

# The 5<sup>th</sup> Annual

It's nice to know where you stand, especially among your competitors. Who's able to do more sales with fewer people? Who's got all they need in their backyard of Los Angeles or Chicago? Take a page from the glazing contractors listed below, as they made up some of the top earning subs for 2008, based on information they submitted to USGlass.

## Top Glazing Contractors

Based on 2008 sales revenue for the commercial glazing business segment

### 1 Enclos Corp.

Eagan, Minn.

**2008 Annual Sales:** \$305 million

**President/CEO:** Gregg Sage

**# of Locations:** 18; **# of Employees:** 650

**Years in Business:** 33

[www.enclos.com](http://www.enclos.com)

Enclos Corp., one of the largest specialty contractors in the United States, designs, engineers, fabricates and installs exterior facades and curtainwall cladding systems.

### 2 Harmon Inc.

Bolingbrook, Ill.

**2008 Annual Sales:** \$291 million

**President/CEO:** Russell Huffer (CEO of parent company Apogee Enterprises)

**# of Locations:** 9; **# of Employees:** 1,015

**Years in Business:** 60

[www.harmoninc.com](http://www.harmoninc.com)

Harmon provides glass installation for new construction, renovation and service. The company focuses on the office, healthcare, education, government and entertainment/hotel markets throughout most of the United States.

### 3 Walters & Wolf

Fremont, Calif.

**2008 Annual Sales:** \$181 million

**President/CEO:** Randy Wolf

**# of Locations:** 5; **# of Employees:** 669

**Years in Business:** 31

[www.waltersandwolf.com](http://www.waltersandwolf.com)

Walters & Wolf provides high quality design, fabrication and installation of custom curtainwall and exterior cladding systems. Regional production facilities allow single-source responsibility, commitment to quality and on-time delivery.

### 4 Trainor Glass Co.

Alsip, Ill.

**2008 Annual Sales:** \$178 million

**President/CEO:** Thomas Trainor (president), Robert Trainor (CEO)

**# of Locations:** 16; **# of Employees:** 677

**Years in Business:** 56

Trainor Glass possesses a dedicated project management team that delivers projects on time and on budget. The company houses manufacturing facilities that feature excellent safety and quality control programs.

### 5 Haley-Greer Inc.

Dallas, Texas

**2008 Annual Sales:** \$100 million

**President/CEO:** Letitia Haley Barker (president); Donald Haley (CEO)

**# of Locations:** 3; **# of Employees:** 300+

**Years in Business:** 30

[www.haleygreer.com](http://www.haleygreer.com)

Haley-Greer is a professional installer of high performance window wall and curtainwall systems on commercial projects. In conjunction with general contractors the company works directly with owners and architects to turn a vision into reality.

### 6 W&W Glass LLC

Nanuet, N.Y.

**2008 Annual Sales:** \$75 million

**President/CEO:** Michael, Jeffrey, Howard and Scott Haber (co-managing members)

**# of Locations:** 2; **# of Employees:** 250

**Years in Business:** 31

[www.wwglass.com](http://www.wwglass.com)

W&W Glass is one of the largest glaziers in the United States and the exclusive North American representative of the Pilkington Planar structural glass system.

### 7 TSI Exterior Wall Systems Inc.

Landover, Md.

**2008 Annual Sales:** \$63 million

**President/CEO:** Victor Cornelli

**# of Locations:** 1; **# of Employees:** 145

**Years in Business:** 31

TSI Exterior Wall Systems is a glazing subcontractor specializing in high-end custom curtainwall, windows, entrances, panel walls and canopy systems in projects in Washington, D.C., and Baltimore.



### 8 Massey's Plate Glass & Aluminum Inc.

Branford, Conn.

**2008 Annual Sales:** \$56 million

**President/CEO:** Laura J. Massey (president); Robert J. Massey Jr. (CEO)

**# of Locations:** 3; **# of Employees:** 150

**Years in Business:** 36

[www.masseysglass.com](http://www.masseysglass.com)

Since 1973, Massey's Plate Glass & Aluminum has strived to provide on-budget and on-time projects. The company offers design consultation, technical expertise and single-source efficiency. It performs its own fabrication and specializes in unitized wall systems.

### 9 ASI Limited

Whitestown, Ind.

