

Roofing

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Hundreds of private companies are active in the U.S. roofing industry.

Roofing - Private Companies Report profiles more than 150 private U.S. producers of roofing-systems and related products. This information will assist you as a valuable decision making tool for acquisitions, joint ventures and cooperative agreements.

Examine the report highlights, sample pages and table of contents on the following pages and see how *Roofing - Private Companies Report* can serve as a valuable decision making tool for your company.

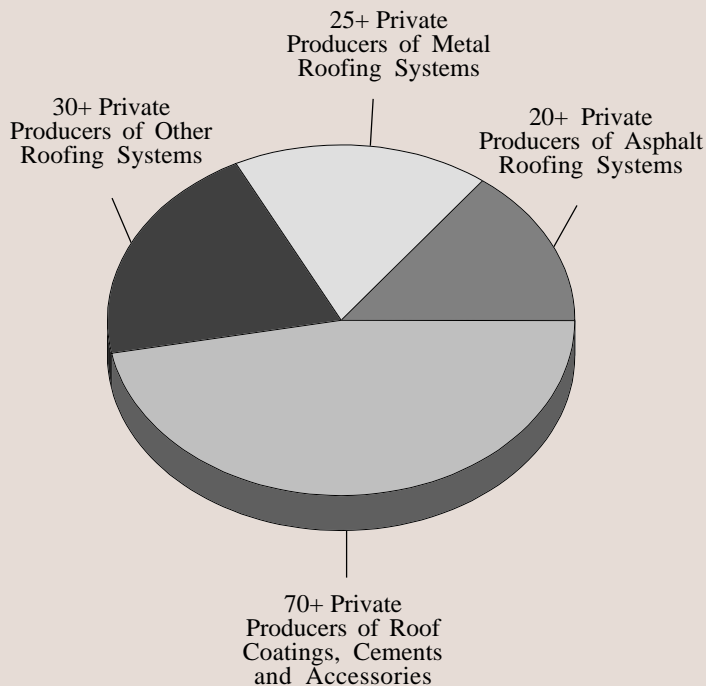
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List of Contents, Tables and Charts

This new report profiles more than 150 private U.S. companies active in the industry. To frame the industry Freedonia analysts have prepared an overview of the market and general industry. The analysis explores the key indicators that drive demand, highlights company capabilities and annual sales, identifies private company characteristics and shows regional concentration.

Types of Private Companies Profiled



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IV PRIVATE COMPANY PROFILES 62-279

Companies Profiled

** Sample profiles
on pages 4 and 5*

ALCO-NVC Incorporated
American Sheet Extrusion Corporation
American Stone-Mix Incorporated
Andek Corporation
ATAS International Incorporated
Atlas Roofing Corporation
Bangor Roofing & Sheet Metal Company
Barrett Company
Behlen Manufacturing Company
Behr Process Corporation
Berridge Manufacturing Company
BITEC Incorporated
BondCote Corporation
Bouras Industries Incorporated
Brewer Company
Burke Industries Incorporated
Calbar Incorporated
Carpenter Company
Cedar Valley Shingle Systems Incorporated
Celotex Corporation
Century Industries Incorporated
Champion Metal of Washington Incorporated
Cheney Flashing Company
Chief Industries Incorporated
 BonnaVillaHomes
CIM Industries Incorporated
Clarke Group
Classic Products Incorporated
Conklin Company Incorporated
Continental Mastics Corporation
Continental Materials Incorporated
Cooley Group
Copper Sales Incorporated
Corrugated Metals Incorporated
Curbs Plus Incorporated
Custom-Bilt Metals
Custom Seal Incorporated
Delcoa Industries Incorporated
Deleo Clay Tile Company Incorporated
DeWitt Products Company
Dura-Bilt Products Incorporated
Duracool Incorporated
Duro-Last Roofing Incorporated
Duron Incorporated
Dyco Paints Incorporated
Eagle Roofing Products Company
Elastomeric Roofing Systems Incorporated
Elixir Industries

