

TOP 50 BUILDERS

| TOP BUILDERS* | | | 2007 RESIDENTIAL CONSTRUCTION | |
|---------------|--|-------------------------|-------------------------------|--------------------------|
| | COMPANY | PREVIOUS YEAR'S RANKING | TOTAL CONSTRUCTION REVENUE | NEW CONSTRUCTION REVENUE |
| 1 | Blue Haven Pools & Spas | 1 | \$237,603,691 | \$234,817,293 |
| 2 | Anthony & Sylvan Pools Corp. | 2 | \$185,808,000 | \$172,000,000 |
| 3 | Shasta Pools and Spas | 4 | \$84,400,000 | \$76,000,000 |
| 4 | California Pools Inc. | 3 | \$82,557,000 | \$82,557,000 |
| 5 | Paddock Pool Construction Co. | 5 | \$78,849,000 | \$65,926,000 |
| 6 | Premier Pools & Spas Inc. | 6 | \$62,345,643 | \$61,000,000 |
| 7 | Presidential Pools and Spas, LLC | 7 | \$51,617,000 | \$49,917,000 |
| 8 | Aqua Pool & Spa Inc. | 9 | \$49,000,000 | \$47,000,000 |
| 9 | Swan Pools | 8 | \$48,200,000 | \$45,600,000 |
| 10 | Adams Pool Solutions | — | \$38,500,000 | 0 |
| 11 | Riverbend Sandler Pools | 11 | \$34,000,000 | \$32,000,000 |
| 12 | Pacific Pools & Spas | 10 | \$27,900,000 | \$26,400,000 |
| 13 | Platinum Pools | 14 | \$26,939,837 | \$26,939,837 |
| 14 | Keith Zars Pools Ltd. | 15 | \$25,600,000 | \$24,500,000 |
| 15 | Mission Pools Inc. | 12 | \$25,000,000 | \$23,000,000 |
| 16 | Patio Pools & Spas | 16 | \$23,350,000 | \$20,700,000 |
| 17 | Barrington Pools Inc. | 20 | \$18,900,000 | \$18,900,000 |
| 18 | Cody Pools Inc. | 29 | \$18,511,830 | \$18,511,830 |
| 19 | Maryland Pools Inc. | 19 | \$18,250,000 | \$18,250,000 |
| 20 | Claffey Pools | 18 | \$17,532,000 | \$15,447,000 |
| 21 | Riviera Pools | — | \$16,710,741 | \$16,710,741 |
| 22 | White Water Pools & Spas Inc. | 17 | \$16,400,000 | \$16,400,000 |
| 23 | The Pool People Group | 13 | \$16,339,680 | \$16,339,680 |
| 24 | Seasonal World | 27 | \$15,850,000 | \$15,250,000 |
| 25 | Pulliam Pools | 23 | \$15,642,915 | \$14,989,138 |
| 26 | Holland Pools & Spas Inc. | 30 | \$14,740,000 | \$14,740,000 |
| 27 | American Pools & Spas | 21 | \$14,500,000 | \$14,500,000 |
| 28 | Carlton Pools Inc. | 25 | \$14,000,000 | \$13,000,000 |
| 29 | Mission Valley Pools & Spas Inc. | 28 | \$13,602,000 | \$12,676,000 |
| 30 | Robertson Pools Inc. | 26 | \$13,083,130 | \$11,568,287 |
| 31 | Van Kirk and Sons Inc. | 22 | \$13,000,000 | \$10,000,000 |
| 32 | Essig Pools Inc. | 35 | \$11,517,000 | \$9,429,000 |
| 33 | Pools of Fun Inc. | 41 | \$11,239,000 | \$11,052,000 |
| 34 | Rondo Pools and Spas Inc. | 37 | \$10,000,000 | \$9,000,000 |
| 35 | Concord Pools & Spas | 43 | \$9,847,571 | \$8,776,587 |
| 36 | Tampa Bay Pools | 39 | \$9,700,000 | \$9,450,000 |
| 37 | J. Tortorella Custom Gunite Pools | 48 | \$9,601,000 | \$6,567,000 |
| 38 | Aegean Pools Inc. | 46 | \$9,393,000 | \$8,417,000 |
| 39 | Lifetime Pools Inc. | 42 | \$8,961,990 | \$6,881,990 |
| 40 | Cameo Pools | — | \$8,347,270 | \$7,450,166 |
| 41 | Superior Pools of Southwest Florida Inc. | 40 | \$8,044,977 | \$8,044,977 |
| 42 | Platinum Poolcare Aquatech Ltd. | — | \$8,000,000 | \$3,000,000 |
| 43 | Blue Marlin Pools | — | \$7,000,000 | \$7,000,000 |
| 44 | A&G Concrete Pools Inc. | 38 | \$6,900,000 | \$6,300,000 |
| 45 | Backyard Amenities | — | \$6,814,500 | \$6,640,000 |
| T-46 | Armond Aquatech Pools | — | \$6,800,000 | \$6,000,000 |
| T-46 | Hobert Pools & Spas | — | \$6,800,000 | \$6,000,000 |
| 48 | Richard's Total Backyard Solutions | — | \$6,490,000 | \$6,110,000 |
| 49 | Pools by Bradley | — | \$6,472,997 | \$6,472,997 |
| 50 | Pool Doctor | — | \$6,400,000 | \$3,000,000 |