**2008 Annual Sales:** \$54.9 million

**President/CEO:** Ken W. Smith

**# of Locations:** 1; **# of Employees:** 275

**Years in Business:** 20

ASI Ltd. is a curtainwall designer and manufacturer that supplies and installs facade solutions throughout the United States. ASI also produces ornamental metals that are required within the exterior design. It prides itself on its ability to take a project from design development to completion, in-house.

Photo courtesy of W&W.

# Big Book of Lists

Photo courtesy of Haley-Greer.

## 10 Giroux Glass

Los Angeles

2008 Annual Sales: \$53 million

President/CEO: Anne-Merelie Murrell

# of Locations: 3; # of Employees: 306

Years in Business: 63

[www.girouxglass.com](http://www.girouxglass.com)

Giroux Glass is an employee-owned and multifaceted glass, glazing and architectural metals contractor, with top union glaziers. It builds and services complex multi-story curtainwall, storefront and unique fenestration installations.

## 11 Karas & Karas Glass Co. Inc.

Boston

2008 Annual Sales: \$50.7 million

President/CEO: Joseph Karas

# of Locations: 1; # of Employees: 90

Years in Business: 85

[www.karasglass.com](http://www.karasglass.com)

Karas & Karas focuses on challenging projects in which architects push building envelopes to new levels of sophistication requiring intensive management from pre-construction services through design assist, engineering, budgeting, fabrication and installation.

## 12 CBO Glass

Alden, N.Y.

2008 Annual Sales: \$46 million

President/CEO: Paul F. Hogan Jr.

# of Locations: 4; # of Employees: 200

Years in Business: 43

[www.cboglass.com](http://www.cboglass.com)

CBO Glass is a full-service glazing contractor serving the Northeast and Mid-Atlantic states. It designs, fabricates and installs unitized curtainwall systems, preglazed punched windows and blast-resistant systems. The company has a 230,000-square-foot fabrication facility and a testing chamber for product quality assurance.

## 13 SPS Corp.

Apex, N.C.

2008 Annual Sales: \$43 million

President/CEO: Michael J. Russo

# of Locations: 3; # of Employees: 135

Years in Business: 27

[www.spsccorporation.com](http://www.spsccorporation.com)

SPS is a full service envelope contractor specializing in the design, fabrication and installation of curtainwall, glass and glazing, architectural metal panel systems, sunshades, louvers and skylights.

## 14 Juba Aluminum Products Co. Inc.

Concord, N.C.

2008 Annual Sales: \$42.5 million

President/CEO: John Juba (president);  
Joni Juba (CEO)

# of Locations: 2; # of Employees: 152

Years in Business: 15

[www.jubaproducts.com](http://www.jubaproducts.com)

Juba Aluminum Products specializes in building exteriors for low- to high-rise projects. The company has created a niche for itself in working with pre-construction teams in the design-development phase.

## 15 Heinaman Contract Glazing

Lake Forest, Calif.

2008 Annual Sales: \$34.6 million

President/CEO: John L. Heinaman

# of Locations: 2; # of Employees: 367

Years in Business: 20

[www.heinaman.net](http://www.heinaman.net)

Heinaman Contract Glazing designs, engineers and installs curtainwall, glass, panels, aluminum and specialty systems for office buildings, hotels, institutions, tenant improvements and retro-fitted projects, serving for a variety of clients.

## 16 Architectural Wall Systems Co.

West Des Moines, Iowa

2008 Annual Sales: \$33 million

President/CEO: Mike Cunningham

# of Locations: 1; # of Employees: 125

Years in Business: 17

[www.archwall.com](http://www.archwall.com)

Architectural Wall Systems Co. provides engineering, detailing, manufacturing, estimating and installation of exterior wall materials with professional project management and union craftspeople. Its expertise includes rain screen technology and unitized wall construction erected with the highest level of safety and quality.

## 17 MTH Industries

Hillside, Ill.

2008 Annual Sales: \$28 million

President/CEO: Lyle R. Hill

# of Locations: 1; # of Employees: 118

Years in Business: 122

[www.mthindustries.com](http://www.mthindustries.com)

MTH prides itself on its reputation for superior customer service and its ability to make the difficult seem simple.

## 18 Champion Metal & Glass Inc.

Deer Park, N.Y.

