

CONTENTS

EC&M

Exclusive 2003 Online Top 50 Report

INDUSTRY OVERVIEW

2 *EC&M's* Top 50 Electrical Contracting Firms

Many of the nation's largest electrical contracting firms experienced a double-digit drop in sales in 2002



REPORT FEATURES

3 Contractors' Survival Guide

Electrical executives offer survival tips in a down economy

3 Hot and Cool Markets

Survey respondents identify the booming and declining markets

4 What's Ahead for the Electrical Market?

Charts depict the firms' views on the business climate for 2003, their forecast for 2003 sales, and their average annual sales

4 Contractors Speak Out

Companies listed competitive bidding as their top challenge

5 Listing of the Top 50 Contracting Firms

Companies are ranked by their 2002 sales in this annual listing, which also includes the location of the firms' headquarters and 2002 rank

20 Regional Outlook

National firms hold the top five positions on the chart

22 Contact Information

Addresses, phone and fax numbers, and e-mail addresses for the Top 50 electrical contracting firms

METHODOLOGY

24 Cover Letter and Top 50 Survey

EC&M faxed a cover letter and survey to the nation's largest electrical contractors in July 2003. Firms also completed the survey online.



CONTRACTOR CAPSULES

6 IES, EMCOR, Quanta, Henkels & McCoy, and MYR Group

7 InfraSource, Mass. Electric, Fisk, and Xcelecom

8 SASCO and Cupertino

9 Rosendin and Red Simpson

10 Amelco, Bergelectric, Motor City, Petrocelli, Helix, and Morrow-Meadows

11 Sargent, Sachs, and Tri-City

12 The Newtron Group and Aneco

13 Aldridge, Faith Technologies, and Constar

14 Truland and Capital Electric

15 Wayne J. Griffin, Guarantee, E-J, Rex Moore, GEM, and Oregon

16 Cache Valley, Inglett & Stubbs, Hunt, EEI Holding, Miller, and MMR

17 Cochran, Kelso-Burnett, and Industrial Specialty Contractors

18 Hatzel & Buehler, Commonwealth, and Patrick Power

19 E.S. Boulos, Cleveland, and Ludvik