*All figures were provided by the featured companies, and *Pool & Spa News* relies on their honest disclosure of revenue.

| RENOVATION REVENUE | NUMBER OF POOLS BUILT | AVERAGE POOL PRICE | 2007 TOTAL GROSS REVENUE | GROWTH FROM 2006 (Construction revenue) | 2007 RETAIL REVENUE | METRO AREA SERVED | CEO |
|--------------------|-----------------------|--------------------|--------------------------|---|---------------------|------------------------------------|---------------------------|
| \$2,786,398 | 5,772 | \$41,094 | \$239,980,966 | -22% | 0 | National | Larry Katz |
| \$14,000,000 | 3,300 | \$49,000 | \$200,000,000 | -24% | \$14,000,000 | National | Stuart Neidus |
| \$8,400,000 | 1,933 | \$39,000 | \$130,000,000 | -40% | \$5,700,000 | Phoenix | Ed "Skip" Ast |
| 0 | 1,559 | \$53,000 | \$113,247,000 | -53% | 0 | Los Angeles/Phoenix | Ryder Steimle |
| \$8,593,000 | 1,750 | \$37,657 | \$114,799,000 | -23% | \$35,950,000 | Phoenix/Las Vegas | Jim Cich |
| \$1,345,643 | 1,362 | \$44,787 | \$79,345,643 | -23% | \$17,000,000 | Western region | Paul Porter |
| \$1,700,000 | 1,516 | \$32,927 | \$51,200,000 | -24% | \$330,000 | Phoenix | Tim Murphy |
| \$2,000,000 | 851 | \$48,500 | \$55,500,000 | -18% | \$2,500,000 | San Francisco/Sacramento/Modesto | Richard Townsend |
| \$3,200,000 | 740 | \$70,000 | \$49,000,000 | -27% | \$130,000 | Los Angeles | Cecil Fraser |
| \$38,500,000 | 0 | N/A | \$38,500,000 | new entry | 0 | San Francisco/Sacramento/Las Vegas | Tony Adams |
| \$2,000,000 | 613 | \$52,000 | \$40,000,000 | -1% | 0 | Dallas/Fort Worth | Charles Barnes/Glen Rich |
| \$1,500,000 | 880 | \$30,000 | \$28,400,000 | -32% | 0 | Phoenix/Tucson/Las Vegas | Sam Lewis |
| 0 | 593 | \$45,429 | \$26,939,837 | -7% | 0 | Houston/Dallas/Fort Worth | Scott Waldo |
| \$1,100,000 | 360 | \$68,000 | \$29,700,000 | -2% | \$38,000 | San Antonio | Keith Zars |
| \$2,000,000 | 316 | \$73,000 | \$54,000,000 | -23% | 0 | San Diego/Orange County | Bruce Dunn |
| \$2,650,000 | 448 | \$46,000 | \$35,900,000 | -2% | \$7,700,000 | Tucson | Mark Ragel |
| 0 | 153 | \$113,300 | \$22,700,000 | -5% | \$1,400,000 | Chicago | Dale Overson |
| 0 | 355 | \$52,000 | \$18,958,572 | 11% | 0 | Austin | Mike Church |
| 0 | 388 | \$47,000 | \$18,250,000 | -13% | 0 | Baltimore/Washington, D.C. | Robert Landon |
| \$2,085,000 | 314 | \$50,000 | \$20,500,000 | -20% | \$2,498,000 | Dallas/Fort Worth | Charlie Claffey |
| 0 | 661 | \$25,281 | \$16,710,741 | new entry | 0 | Phoenix | Ron Ostlund |
| 0 | 436 | \$33,000 | \$16,400,000 | -27% | 0 | Phoenix/Tucson/Dallas | Martin Fraser/Don Watson |
| 0 | 695 | \$23,510 | \$16,550,829 | -44% | 0 | Fort Lauderdale | Edward Mead |