2008 Annual Sales: \$26 million

President/CEO: Ali Ghahremani

# of Locations: 1; # of Employees: 50

Years in Business: 16

[www.championmetalglass.com](http://www.championmetalglass.com)

Champion Metal & Glass Inc. is celebrating 16 years in the architectural and ornamental industry in the New York City metropolitan area. Champion continues to build on

its reputation for quality and service on every project. With a focus on integrity and experience, Champion works hard to meet the demands of its clients.



Photo courtesy of Massey's Plate Glass.

## 19 Sunset Glazing

La Mesa, Calif.

2008 Annual Sales: \$25 million

President/CEO: Done E. Witte

# of Locations: 1; # of Employees: 55

Years in Business: 28

[www.sunsetglazing.com](http://www.sunsetglazing.com)

Sunset Glazing has established a reputation of excelling in quality, reliability and service. The company has the capability to provide single-source responsibility for the complete design and development of a project.

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## 20 APG International Inc.

Glassboro, N.J.

**2008 Annual Sales:** \$24 million

**President/CEO:** Thomas Salzer (president); Edward Zaucha (CEO)

**# of Locations:** 2; **# of Employees:** 70

**Years in Business:** 6

[www.apgintl.com](http://www.apgintl.com)

APG International Inc. is an installer of curtainwall with immediate access to more than 125,000 square feet of enclosed shop space to provide unitized product for projects throughout the United States. The company is a completely unionized operation with its own engineering expertise and has done many multi-story projects along the East Coast.

## 21 Emmitsburg Glass

Emmitsburg, Md.

**2008 Annual Sales:** \$24 million

**President/CEO:** Sheridan E. (Dan) Reaver Jr.

**# of Locations:** 1; **# of Employees:** 90

**Years in Business:** 20

Emmitsburg Glass is a well recognized and established company with more than 20 years experience in the industry. It has successfully completed many large curtainwall and panel projects in the Baltimore-Washington, D.C.-area, and opened a new 53,000-square-foot facility in 2006.

## 22 Builders Architectural Products Inc.

Deerfield, Ill.

**2008 Annual Sales:** \$24 million

**President/CEO:** Jane Weber

**# of Locations:** 1; **# of Employees:** 20

**Years in Business:** 49

Builders Architectural Products has a range of specializations from high performance composite window wall systems for new construction high rises to retrofit/repair of existing exterior facades.

## 23 InterClad

Plymouth, Minn.

**2008 Annual Sales:** \$23 million

**President/CEO:** Bill John

**# of Locations:** 1; **# of Employees:** 75

**Years in Business:** 11

[www.eganco.com](http://www.eganco.com)

InterClad is a division of the Egan Co., headquartered in Minneapolis. It specializes in the engineering, fabrication and installation of curtainwall, glass and metal panels for the exterior cladding on new construction projects or renovations of existing buildings, and also has the capability to fabricate and install specialty metal, such as stainless steel.

## 24 Ridgeview Glass Inc.

Upper Marlboro, Md.

**2008 Annual Sales:** \$22.4 million

**President/CEO:** Andrew E. Canter, Jr. and Matthew R. Canter

**# of Locations:** 1; **# of Employees:** varies between 80-135

**Years in Business:** 27

[www.ridgeviewglass.com](http://www.ridgeviewglass.com)

Ridgeview Glass is a subcontractor on commercial projects for standard to custom curtainwall contracts. Beyond the product, the company focuses on quality, relationships and its employees.

## 25 Seele L.P.

New York

**2008 Annual Sales:** \$21.7 million

**President/CEO:** Thomas Geissler

**# of Locations:** 1; **# of Employees:** 45

**Years in Business:** 8

[www.seele-usa.com](http://www.seele-usa.com)

Seele provides modern glass facades and glass roofs for high-design, high-tech glass structures.

## 26 Metropolitan Glass Inc.

Denver, Colo.

**2008 Annual Sales:** \$20.5 million

**President/CEO:** Michael C. Smith

**# of Locations:** 1; **# of Employees:** 100+

**Years in Business:** 45

[www.metroglass.com](http://www.metroglass.com)

Metropolitan Glass Inc. specializes in the installation of high quality curtainwall, storefront, skylights and metal panel sys-



Photo courtesy of ASI Limited.

tems. The company is a four-time winner of the ACE Award, presented by the Associated General Contractors of Colorado. Its reconstruction services offer creative and cost-effective solutions.