Entegra Roof Tile Corporation
Environmental Coating Systems Incorporated
Ergon Incorporated
 Lion Oil Company
Evergreen Slate Company Incorporated
Farrow Manufacturing Incorporated
Fields Corporation
Flexible Products Company
Foam Enterprises Incorporated
Fontana Paper Mills Incorporated
Gaco Western Incorporated
GAF Corporation
GAP Roofing Incorporated
Gardner Asphalt Company
Garland Company Incorporated
Gerard Roofing Technologies
Gibson-Homans Company
Globe Building Materials Incorporated
Gould Enterprises Incorporated
Grundy Industries Incorporated
Gulf States Asphalt Company Incorporated
Harvey Industries Incorporated
HCI Steel Building Systems Incorporated
Henry Company
Hickman (WP) Company
Hydro-Therm Protective Coatings Incorporated
IKO Manufacturing Incorporated
Infinity Coatings International LLC
Inovate Manufacturing LLC
International Coatings Incorporated
IPI International Incorporated
 Futura Coatings Incorporated
Johnson Paints Incorporated
JPS Textile Group Incorporated
 Stevens Roofing Systems
Karnak Corporation
KCC International Incorporated
Klauer Manufacturing Company
Kool Seal Incorporated
Lunday-Thagard Company
Macklanburg-Duncan Company
 Coronado Laboratories Incorporated
 VIP Lighthouse Products Incorporated
Malarkey Roofing Company
Marathon Roofing Products Incorporated
Maruhachi Ceramics of America
McElroy Metal Incorporated
Met-Tile Incorporated
Metal-Era Incorporated
Metal Mill Corporation
Metal Sales Manufacturing Corporation
MFM Building Products Corporation
Morin Corporation
Morrell Sheet Metal Incorporated
Mule-Hide Products Company Incorporated
National Coatings Corporation
Newport Fastener Company Incorporated
Niff-Corr Incorporated
North American Roofing Systems
Northern Elastomeric Incorporated

Northern Roof Tile Sales Company Incorporated
Nuline Industries
Oscoda Plastics Incorporated
Pacific Coast Building Products Incorporated
 Gladding, McBean
 PABCO Roofing Products
Palmer Asphalt Company Incorporated
Paramount Liquid Seal Incorporated
Pate Company Incorporated
Performance Roof Systems Incorporated
Petersen Aluminum Corporation
Phoenix Building Products Incorporated
Plymouth Foam Incorporated
 Thermco Industries Incorporated
Polydyne Incorporated
Polyglass USA Incorporated
Portals Plus Incorporated
Reichert Shake and Fencing Incorporated
Revere Products
Ridglass Shingle Manufacturing Company
Roof Deck Incorporated
RoofMart International Incorporated
Ruffin Building Systems Incorporated
Sandstone Products Incorporated
Seaboard Asphalt Products Company
Seaman Corporation
Somay Products Incorporated
Soprema USA Incorporated
Southwestern Petroleum Corporation (SWEPCO)
Sovereign Specialty Chemicals Incorporated
 OSI Sealants Incorporated
Specification Chemicals Incorporated
Sunlife Systems International Incorporated
Tamarck Manufacturing LLC
Tamko Roofing Products Incorporated
Tarco Incorporated
Texas Refinery Corporation
Thermal-Tec Incorporated
THERMO Manufacturing Systems LP
Tile Roofs Incorporated
Tropical Asphalt Products Corporation
Truco Incorporated
Union Corrugating Company
United Coatings & Paint Manufacturing Co. Inc.
United Roofing Manufacturing Co. Inc.
United Structures of America Incorporated
Vande Hey-Raleigh Architectural Roof Tile Inc.
Warrior Roofing Manufacturing Incorporated
WedgCor Incorporated
West Coast Wire & Steel LLC
Western Metal Building Products Incorporated
Whirlwind Building Systems
Young Refining Corporation
Zappone Manufacturing

Detailed Company Profile

More than 150 private company profiles are compiled and range from detailed to brief company descriptions. (See Samples)

All companies are individually contacted and the majority of the companies verify the data.

Hard to obtain sales and employment figures, key products and services and an overview of corporate operations are provided.

PRIVATE COMPANY PROFILES

Malarkey Roofing Company

3131 North Columbia Boulevard
Portland, OR 97217
County: Multnomah
County Code: 41051

Phone: 503-283-1191
Fax: 503-289-7644
Web Address: h

Annual Sales: **SAMPLE PROFILE**
Employment:
Key Executive: Mic... Chairman

Key Products: commercial and residential roofing products, including shingles, roofing felt, built-up roofing, asphalt, walkboards, coatings and plastic cements

Census Code SIC(s): 2952; 3296
SIC Description(s): asphalt felts and coatings; mineral wool

Malarkey Roofing is a manufacturer of commercial and residential roofing products. The Company offers products such as shingles, roofing felt, built-up roofing (BUR), asphalt, walkboards, coatings and plastic cements.