| \$600,000 | 278 | \$46,200 | \$22,650,000 | -7% | \$6,800,000 | Central New Jersey | Tony Schiavone Jr. |
| \$653,777 | 374 | \$40,078 | \$19,804,835 | -13% | \$4,161,920 | Fort Worth | Barry Pulliam |
| 0 | 381 | \$38,000 | \$15,635,300 | -8% | 0 | Orlando | E. Michael/Gloria Holland |
| 0 | 378 | \$43,651 | \$16,500,000 | -26% | 0 | Orlando | Ben Evans |
| \$1,000,000 | 250 | \$52,000 | \$19,800,000 | -18% | \$2,800,000 | Philadelphia | Joseph Solana Jr. |
| \$926,000 | 285 | \$58,800 | \$16,330,000 | -20% | \$128,000 | San Diego | Bob Cunningham |
| \$1,514,843 | 232 | \$49,863 | \$17,663,657 | -23% | \$1,481,765 | Dallas/Fort Worth | Ron Robertson |
| \$3,000,000 | 187 | \$38,000 | \$19,000,000 | -32% | | Fort Lauderdale/Miami/Palm Beach | Bobby & Timothy Van Kirk |
| \$2,088,000 | 191 | \$49,600 | \$11,517,000 | -20% | 0 | Miami | Dan Essig |
| \$187,000 | 260 | \$43,000 | \$17,235,000 | 2% | \$3,410,000 | Indianapolis | Bruce Holmes |
| \$1,000,000 | 191 | \$40,000 | \$13,000,000 | -26% | 0 | Phoenix | Kevin & Steven Rondeau |
| \$1,070,984 | 260 | \$33,800 | \$13,423,927 | -8% | \$3,091,744 | Albany | Michael Giovanone |
| \$250,000 | 230 | \$40,000 | \$9,800,000 | -21% | 0 | Tampa | Kenneth McKenna Jr. |
| \$3,034,000 | 35 | \$173,000 | \$14,994,000 | 1% | \$539,000 | New York | John Tortorella |
| \$976,000 | 234 | \$35,970 | \$10,384,000 | -5% | \$991,000 | Norfolk/Virginia Beach | Michael Shammass |
| \$2,080,000 | 102 | \$67,470 | \$10,516,500 | -18% | \$51,000 | San Jose/Silicon Valley | Raymond Whitford |
| \$897,104 | 191 | \$39,000 | \$8,461,363 | new entry | 0 | Phoenix | Larry Duffy |
| 0 | 250 | \$30,000 | \$8,004,977 | -35% | 0 | Northport/Port Charlotte | Bill Krawczyk |
| \$5,000,000 | 25 | \$155,000 | \$8,000,000 | 3% | 0 | Chicago | Terry Smith |
| 0 | 120 | \$45,000 | \$7,000,000 | -39% | 0 | Melbourne | Michelle Nicol |
| \$600,000 | 160 | \$57,000 | \$9,100,000 | -47% | 0 | West Palm Beach | Arthur Allen |
| \$174,500 | 181 | \$38,000 | \$6,989,000 | -12% | \$130,400 | Houston | Brad & Patty Stephens |
| \$800,000 | 50 | \$120,000 | \$6,800,000 | new entry | 0 | Philadelphia | Jeff Ciarrochi |
| \$800,000 | 300 | \$38,000 | \$16,000,000 | new entry | \$7,000,000 | Dallas/Fort Worth | Hobert Murphree |
| \$380,000 | 150 | \$41,400 | \$9,400,000 | -13% | \$2,350,000 | Houston | J.R. Richard |
| 0 | 97 | \$52,959 | \$6,822,218 | -14% | \$97,976 | Orlando | Bradley Eaves |
| \$3,400,000 | 114 | \$28,000 | \$8,400,000 | new entry | \$1,200,000 | New York | Paul Como Jr. |

Each builder has sworn to the accuracy of this information and must provide verification upon request. Failure to do so could result in forfeiture of ranking.