

# MORE The Third Annual BIG BOOK OF LISTS

In this section you can read more about the companies ranked in this year's Third Annual Big Book of Lists, featured in the February 2007 USGlass. This alphabetical section provides the following information: company name and address; whether the company is publicly or privately held; president/CEO; annual sales/estimates/ranges/approximations (*note: some companies did not disclose any sales information*); square footages of offices/plants; number of years in operations; number of employees; and number of facilities.

Information is based on company feedback and participation, as well as independent field research.

### **ACH Glass Operations (formerly Visteon)**

5555 S. 129th East Ave.  
Tulsa, Okla.  
Public Company  
Al Ver, CEO/COO  
Annual Sales: \$395 million<sup>1</sup>  
Years in Operation: 86  
Employees: 2,060  
Number of Locations: 2

### **AFG Industries Inc.**

1400 Lincoln St.  
Kingsport, TN 37660  
Private Company  
Brad Kitterman, president/CEO  
Annual Sales: \$6.2 billion<sup>2</sup>  
Years in Operation: 28  
Employees: 4800  
Number of locations: 9 glass  
production plants; 34 facilities/  
distribution centers

### **Alumax (an Alcoa company)**

1617 N. Washington  
Magnolia, AR 71754  
Public Company  
James Whitefield, general manager  
(Alumax Bath Enclosures)  
Annual Sales: \$1.4 billion (for Alcoa)  
Square Footage of Offices and Plant:  
600,000  
Years in Operation: 57  
Employees: 700  
Number of Locations: 10 locations  
(including: 9 technical service  
centers)

### **Arch Aluminum & Glass Co. Inc.**

10200 NW 67th St.  
Tamarac, FL 33321  
Private Company

Leon Silverstein, president/CEO  
Annual Sales: Approx.  
\$400 million  
Years in Operation: 29  
Employees: 2200  
Number of Locations: 27

### **Basco Shower Enclosures**

7201 Snider Rd.  
Mason, OH 45040-9601  
Private Company  
George Rohde, president/CEO  
Annual Sales: \$40 - \$50 million  
Square Footage of Offices and  
Plant: 150,000  
Years in Operation: 51  
Employees: 200  
Number of Locations: 1 plant,  
8 warehouses

### **Cardinal Glass Industries Inc.**

775 Prairie Center Dr.  
Eden Prairie, MN 55344  
Private Company  
Roger D. O'Shaughnessy,  
president/CEO  
Annual Sales: Approx \$1.4 billion  
Years in Operation: 44  
Employees: 5,600  
Number of Locations: 28

### **Coastal Glass Distributors**

7421 E. Spartan Blvd.  
Charleston, SC 29418  
Private Company  
Jack Hoey Jr., president/ CEO  
Annual Sales: \$25 million  
Square Footage of Offices and  
Plants: 80,000  
Years in Operation: 20  
Employees: 175  
Number of Locations: 2

### **Coastal Industries Inc.**

P.O. Box 16091  
Jacksonville, FL 32245  
Private Company  
Ray Adams, president  
Annual Sales: \$12 million\*  
Square Footage of Offices and  
Plant: 263,000  
Years in Operation: 34  
Employees: 185  
Number of Locations: 2

### **Coral Industries Inc.**

P.O. Box 40228  
Tuscaloosa, AL 35404  
LL "Mac" McAllister Jr., CEO; Albert E.  
Askew, president; Lewis L. McAllister  
III, executive vice president glass  
division; D. Grant McAllister, execu-  
tive vice president arch. products;  
Annual sales: \$45 million  
Square Footage of Offices and  
Plants: 300,000 square feet.  
Years in Operation: 28  
Employees: 400  
Number of Locations: 2

### **Craftsman Fabricated Glass Ltd.**

4822 Southerland Road  
Houston, TX 77092  
Private Company  
Bob Lawrence, president/CEO  
Annual Sales: \$41.9 million\*  
Square Footage of Offices and  
Plants: 250,000  
Years in Operation: 20  
Employees: 220  
Number of Locations: 1