The Company's commercial roofing products include fiberglass BUR components, styrene butadiene styrene (SBS)-modified cap sheets and atactic polypropylene (APP)-modified cap sheets. The Company's fiberglass BUR base sheets, which are fire resistant, are marketed under the PREMIUM 1, ARCTIC SHIELD, PANOPLY, SUPERBASE and ESHAVENT brand names. The PREMIUM 1 base sheet contains a fiberglass core coated with SBS-modified asphalt and surfaced on both sides with a parting agent. PREMIUM 1 is also available as a ply sheet. The ARCTIC SHIELD, PANOPLY and SUPERBASE sheets are constructed in a similar

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Other commercial roofing products available from the Company include SATELLITE roof coatings and plastic cements and SEALOFLEX acrylic roofing systems. SATELLITE roof coatings and plastic cements feature asbestos free formulations. Malarkey offers a wide variety of products to meet end-use requirements, including fibered roof, non-fibered aluminum roof and aluminum fibered roof coatings; asphalt primer and volatile organic compound-compliant

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PROFILES

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Brief Company Profile

These profiles give you insight into the operations of private companies, and can help you:

- Identify companies for investment, merger, and/or acquisition opportunities based on size, products, and location.
- Evaluate the position of your competitors based on sales and/or employment figures.

PRIVATE COMPANY PROFILES

Entegra Roof Tile Corporation

819 South Federal Highway, Suite 201
Stuart, FL 34994
County: Martin
County Code: 12085

Phone: 561-223-0005
Fax: 561-221-9690
Web Address: <http://www.entegra.com>

Annual Sales: **SAMPLE PROFILE**
Employment:
Key Executive:

PRIVATE COMPANY PROFILES

Niff-Corr Incorporated

1260 20th Road
Tippecanoe, IN 46570
County: Marshall
County Code: 18099

Phone: 219-353-7511
Fax: 219-353-8101

Annual Sales: **SAMPLE PROFILE**
Employment:
Key Executive:

Key Products: steel and aluminum building products, including roofing, siding and trim

Census Code SIC(s): 3444
SIC Description(s): sheet metalwork

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accessories

cept block and brick

d trim accessories. The Company's
ATE brand names. Both styles are
l and slurry colors. The Company
ntegra's tiles are produced in 16
d shake, broom-swept and smooth.
ngle or double antiqued to meet a
h of Entegra's tiles allows for
thane foam adhesive installation with
accessories such as ridge, hip and rake

Market Overview

The Market Overview Section discusses factors influencing demand, including construction trends and the outlook for roofing related products.

This information helps you:

- Determine what external factors will impact future demand
- Measure your market and sales potential based on demand forecasts.
- Propose new areas for product development based on market trends & innovations.

MARKET OVERVIEW

Modified Bitumen

Demand for modified bitumen roofing is expected to grow 4.4 percent annually to 2010. This pace represents a slowing from the 1990s, but is still more than twice the growth rate for roofing products. Modified bitumen roofing have been at the expense of traditional built-up roofing products, particularly built-up roofing (BUR). Modified bitumen products will continue to advance at the expense of BUR; however, the pace of supplantation will slow due to the development of hybrid systems which use both BUR and modified bitumen membranes. Competition from plastic roofing will also limit demand growth for modified bitumen membranes.

Modified bitumen roofing systems can be considered a hybrid between single-ply flexible membranes and BUR. As with other flexible membranes, modified bitumen membranes are prefabricated from engineered materials, but they can be applied in numerous ways to construct a roof system, some of which involve the assembly of multiple layers as in BUR. The individual membranes consist of one or more fiber mats which reinforce layers of a bituminous material that has been modified by the addition of a rubber or plastic. The modification, primarily with atactic polypropylene or styrene butadiene styrene, improves flow resistance at high temperatures and provides extra flexibility to withstand building movement and thermal shock.

