Drywall, Plaster, Acoustic & Insulation Contractors

Description: Brief Excerpt from Industry Overview Chapter:

Companies in this industry perform drywall and insulation work, including installation, maintenance, and repair. Major US companies include APi Group, The Brock Group, Irex Contracting, KHS&S, Performance Contracting Group, and USI Contractors.

The US drywall, plaster, acoustic, and insulation contractor industry includes about 17,000 establishments (single-location companies and units of multi-location companies) with combined annual revenue of about $35 billion.

Competitive Landscape

Demand is driven primarily by new building construction. The profitability of individual companies depends on a steady volume of work, accurate job estimating, and good cost controls. Large companies have an advantage in bidding on large jobs. Small companies can compete effectively by specializing or by providing superior service. About 60 percent of the companies in the industry are small, with fewer than five employees.

Products, Operations & Technology

Commercial and institutional construction, including office buildings, retail space, schools, hospitals, apartments, and hotels, accounts for about 70% of revenue; single-family residential construction accounts for the rest.

Commercial contractors install the metal framing that underlies walls in commercial and institutional buildings and the gypsum wallboard that covers it. They also install other types of walls (such as movable partitions or stone veneer), acoustic and specialty ceilings, and various types of insulation and fireproofing. Many commercial contractors are sales representatives for manufacturers of floor, wall or ceiling products, from companies such as USG, Armstrong, and Johns Manville.

Residential contractors install heat and sound insulation, ceilings, and interior walls in single-family homes.

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Quarterly Industry Update
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Business Trends
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