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#### **Dlubak Corp.**

520 Chestnut St.  
Blairsville, PA 15717  
Private Company  
Frank Dlubak, president;  
David Bazzano, CEO  
Annual Sales: \$20 million  
Square Footage of Offices and  
Plants: 300,000  
Years in Operation: 59  
Employees: 175  
Number of Locations: 2

#### **EFCO Corp.**

1000 County Rd.  
Monett, MO 65708  
Private Company  
Phil Roberts, president; Chris  
Fuldner, CEO  
Annual Sales: \$250 million  
Square Footage of Offices and  
Plant: 800,000  
Years in Operation: 54  
Employees: approx 1700  
Number of Locations: 3

#### **Gardner Glass Products**

P.O. Box 1570  
N. Wilksboro, NC 28659  
Private Company  
Tommy Huskey, president/CEO  
Annual Sales: \$30.3 million\*  
Years in Operation: 44  
Employees: 302 employees  
Locations: 5

#### **General Glass International**

101 Venture Way  
Secaucus, NJ 07094-1808  
Private Company  
David Balik, president/CEO  
Annual Sales: \$30 million

#### **Square Footage of Offices and Plants: 160,000**

Years in Operation: 100+ years  
Employees: approx 150  
Number of Locations: 3

#### **Guardian Industries Corp.**

2300 Harmon Rd.  
Auburn Hills, MI 48326  
Private Company  
William Davidson, president/CEO  
Annual Sales: \$500 billion\*  
Years in Operation: 75  
Employees: 19,000+  
Number of Locations: 24 glass plants

#### **Hartung Glass Industries**

1783 W. Valley Highway  
Seattle, WA 98188  
Private Company  
Nick Sciola, president  
Annual Sales: \$43 million\*  
Years in Operation: 80  
Employees: 900  
Number of Locations: 10

#### **J.E. Berkowitz L.P.**

One Gateway Boulevard  
Straughns Mill Road  
Pedricktown, NJ 08067  
Westville, NJ 08093  
Private Company  
Arthur Berkowitz, president/CEO  
Annual Sales: \$40 million\*  
Square Footage of Office and  
Plants: 200,000  
Years in Operation: 87  
Employees: 220-250  
Number of Locations: 1

#### **Kawneer Co. Inc. (an Alcoa Company)**

555 Guthridge Ct.  
Norcross, GA 30092  
Public Company  
Glenn Morrison, president/CEO  
Annual Sales: \$4.4 billion<sup>3</sup>  
Years in Operation: 100  
Employees: approx 2300  
Number of Locations: 23

#### **Kohler Co.**

444 Highland Dr.  
Kohler, WI 53044  
Private Company  
Herbert V Kohler Jr. president  
and chairman of the board  
Annual Sales: \$3 billion  
(company wide)\*  
Years in Operation: 133  
Employees: 31,000 (worldwide)

#### **McGrory Glass Inc.**

100 Commerce Dr.  
Aston, PA 19014  
Private Company  
John McGrory, CEO  
Annual Sales: \$15 million  
Square Footage of Offices and  
Plants: 30,000  
Years in Operation: 22  
Employees: 35  
Number of Locations: 1

#### **Northwestern Industries Inc.**

2500 W Jameson  
Seattle, WA 98199  
Private Company  
Tim McQuade, president  
Annual Sales: \$40 million  
Square Footage of Offices and  
Plants: 380,000  
Years in Operation: 32  
Employees: 340  
Number of Locations: 2

### **Oldcastle Glass (a division of CRH)**

2425 Olympic Blvd.  
Suite 525E  
Santa Monica, CA 90404  
Public Company  
Ted Hathaway, president/CEO  
Annual Sales: \$500 million+  
Years in Operation: 18  
Employees: 4,500  
Number of Locations: 48

### **Pilkington North America (parent Company, Pilkington Group Ltd., owned by Nippon Sheet Glass)**

811 Madison Ave.  
P.O. Box 799  
Toledo, OH 43697  
Public Company  
Stuart Chambers, president/CEO  
Annual Sales: \$4.5 billion  
Years in Operation: 181  
Employees: 4400  
Number of Locations: 6