## 27 Tepco Contract Glazing Inc.

Dallas, Texas

**2008 Annual Sales:** \$19.1 million

**President/CEO:** Fred Keen

**# of Locations:** 2; **# of Employees:** 96

**Years in Business:** 25

[www.tepcoglass.com](http://www.tepcoglass.com)

Tepco is a regional glazing contractor with a specialty division devoted to sports venues.

## 28 Galaxy Glass & Aluminum Inc.

Manchester, N.H.

**2008 Annual Sales:** \$19 million

**President/CEO:** Daniel Simpson (president); Mark Brown (vice president)

**# of Locations:** 3; **# of Employees:** 100

**Years in Business:** 19

[www.galaxyglass.biz](http://www.galaxyglass.biz)

Galaxy Glass is a design-build glass and glazing subcontractor in the New England and Mid-Atlantic area.

## 29 Crawford Tracey Corp.

Deerfield Beach, Fla.

**2008 Annual Sales:** \$18 million

**President/CEO:** Raymond Crawford

**# of Locations:** 2; **# of Employees:** 100

**Years in Business:** 56

[www.crawfordtracey.com](http://www.crawfordtracey.com)

Crawford Tracey specializes in the development, manufacturing and installation of high-quality custom, impact and conventional glazing systems that meet or exceed the tough Florida building code.

## 30 American Glass & Metals Corp.

Plymouth, Mich.

**2008 Annual Sales:** \$17 million

**President/CEO:** James D. Vogelsberg

**# of Locations:** 1; **# of Employees:** 35-85

**Years in Business:** 30

American Glass & Metals Corp. is a glazing contractor with more than two decades of experience in the Michigan area.

## 31 Baker Glass Co. Inc.

Antioch, Tenn.

**2008 Annual Sales:** \$14.8 million

**President/CEO:** Jim Baker

**# of Locations:** 1; **# of Employees:** 60

**Years in Business:** 18

[www.bakerglasscompany.com](http://www.bakerglasscompany.com)



Photo courtesy of Emmitsburg Glass.



Baker Glass Co. is a "typical" glazing subcontractor with projects ranging from \$1,000 to \$6 million.

### **32 R&R Window Contractors Inc.**

Easthampton, Mass.  
2008 Annual Sales: \$14.8 million  
President/CEO: Roger A. Fuller  
# of Locations: 1; # of Employees: 80  
Years in Business: 30  
[www.rrwindow.com](http://www.rrwindow.com)

R&R Window Contractors Inc. is a well-established commercial window, storefront and curtainwall trade contractor with a strong presence throughout New England.

### **33 Gatewood Glass**

Ft. Meyers, Fla.  
2008 Annual Sales: \$14.5 million  
President/CEO: Kevin Gilligan  
# of Locations: 2; # of Employees: 103  
Years in Business: 23  
[www.gatewoodglass.com](http://www.gatewoodglass.com)

Gatewood Glass has been serving Florida's West Coast since 1986. The company specializes in curtainwall and storefront hurricane impact systems, including but not limited to schools, high-rise and office-type buildings, as well as hospitals and doctor office-type facilities.

### **34 Hilboldt Curtainwall Inc.**

St. Louis  
2008 Annual Sales: \$14.5 million  
President/CEO: Dennis Hilboldt (president); Jane Hilboldt (CEO)  
# of Locations: 1; # of Employees: 44  
Years in Business: 4  
[www.hilboldt.com](http://www.hilboldt.com)

Hilboldt Curtainwall Inc. is a commercial construction company specializing in high quality exterior wall systems. It works with architects, construction managers and developers to build, panelize and install custom enclosure systems with an emphasis on prefabrication to the fullest extent possible.

### **35 Del Ray Glass**

Alexandria, Va.  
2008 Annual Sales: \$14 million  
President/CEO: Mitchel Papanicolas  
# of Locations: 1; # of Employees: 70  
Years in Business: 55  
[www.delrayglass.com](http://www.delrayglass.com)

Del Ray Glass is a high-end glazing contractor specializing in smaller exterior buildings and interior tenant build-outs.

### **36 Anderson Aluminum Corp.**

Columbus, Ohio  
2008 Annual Sales: \$14 million  
President/CEO: Helena Anderson  
# of Locations: 1; # of Employees: 65  
Years in Business: 28  
[www.andersoncompanies.com](http://www.andersoncompanies.com)

Anderson Aluminum designs, engineers, fabricates and installs standard and custom curtainwall, window wall, composite and plate panel systems, as well as aluminum storefronts, aluminum doors and hardware.