OUTLOOK FOR OTHER ROOFING SYSTEMS

Type	Outlook
Elastomeric	Gains will be driven by continued growth roofing products such as built-up roofing the residential market. Competition from
Roof Tile	Growth will relatively better. Traditionally been used for low cost materials primarily used in residential app

(continued)

Industry Structure

Gain a better understanding of your competition and analyze your company's position in the industry with information about the characteristics of leading roofing manufacturers including total sales, capabilities and regional concentration.

This information helps you:

- Evaluate diversification opportunities based on product lines of other private companies.
- Understand barriers to entry based on industry concentration.
- Develop positioning strategies based on size of competitors.

INDUSTRY STRUCTURE

Metal Roofing Systems

The metal roofing systems segment displays almost the exact opposite dynamic from asphalt roofing systems -- there are relatively few large producers and the products are more expensive than other roofing materials. In addition, the technology required to produce metal roofing systems is more sophisticated. Because of these factors, a fairly small number of companies are active in this segment. Participation also tends to be concentrated among a small number of metal building producers into metal roofing.

Most private metal roofing system producers are involved in the segment through the production of panels, which is not surprising given that panels have traditionally been the most common type of metal roofing and that they can be used both as part of metal building systems and for other types of buildings. Many of the companies which produce panel systems are metal building manufacturers, some of whom also offer roofing systems separately. For example, Behlen Manufacturing, through its Behlen Building Systems division, offers complete metal building systems as well as self-supporting and standing seam metal roofing systems which can be used with metal and other types of building construction.

Selected Private Manufacturers of Asphalt Roofing Systems (million dollars)	Corporate Sales	Shingles			Other		
		Fiberglass Conventional	Other Conventional	Laminated	Built-Up Roofing	Modified Bitumen	Roll Roofing
Atlas Roofing	400	•	•	•			•
Bangor Roofing & Sheet Metal	6				•		
Barrett	35				•	•	
BITEC	12					•	
Celotex	700			•	•	•	
Cooley Group					•		
Farrow Manufacturing						•	
Fields					•		•
GAF				•	•	•	
GAP Roofing							•
Garland	75						•
Globe Building Materials	135	•	•	•	•		•
Henry Company	150				•	•	•
IKO Manufacturing	15	•	•	•			•

* Sales are 1998 estimates of total corporate sales including products other than asphalt roofing systems.

Report Highlights

- Private companies are among the leading producers of many roofing products such as shingles, metal roofing systems and roof coatings.
- A privately-held company, GAF, was the leading roofing producer in the US in 1998.
- Two other private manufacturers, Celotex and Tamko Roofing Products, are among the top ten us roofing producers, and a total of seven private companies have roofing sales of over \$100 million.
- Another private company which formerly ranked among the industry leaders was acquired by a public competitor in 1999.
- Due in part to the popularity of wood shakes and shingles in the Pacific Northwest, this region has a high concentration of small private lumber yards which manufacture these roofing products.
- The \$9.7 billion roofing market is forecast to increase 4.1 percent annually through the year 2003.

About The Freedonia Group

Advantages of Freedonia Reports

The Freedonia Group, Inc. is a leading international industry report/database company.

Since 1985, Freedonia has published over 1,400 titles covering areas such as building materials, chemicals, plastics, industrial components and equipment, household goods, coatings and adhesives, health care, packaging, security, and many other industries.

Private companies reports encompass not only Freedonia's notable industry forecasts, but also market shares, product information and sales and employment figures for **private companies**. Corporate analysts are constantly monitoring privately-held companies to provide the most up-to-date and comprehensive profiles. Freedonia is able to gather and prepare this proprietary information based on our reputation as a leading market research firm.

By obtaining Freedonia's report on private companies in the roofing industry, you will be able to:

- **Identify companies for possible investment, merger, and /or acquisition opportunities** based on size, products and location.
- **Measure your market and sales potential** based on demand forecasts.
- **Propose new areas for product development** based on material trends.
- **Develop positioning strategies** based on size and geographic location of competitors.
- **Evaluate diversification opportunities** based on product lines of other private companies.
- **Understand barriers to entry** based on industry concentration and market shares.

Our Customers

Freedonia's clients include major US and international companies in the manufacturing, services, consulting and financial sectors.

Typical purchasers of Freedonia studies :

- **Key Executives**
- **Corporate Planners**
- **Market Researchers**
- **Financial Analysts**
- **Information Centers**
- **New Product Developers**
- **Merger & Acquisition Specialists**

Since 1985 we have provided research to customers ranging in size from global conglomerates to one person consulting firms. More than 90% of the industrial companies in the Fortune 500 use Freedonia research to help with their strategic planning.