### **Pittco Architectural Metals Inc.**

1530 Landmeier Rd.  
P.O. Box 1509  
Elk Grove, IL 6007  
Private Company  
Al Shapiro, president/CEO  
Square Footage of Offices and  
Plant: 140,000  
Years in Operation: 70+  
Employees: 65  
Number of Locations: 1

### **PPG Industries Inc.**

Guys Run Rd.  
P.O. Box 38361 (Glass Unit)  
Pittsburgh, PA 15238  
Public Company  
Charles E. Bunch, president/CEO  
Annual Sales: \$10 billion  
(Company wide)  
Years in Operation: 124  
Employees: approx 8,000 (worldwide)  
Number of Locations: 8 (10 float lines)

### **Prelco Inc.**

94 Carter Blvd.  
Riviere-du-loup, Quebec G5R 2M9  
Canada

Private Company  
Martin Cayer, General manager  
Annual Sales: \$40-50 million  
Square Footage of Offices and  
Plants: 350,000  
Years in Operation: 53  
Employees: 500  
Number of Locations: 5

### **SAFTI/FIRST Fire Rated Glazing Solutions**

325 New Hall St.  
San Francisco, CA 94124  
Private Company  
William O'Keeffe, president/CEO  
Years in Operation: 25 years  
Employees: 100 employees  
Number of Locations: 2

### **Saint-Gobain Glass-Exprover NA Corp.**

(wholly owned subsidiary  
of Saint-Gobain)  
7655 E. Gelding Dr.  
Suite B-2  
Scottsdale, AZ 85260  
Public Company  
Betsy Witkop, comptroller/office  
manager (Scottsdale operation)  
Annual Sales: \$6 billion<sup>4</sup>  
Years in Operation: 25  
Employees: 4  
Number of Locations: 1

### **Schott North America Inc.**

555 Taxter Rd.  
Elmsford, NY 10523  
Private Company  
Doug Roberts, president/CEO  
Annual Sales: \$558 million  
(company wide)  
Years in Operation: 44  
Employees: 2500  
Number of Locations: 7

### **Southeastern Aluminum Products Inc.**

P.O. Box 6427  
Jacksonville, FL 32236  
Private Company  
William K. Jackson, president

Annual Sales: \$29 million +  
Square Footage of Offices and  
Plant: 205,000  
Years in Operation: 54  
Employees: 175  
Number of Locations: 2

### **Technical Glass Products**

600 S. Sixth St. South  
Kirkland, WA 98033  
Private Company  
Jerry Razwick, president/CEO  
Years in Operation: 26  
Employees: 70  
Number of Locations: 2

### **TRACO**

71 Progress Ave.  
Cranberry Township, PA 16066  
Private Company  
Bob P. Randall, president/CEO  
Annual Sales: \$ 250 million  
Square Footage of Offices and  
Plant: 2 million  
Years in Operation: 64  
Employees: 2,000  
Number of Locations: 5

### **Trulite Industries Ltd.**

1820 Courtney Park Dr.  
Mississauga, ON L5T 1W1 Canada  
Private Company  
Gerry Duffy, president/CEO  
Years in Operation: 30  
Employees: 90-100  
Number of Locations: 2

### **Tubelite Inc.**

3056 Walker Ridge Dr., NW  
Reed City, MI 49677  
Private company  
Ken Werbowy, president/CEO  
Square Footage of Offices and  
Plant: 175,000  
Years in Operation: 60  
Employees: 110  
Number of Locations: 2

**United States Aluminum Corp.**

200 Singleton Dr.  
Waxahachie, TX 75165  
Public Company  
Doug Ellerbrook, executive vice president  
Annual Sales: \$135 million<sup>5</sup>  
Square Footage of Offices and  
Plant: 750,000  
Years in Operation: 42  
Employees: 500  
Number of Locations: 6 plants,  
10 service centers

**United Glass Corporation (Louisville  
Plate Glass Co., Mid-Ohio Tempering,  
PDC Michigan, PDC Pittsburgh, PDC  
Aluminum, Tempered Glass Inc. and  
Technical Film Coatings)**