### **37 Glass Inc.**

Meridian, Miss.  
2008 Annual Sales: \$13.5 million  
President/CEO: Robert Smith  
# of Locations: 3; # of Employees: 80  
Years in Business: 10  
[www.glassincorporated.net](http://www.glassincorporated.net)

With an established reputation throughout the Southeast, Glass Inc. boasts an expert team that has successfully completed more than a thousand commercial projects, including the award winning Turquoise Resort in Orange Beach, Ala.

### **38 Minneapolis Glass Co.**

Plymouth, Minn.  
2008 Annual Sales: \$11.2 million  
President/CEO: Jennifer Lang  
# of Locations: 1; # of Employees: 65  
Years in Business: 72  
[www.minneapolisglass.com](http://www.minneapolisglass.com)

Minneapolis Glass Company is a regional glass fabricator distributor and glazing contractor that has been in business since 1937. The company employs highly trained union glaziers, glassworkers and production workers.

### **39 Carter Glass Co. Inc.**

Kansas City, Mo.  
2008 Annual Sales: \$11 million  
President/CEO: Jack Carter (president); Terrence Carter (CEO)  
# of Locations: 2; # of Employees: 65  
Years in Business: 49  
[www.carterglass.net](http://www.carterglass.net)

Carter Glass Co. has built a reputation on quality and service. From start to finish, the company strives to be on schedule and provide a quality product.

### **40 Sound Glass Sales Inc.**

Lakewood, Wash.  
2008 Annual Sales: \$10.4 million  
President/CEO: Warren Willoughby  
# of Locations: 3; # of Employees: 82

Years in Business: 25  
[www.soundglass.com](http://www.soundglass.com)

Sound Glass Sales started business in 1983 as a full service glass shop in Lakewood, Wash., before opening two more locations. The company continues to improve its facilities and adapt so it can offer its customers superior service.

### **41 Vienna Glass Co.**

Manassas, Va.  
2008 Annual Sales: \$10 million  
President/CEO: Richard Glaze  
# of Locations: 2; # of Employees: 45  
Years in Business: 55  
[www.viennaglass.com](http://www.viennaglass.com)

Though originating more than a half a century ago in residential and service work, Vienna Glass currently supplies common to challenging fenestration systems for typical to preeminent construction projects with equal attention.

### **42 Suntech of Connecticut Inc.**

North Branford, Conn.  
2008 Annual Sales: \$10 million  
President/CEO: Michael Berkun  
# of Locations: 1; # of Employees: 35-50  
Years in Business: 27  
[www.suntechofct.com](http://www.suntechofct.com)

Established in 1981, Suntech specializes in high profile, complex and architecturally demanding building projects. It focuses on projects requiring an attention to detail demanded by clients to provide a product on time and within budget. Its central location allows it to serve the Connecticut, Massachusetts and Rhode Island marketplace.

### **43 LCG Facades**

Salt Lake City, Utah  
2008 Annual Sales: \$9.8 million  
President/CEO: Earl J. Linford  
# of Locations: 1; # of Employees: 60  
Years in Business: 2

LCG Facades has more than 150 years of experience in just the ownership team of Earl Linford, Gary Dabb, Ted Derby and Tom Thorum. The company installs façade products on projects up to \$6 million in size.

### **44 Vos Glass Inc.**

Grand Rapids, Mich.  
2008 Annual Sales: \$9 million  
President/CEO: Linda Vos-Graham  
# of Locations: 1; # of Employees: 60  
Years in Business: 27  
[www.vosglass.com](http://www.vosglass.com)

Vos Glass Inc. is a professional, full service, family-owned and -operated glass company that has successfully completed glazing projects of all types and sizes throughout the West Michigan region. The company prides itself

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on staying current on the latest innovations of glass products and installation methods.

## 45 Thomas Glass Co. Inc.

Westerville, Ohio

**2008 Annual Sales:** \$8.6 million

**President/CEO:** Andrew T. Gum

**# of Locations:** 2; **# of Employees:** 60

**Years in Business:** 36

[www.thomasglass.com](http://www.thomasglass.com)

Thomas Glass Co. is a commercial glazing contractor that also specializes in the service and maintenance elements of the glass business. Thomas Glass has two affiliate

companies: G Force Automatic Doors LLC and Athens Glass Service LLC.

