Ellington, CT	\$14,780,000
38	Sky Contracting LLC	Clifton, NJ	\$12,400,000
39	East Coast Abatement and Demolition	Moyock, NC	\$8,993,987
40	Pink Demolition and Hauling	Columbus, OH	\$3,000,000

\*estimates based on 2020 figures

## WAGES AND WORKFORCE

Demolition firms that managed to increase their revenue did so in the face of challenges.

While the COVID-19 pandemic largely defined 2020, the industry struggled in 2021, as well, as firms tried to attract workers from a shrinking talent pool and supply chain shortages continued to pose challenges.

Ken Simonson, chief economist for Associated General Contractors of America (AGC), Arlington, Virginia, says the pandemic exacerbated workforce challenges for the construction and demolition industries.

While the construction and demolition (C&D) fields don't precisely correlate because new construction is not necessarily preceded by demolition, they do share some workforce and supply chain challenges, he adds. "I think there's probably some competition for tools and employees," he says.

When many businesses raised wages to attract workers back from the height of the pandemic, it had a ripple effect on these sectors.

"Since the [onset of the] pandemic, we suddenly saw a lot more demand for workers by formerly low-cost industries, like restaurants and warehousing and local trucking," Simonson explains.

From 2000 to 2019, the construction industry paid nonsupervisory and production employees 20 percent to 23 percent more than industries with consumer-facing positions because construction workers must work outside, sometimes in poor weather conditions, performing physically demanding work, Simonson says.

"Since the pandemic, that has shrunk to 16 to 18 percent," he says. "For people who might have been attracted to construction [by] a large bonus or premium, now, it doesn't look so attractive. I think the implication is that our industries are going to have to be raising their pay even more, and we've started to see that in the latest figures."

From September 2021 to September 2022, Simonson says average hourly earnings for nonsupervisory construction workers increased by 6.8 percent, which he says is “a really steep jump from a couple of years ago,” adding that it exceeds the overall average of 5.9 percent.

## PARTS AND SUPPLIES

The other factor working against C&D firms in 2021 has been supply chain issues, Simonson says.

The microchip shortage is affecting more than just the automobile industry, Simonson says, adding that heavy equipment uses those parts, as well.

“There are definitely challenges to getting crews and equipping them with the right tools, trucks and equipment,” he says. Simonson describes a visit to a switchgear plant in North Carolina as a prime example of how the microchip shortage has affected contractors.

“The lead time for [a] switchgear had doubled from 20 weeks to 40 weeks since the attack on Ukraine had cut off their supply of what [a supply chain manager] called a ‘fourth tier’ supplier of chemicals,” Simonson says.

Looking ahead to 2023, Simonson says the supply chain remains vulnerable. Between the continuing challenges associated with COVID-19, particularly China’s strict policy on quarantining, and the uncertainty surrounding Russia and Ukraine, the way ahead is not clear.

Balancing that uncertainty are the Infrastructure and Investment and Jobs Act (IIJA), the CHIPS and Science Act and the Inflation Reduction Act.

“All of those are providing huge federal incentives—whether it’s direct funding, which is generally what’s coming through the IIJA, or tax credits, which are in the Inflation Reduction Act, and other forms of encouragement,” he says. “We’re certainly seeing a lot of redesign and additions to major infrastructure, whether it’s highway interchanges, toll lanes ... or at airports.”



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## MISSING ANYONE?

The editors of *Construction & Demolition Recycling* appreciate the demolition industry’s cooperation as we’ve compiled this year’s Largest Demolition Contractors List.

We know company officers are busy, so taking the time to return our calls, respond to our emails or fill out our online form is much appreciated.

While we’re pleased to have received a strong response to our requests for information, it is likely that several companies that belong on this list do not appear because they have either declined to participate or have experienced sizable growth over the last year, and we were unaware that they had earned a spot.

If you work for a company that was not included on this year’s list but should have been, please let us know so we can update our readers.

Each time we present this list, we hope demolition companies will take pride in their employees’ hard work and will want to claim their rightful places on a list created to honor the most successful businesses in the field.

For more information on the list, contact *Construction & Demolition Recycling* Managing Editor Bob Gaetjens at [bgaetjens@gie.net](mailto:bgaetjens@gie.net) or Associate Editor Haley Rischar at [harrischar@gie.net](mailto:harrischar@gie.net).

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