7623 National Turnpike  
Louisville, KY 40214  
Private Company  
Larry O'Connell, CEO; Jack Deyo,  
director; Bill Stone, director  
Annual Sales: \$185 million+  
Square Footage of Offices and  
Plant: 1 million plus +  
Years in Operation: 95  
Employees: 600  
Number of Locations: 6

**Vetrotech Saint-Gobain North  
America (VSGNA; a wholly owned  
subsidiary of Saint Gobain)**

2108 B St. NW  
Suite 110  
Auburn, WA 98001  
Public Company  
Len Brunette, general manager (VSGNA)  
Square Footage of Offices and  
Plants: 33,000  
Years in Operation: 6  
Employees: 25  
Number of Locations: 1

**The Vistawall Group**

803 Airport Rd.  
Terrell, TX 75160  
Public Company  
Tom Harris, president/CEO  
Annual Sales: \$1.2 billion<sup>6</sup>

Square Footage of Offices and  
Plant: 1.5 million  
Years in Operation: 45  
Employees: 1800  
Number of Locations: 26

**Viracon (part of the architectural  
products and services segment of  
Apogee Enterprises)**

800 Park Dr.  
Owatonna, MN 55060  
Public Company  
Don Pyatt, president/CEO  
Annual Sales: \$576.2 million<sup>7</sup>  
Square Footage of Offices and  
Plant: 1.5 million  
Years in Operation: 36  
Employees: 2,000  
Number of Locations: 3

**Virginia Glass Products Corp.**

P.O. Box 5431  
Martinsville, VA 24115  
Private Company  
W. Christopher Beeler, JR,  
president/CEO  
Square Footage of Offices and  
Plant: 110,000  
Years in Operation: 50  
Employees: 130  
Number of Locations: 2

**Vitro America Inc. (ACI Distribution,  
Binswanger Mirror, Super Sky,  
Glasscraft; Vitro America's parent  
Company is Vitro Vidro Plano)**

P.O. Box 171173  
Memphis, TN 38107-1173  
Public Company  
Luis Gonzales, president/CEO

Years in Operation: 135  
Employees: 2500  
Number of Locations: 160

**Vitro S.A. de C.V.**

Av. Ricardo Margain Zozaya 440  
Roble 660  
Col. Valle del Campestre 66265  
Garza Garcia, Nuevo Leon, Mexico  
Public Company  
Federico Sada, president/CEO  
Annual Sales: \$2.2 million (flat glass)  
Years in Operation: 98  
Employees: 20,877  
Number of Locations: 29 (worldwide)

**Wausau Window & Wall Systems  
(part of the architectural products  
and services segment of Apogee  
Enterprises Inc.)**

1415 West St.  
Wausau, WI 54401  
Public Company  
Gary Houdek, executive vice president  
Annual Sales: \$576 million<sup>8</sup>  
Square Footage of Offices and  
Plant: 300,000; 450,000  
Years in Operation: 51 yrs.  
Employees: 500  
Number of Locations: 4

**YKK AP America Inc.**

7680 The Bluffs  
Suite 100  
Austell, GA30168  
Private Company  
Max Mizota, group president  
Annual Sales: \$131.2 million  
Years in Operation: 21  
Employees: approx. 700  
Number of Locations: 9 ■

<sup>1</sup> As reported in Visteon's 2005 Annual Report

<sup>2</sup> As reported by Asahi Glass Co. Ltd's Annual Report

<sup>3</sup> Extruded and end product total sales reported in Alcoa's Annual Report.

<sup>4</sup> Flat glass sales worldwide

<sup>5</sup> Commercial segment sales, as reported in International Aluminum's Annual Report

<sup>6</sup> As reported in BlueScope Steel's Annual Report

<sup>7</sup> Architectural segment sales as reported in Apogee Enterprises' Annual Report

<sup>8</sup> Architectural segment sales, as reported in Apogee Enterprises' Annual Report

\* As listed by Hoovers