## 46 Glass & Mirror America

Clarendon Hills, Ill.

**2008 Annual Sales:** \$8.2 million

**President/CEO:** Lyle R. Hill

**# of Locations:** 3; **# of Employees:** 82

**Years in Business:** 42

[www.glassma.com](http://www.glassma.com)

Glass & Mirror America is a truly "full service" company offering storefront and curtainwall installations as well as auto glass and residential glass replacement.

## 47 Hale Glass Inc.

Placentia, Calif.

**2008 Annual Sales:** \$6.1 million

**President/CEO:** Brian Hale

**# of Locations:** 1; **# of Employees:** 35

**Years in Business:** 31

[www.haleglass.com](http://www.haleglass.com)

For more than 30 years, Hale Glass has specialized in commercial storefront and curtainwall installations. The company is dedicated to the wellbeing of its employees and its commitment to quality.

## The Way to the 100-Year Mark and Beyond

Sure times are tough, but given the cyclical nature of the commercial construction market, there are plenty of glass industry companies out there that have faced tough times before. Those companies that have passed the 100-year anniversary just have a deeper well of experience from which to draw.

"It's not news to anyone that our industry faces a difficult road ahead," says Bob Leyland, vice president of sales for Kawneer. "And, although we are a company with more than 100 years of experience, we feel that these challenges bring us new opportunity to reassess how we do business and find better ways to add more value to our customers. The team at Kawneer is focused on deploying initiatives that will enable us to outperform in a down market just as we have during the up cycle."

Leyland cites initiatives ranging from new products to new services.

"It is energizing to see the resourcefulness with which we are attacking business issues," he says.

PPG Industries certainly has seen its share of changes since it was founded as Pittsburgh Plate Glass Co. 126 years ago.

"While I can't claim to have witnessed all 126 years of PPG's history, I do believe we have inherited a legacy of innovation, quality and integrity," says Gary Danowski, vice president of PPG's Performance Glazings strategic business unit. "The generation before us set a high bar for us and we seek to measure ourselves against that every day. From research and development investment to operational discipline, we work to continue the steady stream of innovation and performance evidenced by a litany of industry 'firsts' throughout our history."

These firsts—including development of the first high-performing, energy-efficient glass in the 1930s—still depend on one thing, Danowski points out. "It's highly qual-

ified and motivated people who carry all this out," he says.

Danowski adds, "In my view, the companies that come out of this recession the strongest will be those that can be quick without being rash; who can take care of their bottom line and still take care of customers; and who can manage their business tightly without sacrificing future opportunity. It won't be easy for any of us, but I do believe that if we work hard on the right priorities and keep focused on our markets, we'll get through this."

F. Barkow in Milwaukee has crept well over the 100-year mark.

"This is Barkow's 130<sup>th</sup> year of family owned business in the same city," says John Weise, president. "It's unusual in its longevity."

According to Weise, the secret to that longevity is that the company has "always delivered a quality product at a fair price, and we try to give the customer as much or more than they are expecting. We listen closely to what our customers tell us they need for their business. We employ craftsmen and we don't cut corners. We genuinely care about our customers' well-being and if they are happy with what they bought, they will come back. It's a cliché, but I believe in 130 years our motivation has always been honest work and honest pay. If any of my Barkow relatives before me had become wealthy in the long history of F. Barkow Inc., I believe the company would have changed dramatically or would have been sold or worse. As the current owner I'm perfectly fine with those set of facts."

Weise adds, "As for the year ahead, we are living in very uncertain times and our goal is to come out stronger when the economy does eventually improve. That may not happen this year. We are planning to service our customers now and into the future."

Braxton Smith, owner of The Glenn Glass

### The Industry's Centenarians

Saint-Gobain	344 years
DuPont	206
Pilkington North America Inc.	183
The Glenn Glass Co.	158
Fletcher-Terry	140
Showerite	138
Vitro America	137
Kohler	136
F. Barkow	130
Barber Glass Industries Inc.	126
PPG Industries	126
MTH	122
Goldfinch Bros. Inc.	117
Thad Ziegler Glass	116
General Glass International	109
Peterson Glass Co.	106
J. Sussman	103
Kawneer Co. Inc.	103
Toledo Mirror & Glass	100
DORMA Group North America	100
Syracuse Glass	100

Co. in Milford, Ohio, lays claim to being "the oldest flat glass distributor/fabricator in the United States, started in 1851."