Some of Freedonia's customers in the roofing industry include: Owens-Corning, GAF, CertainTeed and Tamko Roofing.

Because Freedonia is a source for reliable information, our forecasts have been cited in numerous publications such as *The Financial Times*, *The Wall Street Journal* and *Business Week*.

Related Studies and Reports

For more information about these or other Freedonia titles, please contact us at:

The Freedonia Group, Inc.

Phone: (440) 684-9600

(800) 927-5900

Fax: (440) 646-0484

Wood & Competitive

Residential Building Materials

The US market for residential building materials is analyzed in this study. It provides historical data and forecasts to 2003 and 2008 by material (e.g., softwood and hardwood lumber, plywood, oriented strand board, engineered lumber, plastic, metal), by product (e.g., walls, roofing, flooring, windows, doors) and by market (new single-family, multi-family and manufactured housing; and residential aftermarket). Breakdowns by geographic region are also provided, as are market share data and selected company profiles.

#1169. /99. \$3,500

Siding

US demand for siding will reach 105 million squares in 2003. Opportunities will be strongest in siding improvements and repair, as a decline in housing starts and slowing nonresidential markets restrict demand in new structures. Fiber cement and vinyl products will grow the fastest, while wood siding continues its decline of the past decade. This study analyzes the US exterior cladding industry to 2003 and 2008 by material, market and region. It also profiles key firms and presents market share data.

#1156. /8/99. \$3,500

Adhesives & Sealants -

Private Companies Report

Five private firms have adhesives and sealants sales of at least \$100 million, and four others have sales in excess of \$50 million. The five largest private adhesive makers have a combined 14% market share. The six largest private sealant producers control 11% of their segment. This report profiles over 190 private adhesive and sealant companies (e.g., Borden, Franklin International, Lord, Macklanburg-Duncan, Sovereign Specialty Chemicals). The report also forecasts industry demand and presents market share.

#1118. /5/99. \$3,000

Windows & Doors

Demand for windows and doors in the US will reach \$22 billion in 2003, with growth driven by repair and improvement demand. Net imports will decline as export opportunities for US producers improve. Vinyl and other plastic window and door demand will lead growth over other materials. This study analyzes the US window and door industry to 2003 and 2008 by product, material, market and geographic region. The study also profiles key producers, discusses competitive strategies and presents market share data.

#1125. /6/99. \$3,500

Roofing

Replacement roofing, which accounts for about 75% of the US market, will offer better opportunities than new roofing. Gains in both the residential and nonresidential markets will decelerate from the 1993-1998 period. Roofing in the industrial segment, however, will benefit from expanding capacity. Membrane and metal roofing materials will grow the fastest. This study assesses the US market for roofing to 2003 and 2008 by type, market, and region. It also details market share and profiles key companies.

#1106. /4/99. \$3,500

Adhesives

Growth in US demand for adhesives will decelerate from the 1993-1998 period based on slowing construction and manufacturing sectors. Offsetting this trend will be more favorable demand arising from residential repair and improvements, and steady growth in the less cyclical packaging sector. Water-based, hot melt and radiation-curable adhesives will lead gains. This study examines the US adhesives industry to 2003 and 2008 by product and market. It also evaluates market share and profiles key firms.

#1104. /4/99. \$3,400

Metal Building Systems

Demand for metal building systems in the US will rise 5% per annum. Industrial structures will remain the most numerous type and grow the fastest, benefiting from design improvements and new construction. Shipments of separate metal building components (e.g., roof and wall panels) will also increase at rates above the industry average. This study analyzes the \$4 billion US prefabricated metal building industry to 2002 and 2007 by product and market. It also presents market share and profiles key companies.

#1047. /10/98. \$3,400

Asphalt Products & Markets

US demand for asphalt products will grow nearly 3% per year, with the strongest demand in the South and West. Roofing products will benefit from a strong residential improvement market and outpace growth in asphalt paving. Primary asphalt demand will lag growth in asphalt products due to less asphalt-intensive roofing and more efficient paving mixture production. This study analyzes the US asphalt industry to 2001 and 2006 by product and region. It also evaluates market shares and profiles key producers.

#966. /2/98. \$3,200