How has the company managed to stay strong for so long?

"Frankly we've increased the amount of value addition to our glass products," Smith says. "When we first bought the company in 1989 there was just stick cutting glass now we're cutting, beveling, polishing, we're doing insulating glass ... and just bought a sandblasting machine ..." In addition, the company is adding thermal performance.

"You have to go with the flow and adapt and right now everybody's scrambling for energy-efficient products," Smith says.

Go with the flow indeed. In an industry that has seen its share of consolidations and sales—in the last year much less last 100—it surely takes some savvy maneuvering to mark that 100<sup>th</sup> anniversary and rank among the industry's oldest companies.

## 48 Forno Enterprises Inc.

Trout Creek, N.Y.

2008 Annual Sales: \$6 million

President/CEO: Michael Spaccaforno

# of Locations: 1; # of Employees: 30

Years in Business: 20

[www.fornoenterprises.com](http://www.fornoenterprises.com)

Forno Enterprises Inc. is a full-service architectural aluminum and glass company that specializes in storefronts, curtainwalls, sloped glazing, skylights and metal fascia panels on commercial and residential projects.

## 49 Superior Glass Inc.

Superior, Wis.

2008 Annual Sales: \$3.5 million

President/CEO: Knute Petersen

# of Locations: 3; # of Employees: 30

Years in Business: 75

Superior Glass is a full-service contact glazing, commercial and residential window supplier and installer. The company also provides residential glass, mirror, window and shower door installations.

## 50 Palms to Pines Mirror & Glass

Indio, Calif.

2008 Annual Sales: \$1 million

President/CEO: Larry Carlton

# of Locations: 1; # of Employees: 30

Years in Business: 30

[www.p2pmglass.com](http://www.p2pmglass.com)

Palms to Pines Mirror & Glass provides commercial glazing of all kinds, and all focuses on high-end custom residential work using only the highest quality materials.

# The Biggest Lite

It's true, it's not the size of the lite but how well it's installed that matters. But let's face it—there's something pretty cool about telling friends over a drink about the day you installed "the big one." Based on submissions from our top glazing contractors, USGlass has the story on five of the country's biggest glass installations.

### 1. Water Tower Storefront in Chicago - 38,056 square inches

MTH Industries in Chicago set this big lite—measuring 142 by 268 inches by  $\frac{7}{8}$ -inch thick—in the Water Tower storefront with a crane back in 1982. Although the building has since been remodeled, it's left a massive marker to match.

### 2. Mohegan Sun Casino in Uncasville, Conn. - 37,440 square inches

Massey's Plate Glass & Aluminum in Branford, Conn., installed 36 of these 10-by 26-foot unitized panels around the casino. According to Robert Massey, Jr., chief executive officer, the biggest challenge of installing this massive lite "was just getting it to the site." Having a fabrication site only five miles away made the special arrangements for hauling these heavy units a little bit easier.

### General Motors Building, New York



Photo courtesy of W&W Glass.

### 3. Jewel Box in Los Angeles - 37,440 square inches

When Los Angeles-based Giroux Glass was asked to temporarily remove and reinstall a large 10- by 26-foot annealed lite of glass for the filming sequences of several scenes of the *Rush Hour 3* shoot, the engineers of the building expressed concerns about the probable damage during the glass removal that might affect the expensively "raised" terrazzo floor tiles that covered the extensive ground level plaza directly below. The massive lite to be removed was on the second floor of the Jewel Box, a building between the two high-rise Arco Towers, in downtown Los Angeles. The engineers were sure that the weight of the men, machinery and 1,800 pounds of glass would crush the tiles. Gil Martus, Giroux Glass' project manager, brought in a 42-foot, 3-story rolling scaffold and tower that was weight-proportioned to protect the tiles, and directed the tiles be covered with steel plates.

The Giroux crew mounted the power cups to the glass and broke the seal with a team of eight glaziers, each one dedicated to a specific task. Once the lite was removed, it was rotated by crane down to the street and rolled, scaffold and all, out of screen shot. Once the scene was completed the lite was rolled back, reinstalled and sealed. Much to the engineers' delight, not a single tile was damaged.

### 4. Solae in St. Louis - 35,712 square inches

Hilboldt Curtainwall Inc. in St. Louis installed these 4- by 62-foot panels of



Photo courtesy of Hilboldt Curtainwall.

### Solae Global Headquarters, St. Louis

Viracon's VE 1-40 low-E insulating glass, within Hilboldt's 2.5-inch curtainwall system, in the Solae Global Headquarters in St. Louis.

According to chief executive officer Jane Hilboldt, "Our biggest challenge on panelizing this job was the coordination from manufacturing to the installation sequence since we were dealing with six different radiuses and a random pattern of fritted glass—resulting in each panel being unique."

### 5. General Motors Building in New York - 32,220 square inches

W&W Glass in Nanuet, N.Y., set this 90-by 360-inch  $\frac{3}{4}$ -inch float glass into the General Motors Building on Fifth Avenue. According to Scott Haber, managing partner, "It was custom-made right off the float line because it's not something somebody stocks." Something that big—no kidding! Haber says the lite was shipped directly to W&W from the former Libbey Owens Ford.

# The 5<sup>th</sup> Annual Big Book of Lists

Please note that these ranking are based on ranges of sales figures provided by the companies listed and/or collected by independent third parties. While every effort has been made to rank producers, order is not an exact reflection of sales performance. The following lists are provided to offer an overview of the top players in a variety of categories.

To ensure your inclusion on next year's lists, e-mail [mheadley@glass.com](mailto:mheadley@glass.com).

## Top 10 Insulating Glass Producers

Oldcastle Glass®  
Viracon  
Arch Aluminum & Glass Co. Inc.  
AGC Flat Glass North America  
Vitro America  
JE Berkowitz LP  
United Glass Corp.  
Rochester Insulated Glass  
PRL Glass Systems  
Virginia Glass Products

## Top Architectural Metal Producers

Kawneer Co. Inc.  
Oldcastle Glass® Vistawall®  
YYK AP America  
Arch Aluminum & Glass Co. Inc.  
EFCO Corp.  
United States Aluminum Corp.  
Southern Aluminum Finishing  
Accura Systems Inc.  
Architectural Wall Systems Co.

## Top 5 Low-E Glass Fabricators

(excluding primary glass manufacturers)  
Oldcastle Glass®  
Arch Aluminum & Glass Co. Inc.  
Viracon  
JE Berkowitz LP  
Rochester Insulated Glass

## Top 8 Float Glass Producers in North America

Pilkington North America Inc.  
Guardian Industries Corp.  
PPG Industries  
AGC Flat Glass North America  
Cardinal Glass Industries  
Vitro S.A.B. de C.V.  
Saint-Gobain Glass  
Zeledyne

## Top 7 Curtainwall and Storefront/Entrance Fabricators

Kawneer Co. Inc.  
Oldcastle Glass® Vistawall®  
YYK AP America  
EFCO Corp.  
Arch Aluminum & Glass Co. Inc.  
United States Aluminum Corp.  
TRACO

## Top 8 Laminated Glass Producers

Viracon  
Oldcastle Glass®  
Arch Aluminum & Glass Co. Inc.  
Guardian Industries Corp.  
AGC Flat Glass North America  
Vitro America

JE Berkowitz LP  
Dlubak Corp.

## Top 10 Tempered Glass Producers

(excluding primary glass manufacturers)  
Oldcastle Glass®  
Viracon  
Arch Aluminum & Glass Co. Inc.  
JE Berkowitz LP  
PRL Glass Systems  
Dlubak Corp.  
Rochester Insulated Glass  
Glasswerks L.A.  
Virginia Glass Products  
Custom Glass Products

## Top 5 Fire-Rated Glass Producers

Pilkington North America  
AGC InterEdge Technologies  
SAFTI First Fired-Rated Glazing Solutions  
Schott Corp.  
VETROTECH Saint-Gobain

## Top 5 Fire-Rated Glass Distributors

Technical Glass Products  
Oldcastle Glass®  
Vitro America  
General Glass International  
Glassopolis

## Top 5 Hardware Wholesale Distributors

C.R. Laurence Co. Inc.  
ASSA ABLOY  
Midwest Wholesale Hardware  
JLM Wholesale  
Mayflower Sales Co. Inc. ■



Photo courtesy of Juba Aluminum Products.